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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Interstate Trailers, Inc., 1101 Heritage Parkway, Mansfield, TX 76063 (Supplier).

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

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

Article I: General Terms

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

   Category 1

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

xiv. Livestock

Category 2

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

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

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

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

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

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

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

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

L. **Supplier Representations:**

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

Article II:
Sourcewell and Supplier Obligations

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

S. **Grant of License.**

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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	Interstate Trailers, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Mark Smith 81DEE8DA87BC4C3...
By: _____	By: _____
Jeremy Schwartz	Mark Smith
Title: Chief Procurement Officer	Title: National Sales Manager
Date: 11/5/2026 | 6:56 PM CST	Date: 11/5/2026 | 10:45 AM CST

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

ATTACHMENT 1

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

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

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

Within this Attachment:

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

W. **Additional FEMA Recommended Provisions:**

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

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

b. Prohibitions.

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

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

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

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

(a) Covered telecommunications equipment or services that:

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

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

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

d. Reporting requirement.

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

reporting the information.

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

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

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

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

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

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

RFP 062526 - Trailers with Related Equipment and Services

Vendor Details

Company Name:	Interstate Trailers, Inc.
Address:	1101 Heritage Parkway Mansfield, Texas 76063
Contact:	Mark Smith
Email:	marksmith@interstatetrailers.com
Phone:	800-433-5384
Fax:	817-453-5445
HST#:	75-1834480

Submission Details

Created On:	Thursday May 07, 2026 08:25:37
Submitted On:	Friday June 19, 2026 09:44:54
Submitted By:	Mark Smith
Email:	marksmith@interstatetrailers.com
Transaction #:	5d89113d-6ca6-45d2-beeb-fbda4bb509d4
Submitter's IP Address:	10.13.0.15

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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.	Interstate Trailers, Inc.	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	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.	None	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	3J4Q6	*
5	Provide your NAICS code applicable to Solutions proposed.	336212	
6	Proposer Physical Address:	1101 Heritage Pkwy Mansfield, Texas 76063	*
7	Proposer website address (or addresses):	www.interstatetrailers.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.	Mark Smith National Sales Manager 1101 Heritage Pkwy Mansfield, TX 76063 marksmith@interstatetrailers.com (800) 433-5384	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Mark Smith National Sales Manager 1101 Heritage Pkwy Mansfield, TX 76063 marksmith@interstatetrailers.com (800) 433-5384	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Matt Laws President 1101 Heritage Pkwy Mansfield, TX 76063 mattlaws@interstatetrailers.com	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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.	Interstate Trailers, Inc., incorporated in the State of Texas in 1982, has more than four decades of experience in the design and manufacture of heavy-equipment transport trailers. The company has a demonstrated history of delivering reliable equipment solutions to commercial customers and public agencies across the United States, with the operational capacity and expertise required to support cooperative purchasing contracts. Please view the short video produced in 2018 labeled "MM_Interstate" in the "Marketing Plan Samples" Folder. Interstate manufactures a comprehensive line of trailers designed to meet the functional, safety, and regulatory requirements of municipal, state, and federal entities. Products are engineered for durability, safety, and long-term performance, and are designed to meet or exceed applicable standards established by the Federal Motor Carrier Safety Administration (FMCSA) and the U.S. Department of Transportation (DOT). This focus ensures dependable performance, reduced lifecycle costs, and strong overall value to public agencies. The company maintains a strong domestic supply chain and supports U.S.-based manufacturing. Interstate has extensive experience working within public procurement environments and understands the importance of compliance with applicable regulations, including the Trade Agreements Act (TAA) when required. The company works collaboratively with agencies to meet project-specific specifications and contractual requirements. Integrity is the foundation of our organization. Every decision we make and every action we take reflects our unwavering commitment to doing what is right for our customers, employees, partners, community, and ownership. Doing the “right thing” isn’t always the easiest or most profitable path, but it is always the right path, and this is the standard by which Interstate operates. Our founder and CEO, Steve Flowers, refers to this principle as “The Do Right Rule.” Guided by this philosophy, we have built one of the strongest, most enduring, and most loyal distributor networks in the industry. This philosophy supports a service-oriented approach focused on responsiveness, accuracy, and long-term customer satisfaction. Interstate’s business philosophy is centered on building and maintaining strong partnerships with customers, distributors, and suppliers. Through a nationwide distributor network, the company is positioned to provide responsive service, efficient delivery coordination, and ongoing support, ensuring consistent contract performance across diverse geographic regions. With over 40 years of industry experience, Interstate has a proven track record of successfully serving government entities nationwide. State departments of transportation, including Pennsylvania, Idaho, Illinois, and Tennessee, as well as numerous local agencies, rely on	*

		Interstate for high-quality equipment, application-specific design solutions, and dependable service. Interstate is committed to delivering high-quality products and comprehensive pre- and post-sale support, ensuring reliable contract execution, compliance with procurement requirements, and long-term value for participating agencies.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Interstate Trailers views a Sourcewell award as a strategic partnership focused on delivering exceptional value, service, and performance to participating agencies. Our expectation is to provide Sourcewell members with a streamlined, efficient purchasing experience supported by high-quality products and responsive pre- and post-sale service. We anticipate expanding our presence within the public sector, including state and local government, education, and nonprofit organizations, while ensuring consistent contract utilization and measurable value to Sourcewell members. Interstate is committed to actively promoting the contract through a comprehensive and strategic marketing approach. This will include digital and print media, website integration, targeted outreach campaigns, trade show participation, and direct engagement by factory representatives and our nationwide distributor network. These efforts are designed to drive awareness, support member agencies, and maximize contract participation. Through this partnership, Interstate expects to maintain open communication, ensure full compliance with contract requirements, and consistently deliver a high level of customer satisfaction. Our goal is to support Sourcewell's mission by providing dependable solutions, strong service support, and long-term value to its members.	*
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	Interstate Trailers, Inc. is a privately held company with a proven record of financial stability, conservative fiscal management, and long-term operational continuity, (Please see Experian credit & financial stability report attached). The company maintains a strong financial position, including a debt-free balance sheet and more than $7 million in liquid assets. To further support operational scalability and contract fulfillment, the company has an established $10 million revolving line of credit with Frost Bank. (Please see verifying documentation attached). This facility provides immediate access to capital, ensuring the ability to support large-volume orders, manage cash flow demands, and respond to unforeseen market conditions. Interstate has operated successfully for over forty (40) years and has never filed for, nor been subject to, any bankruptcy or insolvency proceedings. While privately held and not subject to SEC reporting requirements, Interstate Trailers, Inc. maintains internally prepared financial statements that have been attached for review. References and Supporting Documentation To ensure full transparency and verifiability, Interstate Trailers, Inc. has attached the following supporting documentation in the "Financial Strength & Stability" folder: • Financial statements	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

	the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	• Banking reference Frost Bank • Line of credit verification from Frost Bank • Experian credit & financial stability report. • Insurance certificates and coverage details Summary Interstate Trailers, Inc.'s financial position is defined by strong liquidity, zero debt, and access to external capital, supported by a consistent record of compliance and risk management. These factors collectively demonstrate the company's capacity to reliably perform under the requirements of a national cooperative purchasing contract and to serve Sourcewell members with confidence.	
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.	Interstate Trailers, Inc. operates in a highly fragmented U.S. trailer manufacturing market where precise market share data is not consistently published across all segments. Accordingly, the company can not represent its position through a single percentage metric. However, Interstate Trailers maintains a strong national presence and is widely recognized as a highly respected manufacturer within the heavy equipment trailer industry. This position is supported by: • A nationwide network of authorized dealers and distribution partners covering all 50 states • Established relationships with leading heavy equipment dealerships, fleet operators, and government agencies • Consistent annual production volumes serving commercial, municipal, and public sector customers • More than 40 years of operational history with a proven track record of reliability and performance • Experience supporting cooperative purchasing programs and public procurement contracts Based on its geographic reach, dealer network strength, and brand reputation, Interstate Trailers is considered a leading and trusted supplier within its market segment in the United States.	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	At this time, Interstate Trailers does not maintain an established distributor network or significant sales presence within the Canadian market; therefore, Interstate's current Canadian market share for the proposed solutions is minimal. However, Interstate is actively evaluating opportunities to expand into Canada through the development of strategic distributor relationships and targeted market growth initiatives. Interstate believes that a Sourcewell contract would provide an excellent platform for increasing market presence and supporting participating entities throughout Canada. In the interim, Interstate is prepared to work directly with Canadian participating entities to coordinate logistics, delivery, and support requirements on a case-by-case basis.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible	Interstate Trailers has never filed for, nor been subject to, any bankruptcy, receivership, or insolvency proceedings, reflecting a consistent history of sound financial management and long-term viability.	*

	Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.		
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Interstate Trailers, Inc., demonstrates a strong record of ethical business practices and regulatory compliance. Within the past seven (7) years—and throughout its more than forty (40) years of operation—the company has not been subject to any suspension, debarment, or other exclusion from participation in federal, state, or local government contracts. This clean record reflects Interstate's commitment to maintaining full compliance with all applicable laws, regulations, and procurement standards. It also provides clear, verifiable evidence of the company's integrity, responsibility, and eligibility to participate in public sector and cooperative purchasing contracts.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Interstate Trailers is a member in good standing of the National Association of Trailer Manufacturers (NATM), a nationally recognized organization dedicated to promoting trailer safety, quality, and regulatory compliance throughout the trailer manufacturing industry. As part of NATM membership requirements, Interstate Trailers participates in comprehensive compliance consultations and facility reviews to verify adherence to applicable federal safety standards, manufacturing best practices, and quality control procedures. Interstate has successfully completed the last two consecutive NATM compliance review cycles with perfect scores, most recently within the past three (3) years. These achievements reflect Interstate's ongoing commitment to product quality, manufacturing excellence, safety compliance, and continuous operational improvement. Please see attachment in "Upload Additional Document": • NATM Certificates & Reports.	*
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	Approximately 25% of Interstate Trailers' total sales over the past three (3) years were to government entities. This percentage includes both direct sales to governmental agencies and sales fulfilled through Interstate's authorized distributor network serving government customers nationwide.	*
20	What percentage of your sales were to the education sector in the past three (3)	Interstate Trailers has had no known sales to the education sector during the past three (3) years. Due to the specialized nature of our products and their intended applications, our trailer solutions are	*

	years? This and the previous line should not exceed 100%.	generally not aligned with the typical operational needs of educational institutions.	
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	BuyBoard Purchasing Cooperative: $1,308,050.00 Florida Sheriff's Association Cooperative Purchasing Program: $673,923.00	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	Interstate Trailers Inc. does not currently hold a direct General Services Administration (GSA) contract or any Standing Offers and Supply Arrangements (SOSA). However, Interstate trailer products are presently available through a GSA contract held by one of our authorized distributors, allowing eligible governmental entities access to certain Interstate trailer solutions through that purchasing channel. Because Interstate is not the direct GSA contract holder, Interstate does not maintain or report sales volume data associated with that distributor-held contract for the past three (3) years.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Beaumont, TX	Jeff Harville	(409) 842-5885	*
City of Portland, OR	Carter Oster	(503) 823-1801	*
City of Forth Worth, TX	James McGaha	(817) 392-5107	*
County of Riverside, CA	Richard Miller	(951) 955-6890	

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).	b) Interstate Trailers, Inc. is best described as an Original Equipment Manufacturer (OEM) of trailers and related transportation solutions. As the manufacturer, Interstate maintains full responsibility for product design, engineering, quality control, and manufacturing. To support the delivery of our products and services, Interstate employs a team of four Regional Sales Managers who are direct employees of the company. These individuals are responsible for providing ongoing training, product expertise, and operational support to our distribution network, as well as ensuring consistent communication and alignment with Interstate standards. Interstate’s products are delivered to end users through a network of over 300 independently owned distributor locations across the	

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	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?	United States and Canada. These distributors are not employees of Interstate; however, they operate as authorized partners and serve as our primary local points of contact. They are often the first to engage with government agencies and nonprofit organizations, providing localized sales support, customer service, and assistance throughout the purchasing process. This structure allows Interstate to combine the quality assurance and accountability of a manufacturer with the responsiveness and geographic reach of a large, established distributor network. Through direct oversight by Interstate employees and ongoing dealer training and support, we ensure a consistent, high-quality experience for all participating agencies. For a list of our Nationwide Authorized Distributors, Please find attached " ITI DISTRIBUTORS BY STATE" in the "Additional Documents" Zip file.	
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.	Interstate Trailers, Inc. utilizes a highly effective two-tiered sales structure designed to provide responsive support, technical expertise, and comprehensive customer service throughout the procurement process for government, education, and other public-sector customers. This structure combines centralized factory support with localized distributor representation to ensure consistent communication and efficient service nationwide. The first tier of Interstate's sales organization consists of four full-time Regional Sales Managers who are direct employees of Interstate Trailers. These individuals support all customer sectors, including government and education (GOV/EDU) entities, and primarily operate from Interstate's home office while managing assigned territories throughout the United States. Acting as key liaisons between Interstate's manufacturing operations and its distributor network, these Regional Sales Managers oversee core sales functions such as preparing quotations, processing orders, monitoring production and delivery status, addressing technical and specification-related questions, and coordinating initial warranty support when needed. Their centralized role helps ensure accuracy, consistency, and timely communication across all projects and transactions. The second tier of Interstate's sales force consists of personnel within	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		Interstate's nationwide network of independently owned, factory-authorized distributors, representing more than 300 locations across all 50 states. Although these distributor representatives are not direct employees of Interstate Trailers, they serve as the primary local sales contacts and provide valuable regional support to customers within their respective territories. Distributor sales personnel work directly with end users, including government agencies, municipalities, schools, and nonprofit organizations, to identify equipment needs, assist with product selection, develop specifications, and coordinate procurement activities. To maintain a high level of product knowledge and customer support consistency, Interstate provides ongoing product training, technical guidance, and sales support to distributor personnel. This collaborative approach ensures that customers receive knowledgeable assistance and a seamless purchasing experience regardless of geographic location. There is also substantial overlap and coordination between Interstate's sales and service functions. Distributor organizations not only support the sales process but also provide ongoing post-sale support through local service facilities, trained technicians, warranty assistance, and maintenance capabilities. Interstate's Regional Sales Managers and factory Service Department work closely with distributor sales and service personnel to address customer concerns, coordinate technical support, facilitate warranty resolution, and ensure long-term customer satisfaction. This integrated sales and service structure enables Interstate Trailers to deliver responsive communication, localized support, and comprehensive lifecycle assistance to Sourcewell participating entities across the country.	
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.	Interstate Trailers, Inc. maintains a nationwide network of factory-authorized distributors with representation in all 50 states and more than 300 distributor locations throughout the United States. This extensive authorized seller network enables Interstate to provide responsive sales support, efficient product delivery, and comprehensive post-sale service for Sourcewell participating entities regardless of geographic location. Interstate's authorized sellers consist primarily of well-established heavy equipment dealerships and equipment distributors representing major industry brands such as Caterpillar, John Deere, Case Construction Equipment, and Komatsu. These organizations operate full-service facilities staffed with experienced sales, parts, and service personnel who are trained to support Interstate products and customer requirements. The distributor network serves as the primary delivery channel for Interstate's solutions and plays an integral role throughout the entire customer lifecycle. During the procurement process, distributor sales personnel work directly with customers to evaluate operational needs, provide product recommendations, assist with application guidance, and develop equipment specifications tailored to the customer's requirements. This localized support helps ensure customers receive the most appropriate and effective equipment solution for their intended applications. Following contract award and production, Interstate's authorized distributors support order fulfillment and delivery coordination by receiving and unloading trailers at distributor facilities, conducting Pre-Delivery Inspections (PDI), coordinating final delivery to the customer, and facilitating customer orientation and support as needed. Distributors also provide ongoing maintenance, repair services, parts support, and warranty	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		assistance throughout the life of the equipment. Interstate's nationwide distribution structure combines centralized factory support with localized dealer expertise to ensure consistent product availability, efficient logistics coordination, and dependable long-term customer support. This integrated approach allows Interstate to deliver responsive service, reliable contract performance, and comprehensive lifecycle support across all regions served under the requested contract.	
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.	Interstate Trailers, Inc. supports its customers through a combination of dedicated factory personnel and a nationwide authorized dealer network, providing comprehensive service coverage for government and educational entities throughout the United States. At the factory level, Interstate maintains a dedicated Parts and Service Department staffed by three full-time employees who are responsible for coordinating post-sale support activities for all customer sectors, including government and education (GOV/EDU) customers. This team provides centralized service administration, technical support, warranty coordination, troubleshooting assistance, and parts support for Interstate's full product line. The department also manages same-day shipping of most in-stock parts to minimize customer downtime and maximize equipment uptime. Interstate's service capabilities are further strengthened through its nationwide, factory-authorized distributor network, which includes more than 300 distributor locations across all 50 states. These distributors are strategically located throughout the country and operate full-service facilities staffed with trained technicians capable of performing inspections, maintenance, repairs, and warranty work at the local level. This regional coverage allows Interstate to provide responsive support and timely service regardless of customer location. There is significant collaboration and overlap between Interstate's sales and service functions to ensure a seamless customer experience throughout the equipment lifecycle. Distributor sales personnel work directly with customers during the procurement process to assist with equipment selection, application guidance, and specification development. Following delivery, those same distributor organizations continue to support customers through local service, warranty administration, and ongoing maintenance support. Interstate's factory Service Department works closely with both distributor sales and service teams to coordinate technical assistance, resolve field issues, and ensure consistent customer communication and support. In addition, Interstate's Service Department collaborates regularly with the company's engineering team and distributor network to identify opportunities for continuous product improvement, enhance field support, and maintain consistent service standards across all markets. This integrated support structure enables Interstate to provide reliable, long-term lifecycle support and reinforces its commitment to customer satisfaction for Sourcewell participating entities.	*
28	Describe the ordering process from	Interstate Trailers utilizes a coordinated, multi-channel ordering process designed to ensure clarity, efficiency, and responsive service for	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

