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COMMENT AND REVIEW
to the
REQUEST FOR PROPOSALS (RFP) #062526
Entitled

Trailers with Related Equipment and Services

The following advertisement was placed May 7, 2026, in and on the Sourcewell website www.sourcewell-mn.gov , the Sourcewell Procurement Portal https://proportal.sourcewell-mn.gov, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, on May 8, 2026 in South Carolina's The State, the Deseret News, and in Oregon's Daily Journal of Commerce, on May 10, 2026 in the Salt Lake Tribune, May 7, 2026 and May 14, 2026 in the USA Today and The Oklahoman and the Indianapolis Star, May 8, 2026 and May 15, 2026 in the Indianapolis Business Journal, and May 10, 2026, May 11, 2026, and May 12, 2026 in the Kennebec Journal.

> *Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Trailers with Related Equipment and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. Sourcewell encourages the use of Small, Minority-owned, Women's Business Enterprise, Veteran-owned Business Enterprise (S/M/WBE/VBE) suppliers both as prime and subcontractors and encourages the participation of these suppliers in the solicitation process. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than June 25, 2026, at 3:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

101077696 Saskatchewan Ltd.
287 Trailer Sales LLC
8540527 Canada Inc.
Alamo Iron Works
AMB Tools Inc.
American Cargo Group
American Trailer World
Applied Integration LLC
Ken's Truck Repair, Inc.
Kraftsman Incorporated
Kruz Inc.
L&M Truck Sales
Landoll Company LLC
LDJ Manufacturing Inc.
LDV, Inc.
M.H. Eby, Inc.

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Aria Contracting Sales & Services, Inc.
Atlantic Houseboats, LLC
B & L Ventures Inc.
Behnke Enterprises, Inc.
Better Built Trailers, Inc.
Bidr Technologies Inc.
Border Outdoor Power LLC
Border Outdoor Power Store, LLC
Brandt Industries USA LTD
Brandt Tractor Ltd
Brandt Truck & Trailer
Brother's Equipment, Inc.
Brugginks Inc.
Bull Moose Heavy Haul d/b/a XL Specialized Trailers
Buyers Products Company, Inc.
Central Arkansas Truck Outfitters
Central Trailer Sales Inc.
Certified Stainless Service, Inc.
CFSelect Corp.
Classic Tube
CME Corp.
Complete Trailers, LLC
Connecticut Trailers, Inc.
Consolidated Trailers, Inc.
Construction Association of Nova Scotia
CORE Innovations
Crossroads Trailer Sales & Service, Inc.
Dan Enterprises Team, LLC
Dance Investments LLC
Davis Village Solutions LLC
Dawson Manufacturing LLC
Deloupe Inc,
Delta Saber Inc.
Dentoni Welding Works
DLX Enterprises LLC
East Trailers
Elliott's Cars & Carts LLC
Ergonomic Solutions, Inc. dba Gonomix
Esi3
Etnyre International
Express Custom Trailer Mfg.
Felling Trailers, Inc.
Fleet Equipment Leasing, LLC
Fleming Trailers, Inc.
Flex Trailers, Inc
Gamotech Inc.
Gator Ford
General Engines Co., Inc.
Georgia Trailer Outlet
MAC Trailer Manufacturing, Inc.
Manufacturers Solutions Team
Maritime Fabrications, Inc.
Matheny Motor Truck Co.
Maxey Trailers
McMhaon Truck Centers
Midway Trailers, Inc.
Mike Defalco's Services
Modular Energy Solution
MonDak Portables LLC
Monmouth Solutions, Inc.
Monroe Towmaster, LLC
Morris Trailer Sales Inc.
NEPV LLC
NorthStar Innovation LLC
Northwest Equipment Sales Inc.
Novae LLC
O'Neil and Associates, Inc.
Ontario Boat Company Ltd.
Pitts Enterprises., Inc.
Polar King International, Inc.
Power Line Industries, Inc.
Prime Vendor Inc.
PWXPress
Quality Vans & Specialty Vehicles
Range Equipment Repair, LLC
Reid Enterprises
REJ California Group, Inc.
Rick Croft Enterprises, Inc.
Right Trailers, Inc.
Rollingstar Manufacturing Inc.
RRDS, Inc.
Ryan E.V.R. LLC
Ryent L.L.C.
SafeSys USA, LLC
Satellite Industries Inc.
Shalom Trailers, Inc.
SMG Trailers LLC
Snow Pro Truck Equipment
Southern Connections Inc.
SparkCharge, Inc.
Stageline Mobile Stage
State of Alaska
State of New Jersey
Stevenson's Enterprises DBA Factory Outlet Trailers
Summit Trailer LTD
Talbert Manufacturing, Inc.
Technology International, Inc.
The PlanIT Room

