

Form C

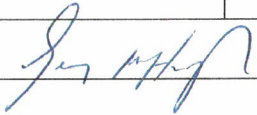
**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Multihog Ltd

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature:  Date: 27/2/19

Sourcewell's clarification on exceptions listed above:



Contract Award
RFP #030619



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES

In compliance with the Request for Proposal (RFP) for AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

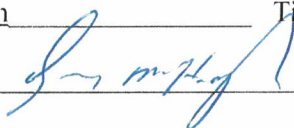
Company Name: Multihog Ltd Date: _____

Company Address: IDA Finnabair Business Park

City: Dundalk, Co. Louth State: Ireland Zip: A91 CY92

CAGE Code/DUNS: _____

Contact Person: Robert McAdam Title: Dealer Sales Support

Authorized Signature:  Gerry McHugh
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 030619-MUL

Proposer's full legal name: Multihog Ltd.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be May 3, 2019 and will expire on May 3, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:

Jeremy Schwartz

C0FD2A139D06489

SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

DocuSigned by:

Chad Coquette

7E42B8F617A64CC...

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Jeremy Schwartz

(NAME PRINTED OR TYPED)

Chad Coquette

(NAME PRINTED OR TYPED)

Awarded on April 29, 2019

Sourcewell Contract # 030619-MUL

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name MULTIHOG LIMITED

Authorized Signatory's Title SALES DIRECTOR

[Signature]
VENDOR AUTHORIZED SIGNATURE

TONY DUFF
(NAME PRINTED OR TYPED)

Executed on MAY 01, 2019

Sourcewell Contract # 030619-MUL

Form F**PROPOSER ASSURANCE OF COMPLIANCE****Proposal Affidavit Signature Page****PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Multihog Ltd

Address: IDA Finnabair Business Park

City/State/Zip: Dundalk, Co. Louth, Ireland, A91 CY92

Telephone Number: 515 805 1049

E-mail Address: robert.mcadam@multihog.com

Authorized Signature: _____

Authorized Name (printed): Gerry McHugh

Title: Technical Director

Date: _____

27/2/19

Notarized

Subscribed and sworn to before me this 27 day of February, 20 19

Notary Public in and for the County of Louth State of Ireland

My commission expires: for life

Signature: Eimear Hall

Eimear Hall
Notary Public
Ireland



Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Multihog Ltd

Questionnaire completed by: Robert McAdam

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)?

Net 30

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Yes. All dealers are capable of offering flexible finance options and can tailor purchase plans to suit the customers needs and finance requirements.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Each of our dealers will deal directly with their customer base in terms of purchasing and invoicing. Each dealer will process a Sourcewell members purchase order. Both Sourcewell Members and dealers will ensure that these purchase orders are marked to indicate this purchase order is made under the contract number for the awarded contract. Every dealer will be required to report bi-monthly on their Sourcewell activity including submission of purchase orders. Multihog will then invoice each dealer for the Sourcewell admin fee based on their activity and compile a full quarterly report including the admin fee to be paid to Sourcewell. This allows a single entity, Multihog Ltd, to control the reporting and payment of the admin fee. Our dealer sales support team works directly with our dealer network in North America so will be directly involved with ensuring that purchase order processing and reporting is carried out in accordance to both Multihog and Sourcewell requirements.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

P-card and payment process is dealer dependent and on a case by case basis

Warranty

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?
Yes
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
Limitations listed in warranty terms below
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
Multihog agrees to pay distributor for 1 no. travelling trip (max 2 hours travel time) to any breakdown/warranty issue. Copied in terms below.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?
No
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
Yes
- What are your proposed exchange and return programs and policies?
Exchange and returns will be covered at our cost for parts under warranty.

Full terms of warranty copied below.



MULTIHOG LTD – Warranty Statement

Multihog Ltd (Ireland) warrants new equipment to be free from defects in material and workmanship under conditions of the following provisions.