	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.	Sourcewell members. In most cases, the process begins with an authorized Interstate distributor or dealer, whose sales personnel serve as the initial point of contact with the participating government entity. If needed, the distributor works collaboratively with the agency to assess operational requirements, equipment specifications, and application needs. Following this consultation, the distributor requests a formal quotation from Interstate Trailers. An Interstate sales representative then prepares a detailed, factory-direct quotation tailored to the agency's requirements. This quotation is provided directly to the Sourcewell member and clearly reflects Sourcewell contract pricing, including all applicable member discounts and freight. A copy of the quotation is simultaneously shared with the supporting distributor to maintain alignment throughout the process. Upon acceptance, the Sourcewell member issues a purchase order directly to Interstate Trailers. Interstate then generates a formal order acknowledgment, which is provided to the member and includes the applicable Sourcewell contract number. This process ensures accurate order tracking, contract compliance, and efficient reporting. All Sourcewell-related orders are systematically recorded and tracked by Interstate Trailers, enabling the company to provide accurate and timely quarterly sales reporting in accordance with Sourcewell requirements. Please see following attachments in "Standard Transaction Document Samples": • ITI Sample Quote • ITI Sample Order Acknowledgement • ITI Sample Customer Invoice	
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.	Interstate Trailers, Inc. is committed to providing responsive, professional, and solutions-oriented customer service throughout the ownership lifecycle. Customer support is managed through a dedicated Parts and Service Department staffed by three full-time professionals who coordinate all post-sale support activities, including technical assistance, warranty administration, parts fulfillment, and dealer support. Customer inquiries are typically acknowledged within the same business day, with most service requests receiving an initial response within 24 hours. Interstate's Parts and Service personnel work directly with customers, dealers, and distributors to assess issues, determine corrective actions, and coordinate resolutions as quickly as possible. For urgent equipment downtime situations, priority handling procedures are implemented to minimize disruption to customer operations. Interstate maintains a streamlined escalation protocol to ensure timely resolution of complex or unresolved issues. Initial service concerns are addressed by the Parts and Service Department, which serves as the primary point of contact for troubleshooting, technical support, and warranty coordination. If additional expertise is required, matters are escalated internally to engineering, production management, or executive leadership depending on the nature and severity of the issue. This collaborative approach allows Interstate to rapidly identify root causes and implement effective corrective actions.	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		To support rapid issue resolution, Interstate offers same-day shipping on most in-stock replacement parts orders, helping customers reduce downtime and return equipment to service quickly. Warranty-related claims are centrally managed by the Service Department, which works closely with authorized dealers and service technicians to review claims, approve repairs, provide technical guidance, and ensure prompt completion of warranty work. Typical warranty and service issues are resolved as quickly as parts availability and repair scheduling allow, with Interstate maintaining consistent communication throughout the process. Interstate's nationwide authorized dealer network further strengthens its customer service capabilities. Dealers are equipped with service facilities and trained technicians capable of providing localized maintenance, repair, and operational support. Interstate maintains ongoing communication with its dealer network to ensure consistent service standards, timely information sharing, and coordinated support for Sourcewell participating entities. In addition to reactive support, Interstate emphasizes continuous improvement and proactive customer satisfaction. The Service Department regularly collaborates with Interstate's engineering team and distributor network to evaluate field performance, troubleshoot recurring concerns, and implement product or process improvements that enhance reliability and long-term customer satisfaction. Interstate's service philosophy is centered on responsiveness, accountability, and minimizing customer downtime. While Interstate does not utilize formal incentive-based compensation programs tied to response metrics, customer satisfaction, responsiveness, and long-term relationship management remain core performance expectations for all service personnel and authorized service providers.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Interstate Trailers, Inc. possesses the operational capacity, engineering expertise, nationwide distribution network, and customer support infrastructure necessary to successfully provide the requested Solutions to Sourcewell participating entities throughout the United States. From a manufacturing and operational standpoint, Interstate maintains a 125,000-square-foot production facility staffed by more than 60 experienced employees. This facility provides the production capacity and operational flexibility necessary to support a broad range of trailer manufacturing requirements, including standard production models and highly customized solutions designed for specialized applications. A key strength of Interstate is its in-house engineering capability. The company employs a full-time lead engineer with more than 35 years of specialized trailer design experience. This internal engineering expertise allows Interstate to rapidly develop customized solutions, address application-specific requirements, and provide efficient problem-solving throughout the design and production process. By maintaining engineering resources in-house, Interstate is able to ensure consistent quality control, responsive design modifications, and reliable product performance. Interstate further supports Sourcewell participating entities through a nationwide dealer network consisting of more than 300 dealership outlets	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		strategically located throughout the United States. This extensive network provides broad geographic coverage for sales, delivery, service, and ongoing customer support. Dealers are equipped with service facilities and trained personnel capable of providing timely maintenance, repair services, and operational assistance at the local level. Interstate's in-house sales staff work directly with both dealers and customers to provide timely quotations, detailed specifications, product recommendations, and any other purchasing assistance as needed. In addition to manufacturing and sales support, Interstate provides comprehensive post-sale service through a dedicated Parts and Service Department. This Department works closely with Interstate's engineering team and dealer network to provide responsive and reliable support throughout the life of the equipment. Through its manufacturing capacity, engineering expertise, nationwide dealer network, responsive sales support, and comprehensive service infrastructure, Interstate Trailers, Inc. is fully capable of providing high-quality, reliable, and customized trailer solutions to Sourcewell participating entities across the United States.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Interstate Trailers does not impose any specific restrictions on participating entities located in Hawaii, Alaska, or U.S. Territories. All eligible Sourcewell participating entities in these locations would have access to the same products, services, pricing structure, and support available to entities within the continental United States. Due to geographic considerations, participating entities in Hawaii, Alaska, and U.S. Territories would be responsible for arranging ocean freight or sea travel shipping from the continental United States to their final destination. Interstate Trailers would provide transportation of the completed trailer(s) to a seaport within the continental United States designated by the Sourcewell participating entity. Interstate Trailers would also be happy to coordinate and work directly with any freight forwarder selected by the participating entity to help facilitate a smooth and efficient shipping process.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Interstate Trailers currently does not have distributor representation in Canada; however, we are actively evaluating opportunities to expand into the Canadian market. We believe a Sourcewell contract would serve as an excellent foundation and launching platform for establishing strategic distributor relationships and supporting participating entities throughout Canada. Interstate has the manufacturing capacity, operational infrastructure, and experience necessary to support Canadian customers as opportunities develop. We are committed to working proactively with Sourcewell participating entities to evaluate delivery logistics, regulatory requirements, and service support needs in order to provide responsive and reliable solutions in the Canadian market.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Interstate Trailers intends to fully serve participating entities throughout the United States under the proposed agreement. At this time, Interstate does not maintain established distributor representation within Canada, which may limit the availability of localized sales and service support in certain Canadian provinces and territories.	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		Despite this current limitation, Interstate is actively evaluating opportunities to expand into the Canadian market through the development of strategic distributor relationships. Interstate believes a Sourcewell contract would provide an excellent foundation for that expansion effort. In the interim, Interstate will work directly with participating entities in Canada on a case-by-case basis to coordinate logistics, delivery, and customer support requirements in order to provide the highest level of service possible.	
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	All Interstate products and services offered under a Sourcewell-awarded agreement would be fully available to all eligible Sourcewell members, including Government, Education, and Nonprofit entities. Interstate is committed to providing consistent access, support, and pricing across all participating sectors.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Interstate Trailers, Inc. will extend the terms, conditions, and pricing structure of any awarded master agreement to eligible nonprofit entities. Nonprofit organizations will receive the same pricing, service, and support structure offered to government and educational entities under the Sourcewell contract. Interstate is committed to providing consistent, competitive, and transparent procurement solutions to all eligible participating entities.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Interstate Trailers would take a highly proactive and structured approach to marketing and promoting a Sourcewell-awarded contract to both our nationwide distributor network and to participating government, educational, and nonprofit entities. This initiative would be treated as a top organizational priority to ensure maximum awareness, utilization, and program success. Marketing Strategy, Tactics, and Methods 1. Distributor Network Activation Immediately upon award, Interstate would launch a coordinated internal communication campaign to ensure all distributor personnel are fully informed of the Sourcewell partnership and its benefits. This would include: Company/Distributor-wide email blast announcing the awarded Sourcewell contract See attached "ITI Sourcewell Flyer 1" in "Marketing Plan Samples" folder. Follow-up email communications with attached marketing collateral explaining contract advantages, ordering procedures, and participation benefits Inclusion of Sourcewell contract information in ongoing routine communications with distributor sales teams	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		Direct engagement with distributor leadership to reinforce awareness and encourage active promotion within their regions 2. Training and Education Interstate would incorporate Sourcewell program education into our standard training efforts, including: Dedicated training sessions for distributor sales teams on the use, value, and compliance advantages of the Sourcewell procurement program Ongoing reinforcement during sales meetings, product training sessions, and distributor conferences Practical guidance on how to present Sourcewell contract availability to end users Training would emphasize ease of use, procurement compliance benefits, and how participating entities can efficiently access Interstate products and services through the program. 3. End-User Outreach (Government, Education, and Nonprofit Entities) Interstate would actively support awareness among eligible participating entities through: Distributor-led outreach campaigns targeting local government, educational institutions, and nonprofit organizations Inclusion of Sourcewell contract messaging in sales presentations, quotations, and proposal documents. An example of this would be the Co-Branding use of the Sourcewell logo on all requested literature by government agencies, making them aware that we are a Sourcewell vendor. Please see attached "Sourcewell Co-Branding" in "Marketing Plan Samples" Folder. We would also include flyers in all government agency correspondence. Please see attached "Government Flyer" in Marketing Plan Samples" folder. Provision of ready-to-use marketing materials for distributor and internal sales teams to distribute to end users 4. Ongoing Promotion and Reinforcement Following initial launch, Interstate would maintain consistent visibility of the Sourcewell contract through: Periodic reminder communications and updated marketing materials Continued reinforcement in sales training and onboarding for new distributor personnel Integration of Sourcewell messaging into standard sales workflows and customer engagement practices	