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Globe Trailer Manufacturing, Inc.
Good Ole Boys LLC
Greywolf Trucking Ltd.
H2 Equipment LLC
Herc Rentals Inc.
Intents Emergency Response LLC
Interstate Trailers, Inc.
Ioannidis Consultancy, LLC
J Pierski Enterprises LLC
JHB Group Inc.
John D. Nore Inc.
Jonahs Enterprises Inc.
K&K Manufacturing, Inc.
TillCo Construction, Inc.
Torque Tight LLC
Total Trailer Solutions
Total Truck and Machine, LLC
Trail King Industries Inc.
Travis Body & Trailer
Tri Tank Corp
Twin Oaks Industries, Inc.
Vander Haags Inc.
Verdek, LLC
Virnig Manufacturing, Inc.
Warren Equipment Inc.
Western Trailer Sales Co.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on **June 25, 2026 at 3:30 pm CST.** Proposals were received from the following:

101077696 Saskatchewan Ltd. DBA North Country Customs Heavy Duty (NCCHD)
8540527 Canada Inc. DBA Niu Corporation
Alamo Iron Works DBA Ace Welding & Trailer Co.
AMB Tools Inc. DBA AMB Tools & Equipment
American Cargo Group DBA American Hauler
American Trailer World DBA Big Tex Trailer Manufacturing, LLC
B & L Ventures Inc. DBA TarasPort Trailers
Behnke Enterprises, Inc. DBA Behnke Trailers
Better Built Trailers, Inc.
Border Outdoor Power LLC
Brandt Industires USA LTD
Bull Moose Heavy Haul DBA XL Specialized Trailers
Certified Stainless Service, Inc.
Consolidated Trailers, Inc.
CORE Innovations DBA Gamotech
Davis Village Solutions LLC DBA Advanced Nimble Trailer System
Dawson Manufacturing LLC
DLX Enterprises LLC DBA Deployed Logix
Etnyre International DBA E. D. Etnyre & Company
Express Custom Trailer Mfg. DBA Express Custom Manufacturing (2024) Ltd.
Felling Trailers, Inc.
Flex Trailers, Inc. DBA Air-Tow Trailers
Gamotech Inc.
General Engines Co., Inc. DBA Eager Beaver Trailers
Globe Trailer Manufacturing, Inc.
Interstate Trailers, Inc.
JHB Group Inc.
John D. Nore Inc. DBA Visto’s Trailer Sales
Kraftsman Incorporated DBA Steel Eagle Logistics, LLC
Kruz Inc.
L&M Truck Sales

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Landoll Company LLC
LDJ Manufacturing Inc DBA Thunder Creek Equipment
M.H. Eby, Inc.
MAC Trailer Manufacturing, Inc. DBA MAC Refuse Trailer Inc.
Matheny Motor Truck Co DBA Matheny Motors
Maxey Trailers DBA MAXX-D Trailers
Midway Trailers, Inc. DBA Total Trailers
Modular Energy Solution
Monmouth Solutions, Inc
Monroe Towmaster, LLC DBA Towmaster Trailers
Novae LLC
Pitts Enterprises., Inc. DBA Pitts Trailers
Polar King International, Inc.
REJ California Group Inc. dba Brock's Trailers
Right Trailers, Inc.
RRDS, Inc.
Ryan E.V.R. LLC
Ryent L.L.C.
Satellite Industries Inc.
Southern Connections Inc.
Stageline Mobile Stage
Talbert Manufacturing, Inc.
Total Trailer Solutions DBA Drop Deck Direct
Trail King Industries Inc.
Travis Body & Trailer DBA Travis Environmental Solutions
Warren Equipment Inc.
Western Trailer Sales Co.