WARRANTY

Multihog parts and labour warranty shall be for **twelve (12) months**. Warranty commencement date shall be the day of delivery to the end user. Approved warranty value will be at the sole discretion of Multihog Ltd.

OBLIGATION

Multihog Ltd shall have the obligation to repair or replace at Multihog's option, any defect in material or workmanship at no charge by an authorized Multihog Dealer, during the specified warranty period. Repair times per Multihog Ltd. repair time schedule.

LIMITATIONS AND EXCLUSIONS

This warranty is not applicable or inclusive of any of the following:

1. Equipment which has been subjected to alterations and/or modifications not approved in writing from Multihog, neglect, unauthorized repair, misuse, accidents, lack of reasonable proper maintenance, improper repairs or replacements, use of parts which do not conform to Multihog's specifications.
2. Normal replacement of any and all consumable parts such as but not limited to light-bulbs, filtering elements, belts, hoses, lubricating and hydraulic oil, engine coolant and/or parts required to perform a regular maintenance service.
3. Tyres.
4. Attachments, components, parts or accessories of products or equipment not manufactured by Multihog Ltd.
5. Used products or equipment.

LIMITED LIABILITY

1. Any and all other express, statutory, and implied warranties applicable to the product, including, without limitation, all implied warranties or merchantability and fitness for use, are expressly disclaimed.
2. In no event shall the dealer, its customers or users be entitled to recover incidental or consequential damages, including, but not limited to, damages or inconvenience, rental or replacement equipment, loss of profits, or any other commercial loss.
3. Multihog neither assumes nor authorizes any other to assume for it any other liability in connection with the sale or service of the equipment.
4. No modifications, alterations, or changes to this limited warranty by an approved Multihog dealer are permitted or authorized.
5. No warranty claim will be honored unless a completed warranty registration card has been returned to Multihog Ltd within 14 days of delivery to the end-user.
6. No warranty will be honored unless it is submitted by a Multihog distributor, together with service order signed by the customer, within 30 days of the defect being corrected.

Truck Model & Serial No.

_____, serial number: _____

Company _____

Address _____

Telephone No. _____

Delivery Date _____

Delivering Dealer _____

Effective Date _____

Multihog Ltd. Warranty Terms.

The time period for warranty begins at the earlier of, the date falling 6 months after hand over of the product to distributor or the date of delivery to a customer provided the product warranty registration has been completed fully and returned to Multihog Ltd. In all other cases the time period will begin on the date of dispatch from Multihog Ltd. This shall not affect the limitation regarding the hours of use, which shall apply to the aggregate hours of use as recorded on the product.

Distributor to complete PDI inspection on product using the relevant Multihog Ltd. PDI form before delivery to customer. Any discrepancies to be documented and reported to Multihog Ltd. immediately.

Warranty

1. There is a 12 month or 1500 hour (whichever first occur) parts and labour warranty on the machine and attachments. There is a 2 year (2000 hrs) parts only warranty on the Multihog Ltd. drive train (pumps / motors/ engine).
2. Additional 2% charge on price of unit if full 2 year (2000 hrs) warranty required.
3. Further 3% charge on price of unit (1+2+3) if full 3 year (3000 hrs) warranty required.

Warranty Labour Rate

1. Manufacturer agrees to pay €x per hour to distributor for labour rate during warranty period.
2. Manufacturer agrees to pay distributor for 1 no. travelling trip (max 2 hours travel time) to any breakdown/ warranty issue.
3. Manufacturer to pay distributor €x per kilometre for charges of this trip to breakdown/ warranty issue.