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		Timeline for Implementation Immediately upon award (0–30 days): Launch internal announcement, distribute initial marketing materials, and conduct initial training sessions 30–90 days: Expand distributor engagement, reinforce messaging through follow-up communications, and integrate Sourcewell into ongoing sales processes Ongoing (post 90 days): Maintain continuous training, periodic promotional updates, and active distributor-led outreach to participating entities Interstate is committed to ensuring that the Sourcewell contract is not only effectively communicated but actively utilized across our distributor network and end-user base.	
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.	At Interstate Trailers, we continually use digital technology alongside data driven marketing strategies to increase engagement and generate new and returning sales leads. We actively market through social media platforms, like Facebook, Instagram, YouTube, and Google Business Profile to promote inventory, customer testimonials, and specials. We use website analytics, SEO, and targeted advertising to track our customers' behavior, improve search visibility, and adjust our marketing performance for optimization. Recently, Interstate Trailers went under a complete website remodel, creating a modern, customer-friendly experience that reflects the quality of our trailers. The updated website showcases our trailers, that have remained durable and reliable over the last 40+ years. By combining the digital design and the long-standing quality of our trailers, the website reinforces customer trust and strengthens our overall marketing presence. See attached "Facebook Home Page Banner" in "Marketing Plan Samples" folder.	*
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	In Interstate's view, Sourcewell plays an important role in promoting awarded agreements by serving as both an educational resource and a strategic marketing partner for participating vendors and members. Interstate would value an initial orientation or onboarding session designed to familiarize our sales personnel with Sourcewell contract procedures, member purchasing processes, and contract utilization best practices. Interstate also believes Sourcewell's communication with participating entities regarding newly awarded vendors and available contract solutions is highly beneficial in driving contract awareness and participation. Marketing support materials, promotional opportunities, and cooperative outreach efforts that highlight the partnership between Sourcewell and awarded vendors would further enhance visibility and help participating entities better understand the value and availability of the contracted solutions. Additionally, Interstate believes it is beneficial to have a designated Sourcewell representative or point of contact available throughout the contract term to assist with questions related to contract administration, member engagement, reporting requirements, or purchasing procedures.	*
39	Describe how your organization will	Interstate would fully integrate a Sourcewell awarded agreement into our sales and customer engagement processes through internal training,	

	integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	distributor communication, and ongoing promotional efforts. Upon contract award, Interstate would immediately obtain and distribute all available Sourcewell informational and training materials to our sales, customer service, and distributor support personnel to ensure they are knowledgeable about the benefits, advantages, and purchasing efficiencies associated with the Sourcewell procurement process. Interstate would actively encourage all employees who interact with distributors, dealers, and government customers to promote awareness of the Sourcewell partnership and communicate the value the contract provides to participating entities. Discussions with governmental agencies and eligible end users would routinely include information regarding the availability of the Sourcewell contract and the advantages it offers, including streamlined procurement, competitively solicited pricing, and simplified purchasing procedures. To further support contract visibility, Interstate would include promotional materials, including the attached “Sourcewell Flyer,” in email correspondence distributed to our dealer and distributor network. These materials would help reinforce contract awareness and encourage distributors to present the Sourcewell purchasing option during customer interactions. In addition, Interstate management would conduct periodic reviews and discussions with the sales team to ensure that Sourcewell participation and contract utilization remain a consistent organizational priority. These reviews would help monitor engagement efforts, identify opportunities for increased participation, and ensure continued alignment with Sourcewell program objectives.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	At this time, Interstate does not offer a fully automated e-Procurement or e-Commerce ordering platform for its trailer solutions. Due to the specialized nature of our products and the wide range of available configurations, capacities, and application-specific requirements, Interstate believes that direct consultation with the end user is essential to ensure that each customer receives the most appropriate and effective solution for their operational needs. Our sales and distributor teams work closely with governmental and educational customers throughout the purchasing process to review intended applications, equipment specifications, safety considerations, loading requirements, and optional features. This consultative approach helps minimize specification errors, improves long-term customer satisfaction, and ensures the delivered trailer is properly matched to the customer’s intended use.	*

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

#	Question	Response *	
41	Describe any training programs related to	Interstate Trailers, Inc. and its supporting distributors provide training upon customer request to ensure proper operation, familiarity, and ongoing	*

	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.	support of the equipment. In most cases, this training is provided at no additional cost and is typically conducted at the time of trailer delivery. Customers may also arrange visits to our facility in Mansfield, Texas, for additional training and hands-on product experience when more in-depth instruction is desired or required. Each trailer is delivered with a Parts & Service manual specific to the unit purchased. This manual includes information related to safe trailer operation, as well as service and maintenance guidance to support proper use and upkeep of the equipment. In addition, our service department remains readily available via telephone or email to provide expert guidance and assistance whenever needed, further reinforcing Interstate Trailers, Inc.'s commitment to responsive, high-quality customer support.	
42	Describe any technological advances that your proposed Solutions offer.	Interstate's proposed solutions incorporate several technological and operational advancements designed to improve manufacturing quality, operator safety, durability, and overall trailer performance. Our advanced assembly line dolly system allows for full 360-degree frame rotation throughout the welding process. This capability ensures that welding can consistently be performed from the optimal downward position, which maximizes weld penetration, enhances weld consistency, and contributes to superior structural integrity and long-term durability of the finished product. Interstate also utilizes advanced Computer-Aided Design (CAD) technology, which allows our engineering team to efficiently implement design modifications across many of our trailer models. This capability provides the flexibility to accommodate specialized customer requirements, support custom applications, and respond quickly to evolving operational needs while maintaining manufacturing accuracy and consistency. Interstate also offers optional hot-dipped galvanized frames, providing exceptional corrosion resistance in demanding environments where trailers are exposed to road salts, de-icing chemicals, moisture, and other corrosive materials. This technology significantly extends service life and reduces long-term maintenance requirements for participating entities operating in harsh climates. To further enhance workplace safety and operational efficiency, Interstate offers air-powered loading ramps that substantially reduce the physical strain associated with manual ramp handling, helping minimize the risk of employee back injuries and improving day-to-day usability. Additionally, Interstate's available 11-foot hydraulic bi-fold ramp system provides one of the lowest and safest loading angles available in the industry. This design improves equipment loading safety, reduces the likelihood of equipment damage during loading and unloading operations, and enhances accessibility for a wide range of equipment types.	*
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for	Interstate Trailers is committed to implementing practical and measurable sustainability initiatives throughout its manufacturing operations and business practices. While the company does not currently maintain formal third-party sustainability certifications, Interstate continually evaluates opportunities to reduce environmental impact and improve operational efficiency. Key sustainability initiatives currently in place include: Material Recycling Programs: Interstate recycles all steel cutoff and drop	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

	each initiative.	material generated during production, including burn table drops, shot blast material, and related consumables. These efforts help minimize landfill waste and maximize reuse of raw materials. Wood Waste Repurposing: Sawdust generated through manufacturing processes is provided to a local mushroom farm for agricultural reuse, supporting a beneficial secondary use for production byproducts. Energy Efficiency Improvements: Interstate recently upgraded facility lighting throughout both the manufacturing shop and office spaces to high-efficiency LED systems, significantly reducing overall energy consumption. Lower VOC Paint Systems: Interstate has transitioned to the use of DTM (Direct-to-Metal) urethane paint systems as part of its efforts to reduce volatile organic compound (VOC) emissions and improve environmental performance within the finishing process. Equipment Modernization and Emissions Reduction: The company recently purchased a newer loading forklift and decommissioned older equipment in order to improve operational efficiency and reduce emissions associated with daily plant operations. Efficient Facility Operations: Interstate utilizes natural gas heating systems within its facilities as part of its operational infrastructure, supporting efficient and reliable energy use throughout the manufacturing process. Environmental Compliance: Interstate maintains all required permits through the Texas Commission on Environmental Quality (TCEQ) for its paint operations and remains committed to operating clean, compliant, and environmentally responsible processes that meet or exceed applicable regulatory requirements. Interstate Trailers remains committed to identifying additional opportunities to enhance sustainability practices while delivering high-quality trailer solutions to customers nationwide.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	N/A	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Interstate Trailers provides significant value-added attributes through its advanced manufacturing processes and commitment to precision engineering and quality control. All steel frame components are precision cut using a computer-guided plasma burn table prior to frame assembly. This automated process ensures exact dimensional consistency and seamless component fitment, improving structural accuracy and reducing manufacturing variances. Following fabrication, all frame components are processed through a shot blasting system to remove rust, mill scale, and slag prior to assembly and welding. This process enhances weld quality, improves coating adhesion, and contributes to long-term corrosion resistance and product durability. Interstate utilizes four first-stage Frame Assembly Fixtures designed to maintain strict dimensional tolerances throughout the assembly process. These fixtures help ensure frame consistency and produce “True Tracking” trailers that deliver improved towing stability, reduced tire wear, and enhanced overall performance for the end user. To further enhance structural integrity, assembled frames continue through	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		three dedicated weld-out stations utilizing rotating dollies that allow the frame to be positioned 360 degrees. This system enables welds to be applied in the optimal downward position, maximizing weld penetration, consistency, and overall weld strength. As production advances into the wiring stage, all electrical systems utilize Interstate model-specific modular plug-in wiring harnesses. These sealed harness systems are designed to be highly resistant to environmental exposure, providing dependable, trouble-free electrical performance in demanding operating conditions. The modular “plug-and-go” design also allows for simplified diagnostics and efficient field repairs should damage occur, minimizing downtime and maintenance costs for the end user. In addition, all lighting components are flush-mounted, sealed LED modules engineered for long-term durability and dependable operation. These lighting systems provide enhanced visibility, reduced maintenance requirements, and extended service life compared to traditional lighting systems. Once axles, brake systems, and decking are installed, the trailer proceeds to the paint department where the frame undergoes an acid wash preparation process to ensure optimal surface adhesion. The frame is then finished with two coats of premium “Direct To Metal” (DTM) urethane paint applied using a high-volume, low-pressure (HVLP) spray system, ensuring uniform coverage and a durable, high-quality finish. Following paint application, the underside of the trailer is treated with a petroleum- and polymer-based rust-inhibitive undercoating designed to provide long-term protection against corrosion, road salt, and deicing chemicals. Collectively, these manufacturing and design attributes provide Sourcewell participating entities with trailers that offer superior structural quality, long-term durability, operational reliability, and reduced lifecycle maintenance costs.	