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, Senior Procurement Analyst
Nicole Lueth, NIGP-PPA, Procurement Analyst II
Teresa Chapman, NIGP-CPP, CPPB, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and/or services offered in the proposal response from **Alamo Iron Works, RYAN E.V.R. LLC, and Stageline Mobile Stage**, fall outside of the Requested Equipment, Products, or Services of the RFP. The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that proposals from **Kruz, Inc. and Southern Connections Inc** were non-responsive. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Category 1:

American Cargo Group Trailers, LLC, established in August 2018, is headquartered in Elkhart, Indiana. Its solutions serve all 50 states, U.S. territories, and Canada through five U.S. manufacturing facilities and an extensive dealer network. The company manufactures enclosed cargo, specialty, gooseneck, tag-along, and mobile restroom and shower trailers. A unique attribute is its portfolio of four established trailer brands with

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extensive tag-along model sizes. Sourcewell members receive 12% off MSRP, increasing to 13% for qualifying $100,000 or 10-trailer orders and 14% for qualifying $200,000 or 20-trailer orders.

American Trailer World Corp. has more than 40 years of trailer manufacturing experience and is headquartered in Addison, Texas. The company serves all 50 U.S. states and eight Canadian provinces through its retail and dealer network. It manufactures, retails, and distributes professional and consumer-grade trailers, including flatbed, equipment, utility, dump, tilt, cargo, car-hauler, and gooseneck models. A unique attribute is its integrated network of 67 company-owned retail stores and 480 independent dealers operating in 711 locations. Pricing includes a fixed 15% discount from published MSRP, with additional volume and fleet discounts available.

Behnke Enterprises, Inc., dba Behnke Trailers, was founded in 1987 and has approximately 39 years of industry experience, with its main business office in Farley, Iowa. The company reports sales and support throughout 49 U.S. states and six Canadian provinces. It manufactures standard and custom-engineered trailers for commercial, municipal, construction, agricultural, utility, transportation, and other applications. A unique attribute is its patented Split-Tilt Deck Trailer technology. Sourcewell pricing includes a 6% discount from submitted list prices, plus an additional 1% for orders of five or more units and 2% for ten or more units.

Brandt Industries USA Ltd., part of a privately owned, family-run organization with a history dating to 1932, operates from Hudson, Illinois, with headquarters in Regina, Saskatchewan. Brandt serves customers across the United States and Canada through extensive dealer networks and has operations and customers worldwide. The company manufactures heavy-haul, tag, deck-over, tilt-deck, dump, gooseneck, and Work Ready trailers, supported by parts, warranty, maintenance, and technical services. A key differentiator is its comprehensive lifecycle support and 24/7/365 customer support center. Sourcewell discounts are 10%–15% off MSRP, plus 2% for purchases of six or more units

Bull Moose Heavy Haul, Inc. d/b/a XL Specialized Trailers has operated since 1995, with its main business office in Manchester, Iowa. The company serves customers throughout the United States and Canada through more than 230 dealer locations and manufactures heavy-haul and custom trailers for construction, commercial, agricultural, energy, and specialized applications. A unique attribute is its ISO 9001 certification and broad configurable trailer portfolio. Sourcewell pricing includes a 15% discount from MSRP on base models and eligible options, plus an additional 2% discount on qualifying orders of four or more like-specification trailers.