Warranty Claims

1. Warranty Registration Form and Warranty Statement to be completed and returned to Multihog Ltd. within 2 weeks of delivery to customer. Suggested dealer PDI document should be completed upon receipt of the machine by the dealer for their own records.
2. Multihog Ltd service department must be contacted by the importer or dealer, quoting the machine serial number, prior to undertaking repair work. This will allow Multihog Ltd. to give guidance on the issue and assess potential patterns in quality issues.
3. All warranty claims to be submitted using the Multihog Ltd. Warranty Claim form within 4 working weeks of repair date.
4. Claims to be documented using photographs where possible to enable continuous improvement and further development of the Multihog Ltd. Quality Management System.

- 6) Describe any service contract options for the items included in your proposal.

Multihog dealers have capability on offering service contracts to the customer. For this product line these types of contracts are very customer specific with regards to their needs. Each dealer has flexibility to offer service contracts on a case by case basis and tailoring the level of service and term of service to the customers requirements. Some service contracts could be full maintenance, some could be parts only or some could be labor only depending on the dealer and customer requirements.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Multihog is dedicated in developing vehicles of the highest quality that meet and exceed our customers' expectations at every possible point. This commitment has led us to create six vehicles ranging from 55hp to 120hp meaning no job is too big or too small for Multihog. Our machines can connect to a vast and diverse range of attachments. This means our multipurpose tractors are designed for a plethora of uses such as mowing attachments for lawn, field and turf care. The Multihog tractors can even attach to and power watering arms or stump grinders for tree, shrub, stump or vegetation maintenance. We have a wide range of winter uses like snow ploughing, sanders, de-icing and snow blowing for sidewalks, parking lots and similar areas. High pressure washers or cold planing are other great examples of attachments that can be used with the Multihog for sidewalk and walking path maintenance. The attachments can be switched within minutes making our vehicles extremely versatile, efficient and cost effective allowing the end customer to have a single machine which can be used all year round.

MH Range

The MH range consists of two models. The MH90 and MH75. The MH90 is our pioneer vehicle which is fitted with a Yanmar 3.3 engine that produces 90hp and torque up 234 ft. lb. @ 1800. The MH 75 shares the exact same chassis and cab as the MH 90 but uses our latest 75 hp Kohler engine. This 75 hp engine meets the Tier 4 final emission class and still offers 221 ft-lb of torque making it an extremely clean and efficient while still offering plenty of torque for driving heavy duty attachments. The MH range supplies power to attachments through either front or rear hydraulics PTOs and operates up to 5070 PSI and has fully adjustable flow from 0 to 32GPM. Equipped with four wheel two stage differential lock and a very small turning radius (122in) the MH is extremely maneuverable yet powerful. The MH range is also equipped with seat suspension, air conditioning, and fantastic visibility inside a large spacious and comfortable cab. These features have been designed with the operator's comfort and safety as priority. The MH range also boasts wide hinging rear panels for easy access while conducting maintenance. The MH has an extremely comfortable ride while being able to travel up to 25mph from job to job. It's wide track and great ground clearance make great travelling on all terrain and also exceptionally stable for operating long reach attachment like boom arms. The MH also uses the custom Multihog quick attach plate which is a robust design for handling heavy duty attachments.

MX Range

Our MX range is comprised of three different models the MX, MXC and MXC LP.. Each machine has the same chassis and specifications except the cabin size, this allows the customer to have exceptional choice to customize their order and receive exactly the right size machine for the job and environment. The MX range is powered by Deutz 3.6-liter engine that produces 120hp and torque up to 354 ft. lb. @ 1600 rpm. This range of vehicles also supplies up to 5070 PSI of pressure and up to 32GPM of oil flow through its hydraulic system. The MX range engines are Tier 4i emissions approved as we strive to manufacture machines that are both environmentally friendly while still providing the best performance available. The MX range boasts an unparalleled noise level for the operator, at an incredibly low level of less than 64dB(A) inside the operator's cabin. This provides not only an incredibly comfortable working environment but also surpasses the competition in safety and efficiency. The cab also has front tilt capability allowing even more access for maintenance. The MX range also uses the custom Multihog quick attach plate for front mounted attachments offering great rigidity and stability for heavy duty attachments. The MX range also has the advantage of a 25mph top speed so there is no issues travelling between job sites with no need for extra transportation.