Table 5B: Value-Added Attributes

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

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	336212 Truck Trailer Manufacturing Size Standard 1,000 employees	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Payment terms are Net 30 Days, payable directly to Interstate Trailers, Inc.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Interstate accepts the following forms of payment: * Check * Money Order * Cashier's Check * Wire Transfer * ACH (Automated Clearing House) * AMEX, VISA, MASTERCARD, DISCOVER A 2.5% processing fee will be applied to all credit card transactions.	
56	Describe available	Interstate Trailers does not currently offer in-house financing or leasing	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

	leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	programs. However, we actively assist participating agencies and members in securing appropriate financing or leasing solutions through established third-party financial sources. In addition, many of our Authorized Distributors offer leasing and financing options tailored to the specific needs of commercial, municipal, and government customers. These third-party financing solutions may include traditional equipment financing, lease-to-own arrangements, and customized payment structures designed to support budget flexibility and long-term equipment acquisition planning. Interstate Trailers works collaboratively with both the customer and financing provider to help streamline the purchasing process and ensure timely delivery of equipment.	
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Interstate Trailers utilizes a straightforward and transparent transaction process designed to ensure accuracy, efficiency, and clear communication with Sourcewell participating entities throughout the procurement cycle. All transactions will begin with a detailed, itemized quotation provided directly to the Sourcewell participating entity. The quotation will identify the base trailer pricing, all applicable options and accessories, and the Sourcewell contract discount applied to the transaction. The quotation will also reference the authorized Interstate supporting dealer assigned to assist with the transaction, delivery coordination, and ongoing customer support. Upon acceptance of the quotation, the participating entity will issue a purchase order directly to Interstate Trailers. Once the purchase order is received, Interstate will issue an Order Acknowledgement document to the purchasing agency confirming pricing, specifications, quantities, requested options, and the agreed-upon delivery location. In most cases, delivery will be coordinated through the supporting dealer's location to facilitate inspection, orientation, and local customer support. After the trailer has shipped or delivery has been completed, Interstate Trailers will issue a final invoice directly to the participating entity for payment processing. Interstate Trailers does not typically require separate service level agreements or complex contractual addenda for standard trailer purchases, allowing for a streamlined procurement process while maintaining full transparency and documentation throughout the transaction. Please see the following attached documents in "Standard Transaction Documents" : • Interstate Quote Sample • Interstate Acknowledgement Sample • Interstate Invoice Sample` • Warranty Registration Card • Bill of Lading Sample • Certificate of Origin Sample	*
58	Describe your pricing model AND quantify the proposed discount(s) offered.	Interstate Trailers, Inc. proposes a Percentage Discount Pricing model for all products offered under this agreement. Pricing for both trailers and optional equipment/accessories will be based on Interstate's current Standard List Price, with a fixed discount of ten percent (10%)	*

	If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	applied to participating entities. Under this model, the “Master Agreement Price” will be calculated as follows: • Standard List Price (MSRP/List Price) • Less: 10% Sourcewell Discount • Equals: Master Agreement Price This discount structure applies consistently across Interstate’s trailer product lines as well as all available optional items and accessories, providing transparent and straightforward pricing for participating entities. In accordance with the RFP requirements for Percentage Discount from Catalog or Category pricing, Interstate has included the following current published pricing documents in “Pricing” folder: • 2026 ITI Trailers List Price Sheet #PL020126 • 2026 ITI Options List Price Sheet #OPL020126 These attached List Price Sheets provide the current standard pricing from which the proposed 10% discount will be applied to establish the final Sourcewell contract pricing.	
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.	In addition to the standard Sourcewell contract pricing structure, Interstate Trailers, Inc. offers a volume discount program for larger fleet purchases. An additional two percent (2%) discount will be applied to orders consisting of five (5) or more trailer units. This additional discount applies to both the base trailer pricing and any added optional equipment or accessories included with the order. This volume discount is intended to provide added value and cost savings for participating entities making larger purchases or fleet acquisitions. At this time, Interstate does not offer separate rebate programs beyond the pricing and volume discounts outlined above.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Interstate Trailers will make every effort to facilitate and source any non-contracted products, custom options, or related services requested by Sourcewell participating entities. Our objective is to provide a complete solution that fully meets the operational and specification requirements of each member. Any sourced or non-standard items will be clearly identified and incorporated into the initial quotation provided to the member to ensure full pricing transparency. Interstate will extend the same 10% discount applied to standard contracted products to these sourced items whenever applicable. No additional administrative fees or sourcing	*

		charges are anticipated beyond the quoted product and service pricing unless otherwise disclosed in advance and approved by the participating entity.	
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges.	The pricing submitted by Interstate Trailers includes all standard product pricing associated with the proposed equipment. The following elements of the total cost of acquisition are not included in the base pricing submitted: • Authorized Distributor unloading charges • Pre-Delivery Inspection (PDI) charges performed by the Authorized Interstate Distributor These expenses are determined by the Authorized Interstate Distributor and will be clearly identified and included in the initial quotation provided to the Sourcewell member prior to purchase. • In addition, any miscellaneous items, optional accessories, or dealership-level services requested at time of delivery by the Participating Entity will be coordinated directly with the Authorized Interstate Distributor and invoiced according to mutually agreed-upon terms.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Interstate Trailers typically coordinates shipments using consolidated truckload deliveries in order to maximize efficiency and minimize freight costs for customers throughout the contiguous United States. Freight and delivery charges for products delivered to an Interstate Authorized Dealer are calculated at the time of quotation and are included as a separate line item in the initial customer quote. Once quoted, the freight cost remains fixed and will not fluctuate, providing participating entities with clear and predictable pricing. Interstate does not assess additional hidden handling or administrative fees related to standard freight, shipping, or delivery services unless specifically requested by the customer for special delivery arrangements or expedited shipping services. Sourcewell participating entities also have the option of arranging their own transportation carrier or coordinating direct pickup from the Interstate factory. In these situations, Interstate will work closely with the participating entity and/or designated carrier to help ensure a smooth and efficient transition of the equipment.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Interstate Trailers will provide freight quotations for participating entities located in Alaska and Hawaii based on delivery to a mainland U.S. port designated by the Sourcewell member. Typical departure ports include Seattle, Washington for Alaska shipments and Long Beach, California for Hawaii shipments; however, the final port selection is determined by the participating entity based on its operational preferences and shipping arrangements. Freight charges to the designated mainland port are calculated at the time of quotation and presented as a separate line item to ensure transparent and predictable pricing. Once quoted, those freight costs remain fixed unless changes are requested by the customer that impact the delivery scope or schedule. The participating entity is responsible for arranging and contracting the ocean or offshore transportation from the designated mainland port to	*