Certified Stainless Service, Inc. dba West-Mark was established in 1967 and has approximately 59 years of industry experience. Headquartered in Ceres, California, the company reports sales across 45 states, two U.S. territories, and Canada. West-Mark manufactures and supplies customizable trailers, trucks, transportation equipment, related services, and partner-OEM products. A distinguishing attribute is its broad “one-stop shop” portfolio supported by nationwide OEM dealer and service networks. West-Mark offers a 24% discount from list price on base-model trailers, plus an additional 1% discount for single orders of 10 or more trailers.

Etnyre International, established in 1898 with more than 125 years of industry experience, is headquartered in Oregon, Illinois. The company has performed and supports work throughout all 50 U.S. states and Canada. Etnyre manufactures engineered-to-order trailers and material transport equipment, including lowboy, drop-deck, tilt-deck, live bottom, and asphalt tanker solutions for road construction and infrastructure applications. A unique attribute is its live bottom technology, which eliminates trailer tipping to reduce rollover risk while enabling controlled unloading. Etnyre offers a 15% discount from published list price, plus an additional 2% discount for orders of five or more identical units.

Felling Trailers, Inc., established in 1974 with roots dating to 1954, is headquartered in Sauk Centre, Minnesota. They maintain dealer coverage throughout all 50 states and Canada, and have experience supplying Canada.

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Felling manufactures standard and custom-engineered trailers for equipment transport, utility, construction, and specialized applications. A unique attribute is its broad customization capability, supported by Engineered Transport Solutions and patented safety-enhancing designs. Every trailer comes with a Limited Lifetime Structural Warranty and a 3-Year Paint Warranty. Participating entities receive a standard 12% discount from MSRP, with additional quantity or volume discounts potentially available based on production efficiencies.

Flex Trailers, Inc., operating as Air-tow Trailers, traces its origins to 1995, providing over 30 years of industry experience. Its main business office is in Wapakoneta, Ohio, with operations in Ohio and California and sales across all 50 states, plus an emerging Canadian presence. The company manufactures specialty ground-level loading trailers for equipment transport. Its unique proprietary technology hydraulically lowers the trailer deck completely to ground level, eliminating traditional ramps and improving loading safety and efficiency. Sourcewell participants are offered a standard 5% discount from MSRP on trailer models and accessories.

General Engines Co., Inc., dba Eager Beaver Trailers, was founded in 1946 and has operated for approximately 80 years. Its corporate headquarters and manufacturing facility are in Florida with a parts warehouse in New Jersey. The company has sold or serviced equipment throughout all of the United States and internationally, including Canada, Mexico, Central and South America. It manufactures heavy-duty equipment trailers, including tag, deck-over, lowboy, and custom configurations. Some unique attributes are its patented 360-degree Roto Ring tie-down design and its patented "Beaver Tail" angled rear deck design. Sourcewell participating entities receive a 12% equipment/options discount and 2% parts discount.

Interstate Trailers, Inc., established in Texas in 1982, has over 40 years of experience and is headquartered in Mansfield, Texas. The company has served government and commercial customers throughout the United States, with authorized distributor representation across all 50 states. Interstate designs and manufactures heavy-equipment transport trailers, including customized configurations. A distinguishing attribute is its precision manufacturing process and nationwide network of more than 300 distributor locations. Interstate offers a 10% discount from standard list pricing, plus an additional 2% discount on orders of five or more trailer units.

Kraftsman, Inc., established in February 2000, is a North Carolina-based trailer manufacturer with headquarters in Ramseur and additional operations in Albemarle, North Carolina. The company reports serving customers throughout the United States, including all 50 states, and Canada, particularly Ontario and Quebec. Kraftsman manufactures and directly sells a broad range of open steel equipment trailers, including heavy equipment, dump, tilt, deck-over, gooseneck, and utility models. A distinguishing attribute is its manufacturer-direct model with dedicated delivery capabilities. Sourcewell buyers receive a 3% discount, increasing to 5% for single transactions of nine or more trailers.