CX Range

Our latest machine the CX is the next generation in multipurpose tractors that has the latest Kohler engine that surpasses all competition in terms of performance and environmental impact. The CX comes with either a 55hp or 75hp engine that has Tier 4 final emissions class that requires no DPF or DEF. The CX can travel up to 25mph while maintaining a safe and comfortable ride. The CX range is designed for maneuverability with an extremely tight turning radius down to 104 in that allows it to operate in the smallest of conditions and reach areas that are completely inaccessible to larger machines. The hydraulic system supplies 3190 PSI and up to 26 GPM to power attachments, the CX range also has a mechanical PTO rated for 1000RPM. This allows the CX to have a huge range of attachments to utilize. The features of the CX are designed with performance, safety and efficiency in mind. Access for servicing is made easy by the cabin front tilt, rear access panels and rear tilt. A revolution in this class of vehicle is the spring and shock absorber suspension incorporated into the vehicle, this along with the air-ride seat ensures the operators comfort even when operating in the most difficult terrain. The spring suspension also reduces the wear and tear on the machine as it absorbs impact of bumpy working surface. The CX is a truly universal machine as it is fitted with a three-point linkage (CAT1 and CAT2) allowing a vast amount of attachments to be used, these attachments can be changed in minutes with minimum effort and time. The CX range comprise of three models. CX75, CX 55 L, and CX 55. The CX 75 and CX 55-L share the same chassis and cab but utilize different engines. The CX 55 is physically shorter in length being a more compact machine and has the 55 hp Kohler engine installed.

CL Range

The CL range is a variant of the CX range mentioned above. The CL is geared towards non-winter style applications featuring a simplified drive-train and full hydraulic drive for attachments without a mechanical PTO. These features allow for a reduced cost to customers who are interest in non-winter applications and do not need the more winter focused capabilities of the CX range. The CL is incredibly mobile with a tight turning radius and boasts a micro electronic proportional joystick giving the operator precise control over attached implements. The CL also has spring and shock suspension on all wheels making it incredibly comfortable for the operator. The CL range is particularly well suited to applications such as sweeping, high pressure cleaning, weed control among others. The CL range comprises of 3 models, CL55, CL55L, CL75. And utilizes to excellent engine options



MODEL	CX55	CX75	MCKLP	MXC	MX	MH
Engine (Diesel)	55 hp	75 hp	100/120 hp	100/120 hp	100/120 hp	75 hp/90 hp
Torque	166 ft-lb @1500 rpm	222 ft-lb @1500 rpm	354 ft-lb @1600 rpm	354 ft-lb @1600 rpm	354 ft-lb @1600 rpm	222 ft-lb/234 ft-lb
Emissions Class	Tier 4 Final	Tier 4 Final	Tier 4 i	Tier 4 i	Tier 4 i	Tier 4 Final
Length	137 inch	145 inch	156 inch	156 inch	156 inch	134 inch
Width (depends on tires)	45 – 61 inch	45 – 61 inch	50 – 65 inch	50 – 65 inch	60 – 65 inch	77 inch
Height	78 – 81 inch	78 – 81 inch	78 – 81 inch	85 – 87 inch	85 – 87 inch	94 inch
Drive	4 Wheel Hydrostatic	4 Wheel Hydrostatic	4 Wheel Hydrostatic	4 Wheel Hydrostatic	4 Wheel Hydrostatic	4 Wheel Hydrostatic
Front Lift Capacity	2645 lb	2645 lb	4409 lb	4409 lb	4409 lb	4409 lb
Unladen Weight	4300 – 5070 lbs	4850 – 5950 lbs	7496 lbs	7496 lbs	7496 lbs	7253 lbs
GVW	7716 lbs	7716 lbs	15432 lbs	15432 lbs	15432 lbs	13227 lbs
Travel Speed	25 mph	25 mph	25 mph	25 mph	25 mph	25 mph
Load Sensing PTO Hydraulics	0 – 26 gpm	0 – 26 gpm	0 – 32 gpm	0 – 32 gpm	0 – 32 gpm	0 – 32 gpm
Mechanical PTO	1000 rpm	1000 rpm	N/A	N/A	N/A	N/A