		the final destination. Interstate Trailers will coordinate directly with the entity's selected freight forwarder, shipping company, or logistics provider to help ensure a smooth and efficient transfer at the departure port location. At this time, offshore and Canadian deliveries may require additional coordination depending on the destination, carrier availability, customs requirements, and applicable import/export regulations. Any associated costs or special handling requirements would be identified and communicated during the quotation process.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Interstate Trailers offers multiple flexible distribution and delivery methods designed to meet the operational needs and logistical preferences of Sourcewell participating entities while maximizing efficiency and controlling freight costs. Standard delivery methods include shipment to an authorized local Interstate Distributor utilizing consolidated truckload deliveries whenever possible. This approach helps optimize transportation efficiency and reduce freight expenses for participating members. Upon arrival, the authorized Distributor performs a pre-delivery inspection (PDI) and coordinates final delivery options. Members may either pick up the equipment directly from the Distributor location or arrange for the Distributor to deliver the unit to the member's facility or jobsite. Interstate also offers direct factory pickup for participating entities that prefer to take possession at the manufacturing location. In these cases, Interstate performs the required pre-delivery inspection prior to release and works closely with the member to facilitate a smooth and efficient transfer process. Additionally, participating entities may choose to utilize their own third-party transportation provider. Interstate will coordinate directly with the designated carrier to schedule pickup, prepare shipping documentation, and ensure an efficient handoff of the equipment. These flexible deployment options allow participating entities to select the delivery method that best aligns with their budget, scheduling requirements, and operational preferences.	*
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.	Interstate Trailers maintains internal order tracking and reporting processes designed to ensure compliance with all Sourcewell Agreement pricing requirements and to verify that participating entities consistently receive the appropriate contract discounts and terms. Currently, Interstate's accounting system categorizes orders by Retail (R), Bid (B), and Stock (S) designations. To support Sourcewell contract administration and compliance monitoring, Interstate has confirmed the ability to implement a dedicated Sourcewell order category identified as "SW." This designation will allow Interstate to specifically track all Sourcewell-related transactions within the accounting and order management system. The "SW" classification will provide the ability to generate detailed reports and conduct internal audits of all Sourcewell purchases, including verification of pricing, applied discounts, order history, and participating entity activity. These reporting capabilities will help ensure that all eligible Sourcewell members receive the best pricing available under the Agreement and that all transactions remain compliant with the resulting contract terms and conditions. In addition, Interstate management personnel will periodically review	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		Sourcewell-designated orders to confirm pricing accuracy, discount application, and overall contract compliance. This process will support accurate sales reporting, transparency, and continued adherence to Sourcewell program requirements.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Interstate Trailers will implement and monitor several internal performance metrics to measure the success and effectiveness of a resulting Sourcewell Agreement. These metrics are intended to ensure responsive member engagement, strong sales performance, effective distributor participation, and overall customer satisfaction. Key metrics to be tracked include: Number of Sourcewell member inquiries and points of contact. Number of quotations issued to Sourcewell members Quote-to-order closing percentages. Total sales volume generated through the Sourcewell contract. Authorized Distributor engagement and participation activity. Response times to member requests and quote submissions. Post-sale customer satisfaction follow-up results. To support this process, Interstate will develop and maintain a dedicated spreadsheet-based tracking program that documents all Sourcewell member interactions, quotations, and sales outcomes. In addition, Interstate will monitor Authorized Distributor involvement to ensure consistent support and coverage throughout the contract term. As an added quality assurance measure, an Interstate team member will conduct post-sale follow-up contact with the Sourcewell member representative to verify that the purchasing and delivery experience met expectations and that the member is fully satisfied with the products and services provided.	*
67	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the	Interstate Trailers proposes an Administrative Fee of 2% of the total invoiced amount, excluding freight charges, payable to Sourcewell on all completed transactions under the resulting Master Agreement with Participating Entities. The Administrative Fee will be calculated and remitted on a quarterly basis and will apply only to invoices that have been paid in full during the applicable reporting period. Interstate will maintain accurate sales records and reporting documentation to ensure timely and transparent fee reporting and payment in accordance with the terms of the Agreement.	*

	agreement.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	The contract pricing offered by Interstate Trailers is based on a structured pricing matrix designed to provide competitive, transparent, and sustainable pricing for Sourcewell participating entities. The pricing model takes into consideration several key factors, including current material costs, labor and manufacturing expenses associated with the specific product configuration, applicable contract administration fees, and a designated percentage allocated to the supporting authorized distributor network. In addition, the pricing structure incorporates reasonable and acceptable profit margins necessary to support continued product quality, customer service, warranty support, and long-term operational stability. This approach allows Interstate Trailers to provide consistent and equitable pricing across participating entities while maintaining the flexibility needed to address varying product specifications and delivery requirements. , Interstate remains committed to providing Sourcewell members with pricing that reflects the best overall value available under the resulting Agreement.	*

Table 7A: Depth and Breadth of Offered Equipment Products and Services (200 Points, applies to Table 7A, 7B, and 7C or 7D)

Sourcewell is seeking proposals for towable Trailers with Related Equipment and Services, including but not limited to those listed under the categories below. Solutions for trailers not suited for highway travel may not be considered.

Awards under this solicitation will be made in separate categories. **No proposer should select more than one category to respond to.**

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

If a proposer can demonstrate they are *only* able to provide the solutions listed under Category 2, they would select Category 2; and provide one response under Category 2.

#	Category Selection *	
69	Category 1	*

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

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

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

#	Subcategory or	Offered *	Comments	

	Type			
70	Flatbed	(•) Yes ( ) No	All of our tag-along and lowboy trailers can be manufactured without the beavertail and ramps to configure a flatbed.	*
71	Deck-over	(•) Yes ( ) No	8'-6" wide deck-over trailers in capacities from 12,000 lbs. to 100,000 lbs.	*
72	Drop-deck	(•) Yes ( ) No	Capacities range from 30,000 lbs. to 100,000 lbs.	*
73	Lowboy	(•) Yes ( ) No	Capacities from 50,000 lbs. to 100,000 lbs.	*
74	Tilt deck	(•) Yes ( ) No	Tilt deck trailers from 12,000 lb. to 60,000 lb. capacities.	
75	Gooseneck	(•) Yes ( ) No	Gooseneck configurations for capacities from 12,000 lbs. to 30,000 lbs.	
76	Tag	(•) Yes ( ) No	Capacities range from 12,000 lbs. to 60,000 lbs. in both electric brake and air brake configurations.	
77	Dry van	( ) Yes (•) No		
78	Dump	( ) Yes (•) No		
79	Tanker	( ) Yes (•) No		
80	Roll-back	( ) Yes (•) No		
81	Walking floor	( ) Yes (•) No		
82	Roll-off	( ) Yes (•) No		
83	Livestock	( ) Yes (•) No		
84	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP Category 1.	(•) Yes ( ) No	In addition to the Solutions specifically identified in Table 7B, Interstate Trailers also offers specialized trailer configurations designed to support unique transportation and equipment hauling applications within the scope of this RFP Category 1. Please see "ITI Sales Catalog" in "Additional Documents" zip file for Scope of offerings. These additional Solutions include trailers specifically engineered to transport railroad equipment, as well as tag-along and gooseneck trailer models designed for container transport applications. These container transport trailers are	

			equipped with integrated “Twist-Lock” securement devices to safely and efficiently secure shipping containers during transport. Interstate’s ability to design and manufacture specialized trailer configurations allows participating entities to obtain purpose-built equipment tailored to their operational requirements while maintaining the durability, safety, and quality standards associated with Interstate products.	