Landoll Company, LLC, established in 1963 with more than 60 years in business, is headquartered in Marysville, Kansas. The company has performed work throughout the United States, including Alaska, Hawaii, Guam and other U.S. territories, and across Canada, with dealer coverage also extending to the United Kingdom. Landoll designs and manufactures heavy-duty, ground-loading and specialized transport trailers, supported by an extensive dealer and service network. A unique attribute is its pioneering patented traveling-axle ground-loading trailer technology. Landoll offers a 12% discount from published list pricing, with potential additional volume, fleet, or project-specific discounts.

MAC Trailer Enterprises, Inc., established in 1992 and in business for 34 years, is headquartered in Alliance, Ohio. The company reports sales across all 50 U.S. states and most Canadian provinces. It manufactures trailers and truck bodies, including flatbed, drop-deck, dump, transfer, pneumatic and liquid tank, walking-floor, tipper, and ejector solutions. A unique attribute is its use of galvanized steel components and greaseless hardware to

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reduce corrosion and maintenance. Sourcewell pricing is approximately 6.5% below standard option pricing, with potential volume discounts reviewed case by case.

Matheny Motor Truck Company, operating as Matheny Motors, was established in 1922 and has more than 100 years in business, with its main office in Parkersburg, West Virginia. Its network has performed work across approximately 49 U.S. states and at least six Canadian provinces. The company provides trailer sales, delivery, parts, service, warranty, and support through multiple manufacturers under one coordinated master agreement. Sourcewell pricing provides a 6% discount from MSRP/List Price, plus an additional 1% for 5+ units and 2% for 10+ units on a single order.

Monroe Towmaster, LLC, dba Towmaster Trailers, has designed and manufactured equipment trailers since 1978, with its main office and manufacturing facility in Litchfield, Minnesota. The company reports supplying trailers across all 50 U.S. states and six Canadian provinces. Its solutions include tag, tilt, deck-over, drop-deck, dump, gooseneck, lowboy, and specialized equipment transport trailers. A notable attribute is its limited lifetime frame warranty on premium T and TC Series trailers. Towmaster offers Sourcewell members a standard 16% discount from published MSRP, with authorized dealers permitted to offer lower pricing.

Pitts Enterprises, established in 1976 and headquartered in Pittsview, Alabama, has 50 years of trailer manufacturing experience. The proposal indicates sales and service capabilities throughout the United States and Canada, with international sales also noted. Pitts manufactures specialized trailers for forestry, construction, transportation, intermodal, government, and other markets, offering more than 80 trailer models and consultative support. A distinguishing attribute is its specialized engineering and manufacturing approach using high-strength U.S. steel, advanced modeling, and robotics. Sourcewell members receive a 15% discount, plus a 1% volume discount for 10 or more like products in consecutive builds.

Trail King Industries, Inc., established in 1974 with 52+ years in business, is headquartered in Mitchell, South Dakota. The company serves all 50 states, all Canadian provinces and territories, and international markets. It manufactures and services customizable trailers for construction, commercial, specialized heavy-haul, agricultural, waste, and equipment-transport applications. A distinguishing attribute is its extensive custom-engineering capability supported by more than 300 dealer locations. Trail King offers Net 30 terms with a 1% discount for payment within 10 days and an additional 2% discount on orders of five or more identical trailers produced simultaneously.

Category 2:

Gamotech Inc., founded in 2019 with seven years in business, is headquartered in Montreal, Quebec, Canada, with manufacturing in Blainville. The company has performed municipal work across Quebec and is expanding into the United States, including California, New York, Maryland, Maine, Massachusetts, and Pennsylvania. Gamotech designs and manufactures GamoWorks zero-emission, battery-electric mobile trailer workstations for public works, utilities, command, and incident-response applications. A unique attribute is its integrated battery platform providing electric, hydraulic, and pneumatic power with telemetry-enabled remote diagnostics. Gamotech offers a 15% Sourcewell discount, plus volume discounts of 2% to 5%.