Attachments

Runway Light Cleaner

Rubber and dirt build up on runway lights can be a cumbersome problem which can potentially take up many man hours to for ground technicians to manually remove and clean these lights. With the Multihog light cleaner attachment the operator can drive from light to light quickly cleaning each one from within the cab. Turning this task into an efficient 1-man operation. Each runway light can be cleaned in one pass with an approx. 30 second cleaning cycle per light. The cleaning unit uses a mixture of soda, soda and air to blast the runway light at a low pressure before rinsing it water for supreme dirt removal. Cleaning is completely controlled via joystick within the cabin, so the operator stays warm and dry. The light cleaner can be used in any season, and even during adverse weather conditions. No need to refill during a shift thanks to the 60 liter soda tank and 200 liter water tank, one fill is capable of cleaning thousands of lights. Soda used is non-corrosive to aluminum & steel, ensuring that the light is not damaged. A camera can also be mounted to the rear of the unit to further reduce health & safety risks. LED lights on the front of the Multihog ensure excellent visibility for operation at night. Cleaning process improves light intensity, keeping aircraft moving in low visibility weather



Runway Weed Control and Surface Cleaning

Using thermal weed control technology this attachment does not require harmful chemicals for killing weeds making it very eco-friendly. Capable of heating water to 212 °F and using low pressure the unit applies boiling water to the surface. This water temperature will cause the weed to die. Ideal for runway use so there is no concern about chemical runoff during application. The unit is also capable of generating steam at 302 °F and be used for high pressure steam cleaning capable of removing graffiti and gum using hand lances located on the rear of the attachment. The front spray bar also has built-in high-pressure spray nozzles for runway surface cleaning. The high temperature steam coupled with the high-pressure spray nozzles allow for superior cleaning without the use of any cleaning agents or chemicals. The front spray bar system is 47" wide and depending on the model comes with 158 gal, 290 gal, 396 gal capacities.



Glycol Recovery Unit

Efficient one-man operation ideal for recovering glycol run-off from de-icing booms used on parked aircraft. Will recover any liquid from water to glycol; and the rear-mounted tank capacity is 1.5m³ /53 ft³. Any parts vulnerable to corrosion are made from stainless steel, ensuring long life & lower maintenance costs. Increased environmental benefits – recovered liquid can be driven to an on-site recycling centre, where it is drained from the hopper



CityVac

The CityVac vacuum sweeper is ideal for trash pickup along fence lines and grass sections running alongside airport runways. As airport runways are such wide open areas large quantities of trash and plastic is blown around accumulating along fences and in grassy sections. The Multihogs off-road capability allows it to access and pick up litter in these hard to reach locations. Instead of manual hand pick up operators can safely and speedily get to the required location to remove trash preventing this material from becoming a hazard to operating aircraft.



Features include a 1.5 y³ collection container capacity. The CityVac attachment is designed to operate between 1250 - 1500 engine RPM, reducing fuel consumption and noise pollution. A Low noise fan and heavy-duty, microbe-resistant vacuum hose make it ideal for use even in close proximity of other ground staff. The CityVac concept originated from North American demand where airport customers wanted a vacuum unit that can also be multipurpose and include off road capability.

Combi Snow Plow and Brush

Designed by our in-house engineering team, the combi snow plough & brush attachment is self-centering and can be angled $\pm 32^\circ$. The combi attachment was specifically designed for airport use so operators could switch from a plow to a broom function in seconds all from within the cab to quickly adapt to changing weather conditions. The combi is widely used for keeping taxi lines clear and visible. The Multihog's compact size and maneuverability allows the operator to position the combi very close to other ground equipment operating airside at an airport. The combi attachment also allows the operator to use the plough for initial clearance and in turn use the brush to give a clean finish. With this clean finish the Multihog can simultaneously apply a de-icing fluid or salt all on the same pass as the broom reducing job time. Available in various widths from 1600 – 2700 mm (63 – 106 in). Multihog also manufactures a vertical folding and horizontal folding wing options for the combi unit which also originated from North American demand where the plow could be changed to a box plow to push snow for certain applications. This functionality is fully controlled from the joystick in the cab.



De-Icing Sprayer.

The de-icing sprayer is mounted directly on top of the rear frame with a simple rail and pin quick attach mechanism allowing for removal by a single person. The de-icing sprayer is speed sensing so it can be set to spray a known quantity per square yard and is fully configurable by the user. The sprayer will then adjust its pressure to spray more or less depending on the travel speed of the Multihog. Our MX range can carry up to 396 gallons of de-icing liquid along with a spray width of up to 32 feet.



Sander/Salt-Spreader

The sander option is offered across the Multihog range. Dual auger with a capacity of up to 1.7 cubic yards. The sander has speed sensing control allowing the operator to maintain constant sand coverage per square yard even when varying speed. The rear rotating spreader is hinged so can be stowed upwards for travelling and also includes a rear inspection step for viewing into the spreader. Spreading width is fully adjustable and capable of up to 26ft.



Snow Brush

The snow broom is available across our product range and we offer variations in size depending on the application. Brush widths ranging from 48" to 120". The snow brush coupled with a Multihog is incredibly efficient at removing snow up to 2-3" deep. It gives a clean asphalt finish so de-icing or salting can be applied simultaneously. The brush can be angled allowing to clear and throw the snow in either left or right directions and is all fully controlled from within the cab.



Snow Blower

The snow blower attachment is available across the Multihog range. Working width from 4ft to 7ft and available in different variations from box blower, dual auger, and open face ribbon style. All functionality of the blower is controlled from the joystick within the cab including chute rotation and angle. The snow blower attachment coupled with the Multihogs maneuverability is ideal for operating around ground equipment but also clearing around runway lights along the runway. After the main plows come through on the runway throwing all snow to the side, the off-side runway lights can be buried and inaccessible. A Multihog can handle this with ease and is able to clear right next to the lights clearing a path so they are accessible by ground staff and also visible.



Snow Plow

A range of plow variations are available to run across the Multihog range.

Plows can be specified in the following variants

- V-Plow
- Angle plow
- Box plow

Plows are available from 48" to 120" widths. Plow functionality is fully controlled from the joystick within the cab. The plow attachments equipped on a Multihog is ideal for clearing heavy snow in wide open areas as well as more compact places where there may be other ground equipment present. No matter the application the correct size and variant of plow is available for the Multihog.



Line Removal

The line remover from Multihog features a 400 mm/16 in cutting width, 16° tilt and side shift and 2 independent side controls (+10 mm – 25 mm/+0.4 – 1 in) included. The line removal attachment is ideal for runway markings and taxi lines. Precise dept control allows for easy removal of marking without damaging the underlying surface.



Cold Planer

The cold planer coupled to any of the Multihog models is an extremely effective solution. Our multipurpose tractors are all exceptionally stable and have the ability to apply down force on the attachment reducing the level of vibration from the cold planer far surpassing that of the competition. This allows the user to maintain smooth, controlled, and safe operation at all times.

Two width options for the cold planer are available. 15in and 24 with side shift functionality. Testing in the field has shown the Multihog is capable of planing up to 6400 sq.ft per day.



Flail mower

The flail mower attachment is available across our range. Designed for cutting heavy grass and brush the flail mower is perfect for cutting back areas that have been allowed to overgrow on an airfield. The flail style cutting head chops and mulches even the heavier brush so there is no large debris left behind that can be problematic around an airfield. Available in various working widths, ranging from 4ft – 7ft. Can also be spec'd with side shift so the whole deck can be offset from center of the tractor.



Boom arm mower

Ideal for mowing alongside runways where there is uneven terrain and sloped ditches. The boom arm is available across the Multihog range. A 12 ft reach arm is available on the CX and CL models while there is a 15ft reach arm available on the MX and MH range. The brilliant visibility from the Multihog cabs and the boom arm side shift function allows the operator to easily mow around the runway lights without having to articulate the whole arm reducing the risk of collision. This is a big advantage as these lights are very expensive and delicate.



Rotary Mower

Rotary mower options available across the range. Ranging in width from 5ft to 13.5ft. Batwing variants also available. This mower coupled with Multihog is perfect for airfield mowing along side runways where a finer finish is needed for the grass. Great visibility and maneuverability allows for efficient mowing around runway lights, signs and other obstacles along side the runway.



High Volume Sweeper

The High Volume Sweeper is the perfect attachment for small debris or dirt pick up on a runway or airfield. With the Multihog's maneuverability and agility the operator can quickly get to the work area for rapid clean up. This attachment is available across the range. Capacity of up to 1.3 cubic yards. Easy dumping with hydraulic tipping hopper so the operator can reverse right up to a dumpster. Two front mounted sweeper brushes with an optional third brush available for curbside sweeping. Water tank also available for dust suppression with 53 gal capacity.



Sweeper with front mounted collection

The Font mounted collections sweeper is ideal for small job pick up. Hydraulic tipping collection bin allows the operator to easily dump collected debris and trash. The collection bin can also be removed and the sweeper can be utilized as a normal broom. Hydraulic angling allows the operator to control what direction to sweep debris if not using the collection container. Control of brush speed from within the cab allows the operator to adapt to the job requirement from the touch of a button. Available across the range and up to 90" wide and comes complete with a water container for dust suppression. Includes 53 gal spray system and capacity for 94 gal dirt collection



- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

The Pricing model used is ceiling pricing. List price is attached (pdf/print) for all listed models and attachments. Sourcewell members will receive an automatic 5% discount with further discount negotiable on a case by case basis.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

5% discount from the attached list price as stated above can automatically be applied to Sourcewell members with further discount negotiable on a case by case basis.

- 10) The pricing offered in this proposal is

- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- ☐ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☒ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Further discount rates will be negotiable on a case by case basis and can be dependent on factors such as volume of order, previous relations with customer and vendor, potential for new business.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

A quote will be supplied upon each request.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Installation, set up and training, and initial inspection are all included at no extra fee. If sourced goods require some specialized fitting/installation then a special case fee may be charged and would be agreed on at time of purchase.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Not an additional cost. Included in list price.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

All shipments can be direct from factory for areas where Multihog deals direct (e.g. Hawaii) or from the closest dealer location.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

N/A – Standard shipping used

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

Pricing will be distributed immediately to our dealer network if contract awarded. As described above our dealer sales support team work directly with our dealer network ensuring they are reporting and pricing correctly for Sourcewell orders. Both Sourcewell Members and dealers will ensure that these purchase orders are marked to indicate this purchase order is made under the contract number for the awarded contract and include member ID. Every dealer will be required to report bi-monthly on their Sourcewell activity including submission of purchase orders. Multihog will then invoice each dealer for the Sourcewell admin fee based on their activity and compile a full quarterly report including the admin fee to be paid to Sourcewell. This allows a single entity, Multihog Ltd, to control the reporting and payment of the admin fee.

18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Multihog proposes an admin fee of 2% on unit sale price of each machine or attachment highlighted in this contract.

Industry-Specific Questions

19) Specifically describe any manufacturing processes or material specification-related attributes that differentiate your offering from your competitors.

Support – Multihog offers best in class support to customers globally. Our dealer network is fully trained in service and maintenance of the Multihog product line. Sourcewell members can be assured they are purchasing a reliable product that also has a concrete support network behind it. Along with a trained dealer network Multihog is on call 24/7 and available to put factory support on the ground when required.

Comfort, Safety, and Serviceability – For Multihog the comfort and safety of the operator is of the highest priority. Our engineering team is focused on creating a comfortable and safe environment for the operator. Our CX range boasts an incredibly smooth ride being the only vehicle in its class with all wheel suspension. We have invested extensively in R&D to ensure our machines have incredibly low noise and vibration levels inside the cab. This ensures the operator remains comfortable and focused.

The MX range is has a noise level inside the cab of less than 66dB in accordance with 2006/42/EC. All the Multihog cabs offer 360 degrees of visibility so the operator has a clear view of his/her surroundings minimizing blind spots even when operating larger attachments. On the CX range the PTO shaft is fully covered running through the center of the machine eliminating any hazard with rotating external shafts decreasing risk to the operator and work crew.

The above factors combine for optimum comfort and safety within the cab and Multihog has had great feedback from operators out in the field expressing their happiness with the experience of spending a work shift inside a Multihog tractor.

Each Multihog model is intended for round year use where the machines runs through all 4 seasons so needs to be designed to be robust serviceable to reduce any down time. Easy access for maintenance and service is huge part of this to minimize time spent taking apart the tractor to perform simple tasks such as filter changes or oil checks. For example, Multihog has designed the surrounding panels so they hinge open allowing direct access to the engine bay from both sides and the top of the machine. Multihog also offers an option for hydraulic tilting cab to for ease of access to maintenance points on the underside of the cab which is extremely advantageous when there is on only one maintenance member working on the unit.



Heavy Duty – Multihog as a company strives to offer a premium product that is built to last and withstand real world use. All parts used in the manufacturing and assembly of a Multihog are sourced from top tier suppliers ensuring quality. All models have run through extensive testing including computer simulations (FEA software) testing the strength and sturdiness of the designs right through to testing in the field. At Multihog we have even tested the dual powder coat pain system up to 2000 salt spray test hours which translates to over 15 years in the field. Customers can be assured that they are purchasing a high-end product as at Multihog we believe high quality is the only quality.

20) Are your products part of the AIP program (Airport Improvement Program)?
No

21) Provide any market data or research supporting the longevity or reliability of your proposed solutions.

In Europe Multihog has had 23 units operating in London Gatwick, 14 units operating in London Heathrow, and 12 units operating in Dublin Ireland Airport. All of which have been in service since 2011/2012. In North America our longest running customers are Vancouver Airport with 7 units since 2012 and Toronto Airport with 5 Multihogs since 2014. Each of these units have been utilized for an array of applications and are without a doubt standing the test of time in the harsh and high-pressure environment found on an airfield. This is a testament to the quality, reliability and longevity of Multihog's products line. Please see attached in a sub folder, a number of case studies based on our airport customers around the world for further market data on how Multihog's product line is solving problems for airports around the world.

22) If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

If successful Multihog will be measuring a number of metrics to gauge and drive sales through the Sourcewell contract. At Multihog we already look at performance of each sales person working for our dealers out in the market. These metrics include.

- Total unit sales per sales person
- Total unit sales per dealer
- Total revenue sales per sales person
- Total revenue sales per dealer
- Number of bids won
- Number of bids lost

With the contract we would add the following metrics

- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales
- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales per Sales Person
- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales per Dealer

FORM P

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- 2) Provide any market data or research supporting the longevity or reliability of your proposed solutions.
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- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales
- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales per Sales Person
- Number of unit sales through Sourcewell Vs non-Sourcewell unit sales per Dealer

Signature: _____

Date: _____

27/2/19