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

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

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

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

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

#	Question	Response *	
90	Describe in detail warranties offered and how they will be administered. Include whether they cover parts, labor, and technician travel, and geographic locations covered.	Interstate Trailers, Inc. warrants each new trailer to be free from defects in material and workmanship under normal use and service for a period of one (1) year from the date of delivery to the original purchaser. This warranty applies throughout the United States and is supported through Interstate’s extensive network of authorized dealers and service providers. All warranty repairs are typically performed by an authorized Interstate dealer at the dealer’s facility utilizing factory-certified technicians. In the rare event that an authorized servicing dealer is not reasonably available, Interstate will coordinate and contract with an approved repair facility to perform the required warranty work to ensure timely service support for Sourcewell participating agencies. The warranty covers defects in materials and workmanship for the trailer manufactured by Interstate. Warranty administration includes coordination of	*

		repairs, replacement parts, and communication with the servicing facility. Component parts and accessories supplied by third-party manufacturers are covered under the respective component manufacturer warranties; however, Interstate will actively assist Sourcewell members by facilitating and administering component warranty claims on the customer's behalf to simplify the process and minimize downtime. Warranty coverage is valid provided the trailer is operated under normal working conditions and not used beyond its rated capacity. There are no additional usage restrictions beyond standard safe and intended operation. Warranty coverage generally includes approved replacement parts and labor associated with warranty repairs. Interstate does not cover technician travel expenses related to warranty service. Upon delivery, purchasing agencies have the right to inspect all equipment and may refuse acceptance of any trailer that does not meet specifications or arrives with damage. In such cases, Interstate will, at its discretion, repair the damage or modify the trailer to fully meet specifications and the member's satisfaction. Once the trailer has been inspected and accepted by the purchasing agency, returns will not be accepted. Interstate Trailers' primary objective is complete customer satisfaction, and the company is committed to responsive warranty administration and ongoing support for all Sourcewell participating entities. See Attached in "Warranty Documents" folder located in "Upload Additional Documents": • Interstate Limited Warranty • Warranty Claim Procedure • Warranty Claim Form	
91	Describe how your trailers are designed to ensure load stability, weight distribution, and safe transport of equipment under varying operating conditions.	Interstate trailers are carefully engineered to provide load stability, proper weight distribution, and safe transport of equipment across a wide range of operating conditions and applications. Our trailer frames are designed to support rated payload capacities while minimizing flex and structural stress during transport. High-strength steel construction, reinforced crossmembers, and engineered frame geometry work together to evenly distribute loads across the trailer structure and axle system, contributing to long-term durability and stable towing performance. Proper axle positioning is a critical component of safe trailer operation. Interstate carefully designs axle placement to help maintain appropriate tongue weight and balanced load distribution between the trailer and towing vehicle. This design approach improves towing stability, enhances vehicle control, and helps reduce trailer sway during transport, braking, and maneuvering. In addition, Interstate's interlocking pierced-main-beam frame design creates a lower deck height and reduced loading angles, helping lower the overall center of gravity of transported equipment. A lower center of gravity improves trailer handling characteristics and reduces the likelihood of instability during cornering, uneven terrain operation, or emergency maneuvers. This design also contributes to safer and more efficient equipment loading and unloading operations. Collectively, these engineering features help ensure Interstate trailers deliver reliable performance, enhanced operator safety, and stable equipment transport under varying road, weather, and jobsite conditions.	*
92	Describe any safety features your trailers	All Interstate trailers are manufactured to meet all "National Highway Traffic Safety Administration" mandates. Components such as Anti-lock braking	*

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

	offer such as anti-lock braking systems, emergency breakaway systems or lighting features compliant with applicable regulations.	systems, Emergency Break-away systems, DOT lighting requirements, rear impact guards and underride protection are all standard features on our trailers. Interstate Trailers is a “National Association of Trailer Manufacturers, and as part of NATM membership requirements, Interstate participates in comprehensive compliance consultations and facility reviews to verify adherence to applicable federal safety standards, manufacturing best practices, and quality control procedures. Interstate has successfully completed the last two consecutive NATM compliance review cycles with perfect scores, most recently within the past three (3) years. These achievements reflect Interstate’s ongoing commitment to product quality, manufacturing excellence, safety compliance, and continuous operational improvement.	
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.	Interstate offers a comprehensive range of trailer configurations and optional features designed to support the safe, efficient loading, transport, and securement of a wide variety of equipment while maximizing durability, operational performance, and long-term value. To accommodate diverse equipment types, loading environments, and operator preferences, Interstate provides multiple ramp system options. Available configurations include air-assisted ramps that operate utilizing the trailer's existing air system, hydraulic ramps, spring-assisted ramps, and lightweight aluminum ramps. These solutions improve loading efficiency while enhancing operator safety and ease of operation. For equipment with low ground clearance or tracked undercarriages, optional double-break beavertails are available to reduce loading angles and minimize break-over points during loading and unloading. Interstate trailers can be configured with several deck material options to meet varying application requirements. Standard deck construction utilizes premium hardwood flooring selected for strength and durability. Optional steel tread plate decking and composite rubber decking are available for customers requiring increased wear resistance, enhanced traction, reduced maintenance, or improved performance in harsh operating environments. A variety of cargo securement systems are available to ensure safe and compliant transport of equipment. Standard D-ring tie-downs can be strategically positioned along the trailer side rails to provide maximum flexibility for securing different load types. Additional securement options include stake pockets with rub rails, drop-in chain slots, chain trays, and other application-specific tie-down solutions designed to meet diverse operational and regulatory requirements. To enhance visibility and jobsite safety, Interstate offers numerous lighting and signaling options. Available features include LED strobe lights, flasher kits, auxiliary work lights, enhanced marker lighting packages, and other visibility upgrades that support safer loading, transport, and roadside operations in a variety of conditions. Interstate also offers specialized storage and attachment management solutions designed to improve organization and equipment security during transport. Optional toolboxes, tool holders, chain storage systems, and	

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

		attachment racks provide secure storage for tools, accessories, and equipment attachments while minimizing movement and potential damage during transit. Additional available features include electric-over-hydraulic landing gear systems that simplify trailer hookup and disconnect procedures while improving operator safety and reducing physical effort. Other customization options, including axle configurations, suspension selections, winches, paint and finish options, and application-specific equipment packages, allowing customers to configure trailers that best support their unique operational needs. Through its broad range of configurations and options, Interstate is able to provide trailer solutions tailored to the specific requirements of municipalities, public works departments, utilities, contractors, and other fleet operators.	

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

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

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

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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	$20,295.00	$35,130.00 Based on standard options available.	Models 20TDT through 40TDL. 20,000 lb. through 40,000 lb. Capacity.
96	Medium Deck-over 20-30T	(•) Yes ( ) No	$23,868.00	$60,483.00 Based on standard options available.	Models 40DLA through 60DLA. 40,000 lb. through 60,000 lb. Capacity.
97	Heavy Deck-over 40-50T	( ) Yes (•) No			
98	Flatbed/Drop-deck 40T	(•) Yes ( ) No	$43,254.00	$69,159.00 Based on standard options available.	Model 80LBG. 80,000 lb. capacity, 3 axle lowboy trailer.
99	Dump/Transfer Steel	( ) Yes (•) No			
100	Lowboy/Heavy Haul 55T+	(•) Yes ( ) No	$75,152.00	$84,167.00 Based on standard options available.	Model 110SDGN. 110,000 lb. capacity detachable neck lowboy.

Documents

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

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

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

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

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

- Pricing - Pricing.zip - Wednesday June 17, 2026 11:12:51
- Financial Strength and Stability - Financial Strength & Stability.zip - Friday June 05, 2026 15:22:28
- Marketing Plan/Samples - Marketing Plan Samples.zip - Thursday June 18, 2026 13:06:39
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Standard Transaction Documents.zip - Thursday May 28, 2026 10:12:39
- Requested Exceptions (optional)
- Upload Additional Document - Additional Documents.zip - Thursday June 18, 2026 10:54:33

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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. - Mark Smith, National Sales Manager, Interstate Trailers, Inc.

Docusign Envelope ID: F6D2AA65-0C4F-8F9D-82B7-337A819ACC8A

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