JHB Group, Inc., established in 2003, operates from Richmond, Illinois, and has delivered solutions across more than 47 U.S. states and Canadian provinces. The company designs, engineers, manufactures, sells, and services specialty trailers and mobile units for public safety, emergency management, medical, training, command, investigation, drone, and related operations. A distinguishing attribute is its vertically integrated, direct-to-manufacturer model, supported by proprietary technologies and in-house manufacturing and service

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capabilities. Sourcewell pricing uses discounts from commercial list prices; purchases of five or more identical items receive an additional 1% discount, resulting in a total 3% discount.

LDJ Manufacturing, Inc., dba Thunder Creek Equipment, was established in 1995 and reports more than 30 years of manufacturing experience. Its main business and manufacturing office is in Pella, Iowa. The company serves customers throughout all 50 U.S. states, with authorized dealers in 42 states. Thunder Creek manufactures mobile fueling, lubrication, fluid-management, and preventative-maintenance trailers. A unique attribute is its patented design to reduce HAZMAT and CDL requirements for its mobile fueling technology. Sourcewell pricing includes a 12% discount, plus an additional 2% discount on qualifying orders of three or more trailers.

Polar King International, Inc., established in 1982, has more than 40 years of industry experience and is headquartered in Indiana. The company serves customers throughout the United States and Canada, offering refrigerated and freezer trailers and other temperature-controlled storage solutions. Polar King supports customers nationwide through an established network of more than 40 authorized dealers, complemented by company-owned and operated distribution locations in Florida and Texas. Its distinctive seamless, one-piece fiberglass construction enhances insulation, durability, moisture resistance, and energy efficiency, while all-electric refrigeration supports standard 110V power. The proposal offers an 8% discount from MSRP, plus an additional 5% discount on orders of 20 or more units of the same model.

For these reasons, the following awards of Sourcewell **Master Agreement #062526** are recommended:

Category 1:

American Cargo Group Trailers, LLC	#062526-AGO
American Trailer World Corp.	#062526-AMTW
Behnke Enterprises dba Behnke Trailers	#062526-BENK
Brandt Industries Limited	#062526-BRNT
Bull Moose Heavy Haul dba XL Specialized Trailers	#062526-XLST
Certified Stainless Service, Inc. dba West-Mark	#062526-CER
Etnyre International	#062526-ETN
Felling Trailers, Inc.	#062526-FTS
Flex Trailers, Inc. dba Air-Tow Trailers	#062526-AIRT
General Engines Co., Inc. dba Eager Beaver Trailers	#062526-EAGB
Interstate Trailers, Inc.	#062526-INTR
Kraftsman, Inc.	#062526-KRAF
Landoll Company, LLC	#062526-LANDL
MAC Trailer Enterprises, Inc.	#062526-MCT
Matheny Motor Truck Company dba Matheny Motors	#062526-MATHY
Pitts Enterprises	#062526-PTT
Monroe Towmaster, LLC dba Towmaster Trailers	#062526-MNR
Trail King Industries, Inc.	#062526-TKI

Category 2:

Gamotech Inc.	#062526-GAMO
JHB Group, Inc.	#062526-JHB
LDJ Manufacturing, Inc. dba Thunder Creek Equipment	#062526-THUN
Polar King International, Inc.	#062526-PLRK

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Brandon Town
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Brandon Town, NIGP-CPP, CPSM, Senior Procurement Analyst

DocuSigned by:
Nicole Lueth
357BE3B136A34E1...

Nicole Lueth, NIGP-PPA, Procurement Analyst II

Signed by:
Teresa Chapman
3291D78814B3412...

Teresa Chapman, NIGP-CPP, CPPB, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for **RFP – 062526 Trailers with Related Equipment and Services.**

The Evaluation Committee accepted, deemed responsive, evaluated, and recommended proposals for award to the Deputy Chief Procurement Officer. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.

2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

3. The awards listed were made based on the results of the competitive solicitation process.

4. The awards listed were ratified by the Sourcewell Board of Directors on **November 17, 2026**.

Signed by:
Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer