MASTER AGREEMENT #033126
CATEGORY: Snow and Ice Handling Equipment, Supplies, and Accessories
SUPPLIER: J.A. Larue Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and J.A. Larue Inc., 3003 Watt Avenue, Quebec, QC G1X 3W2 Canada (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 1:
General Terms

The General Terms in this Article 1 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 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 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.

1) **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.

2) **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.

3) **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.

4) **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.

5) **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 June 11, 2030, unless it is cancelled or extended as defined in this Agreement.

   a) **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.

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

6) **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.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #033126 to Participating Entities. In Scope solutions include:

   a. Plows, blades, wings, blowers, and snow removal brooms;
   b. Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids;
   c. Snow melting equipment; and,
   d. Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling.

   Proposers may include a <u>**complementary**</u> offering of services, parts, supplies, and accessories, related to the upkeep, repair, or maintenance of their offering of equipment as described in subsections a. – d. above.

8) **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.

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

10) **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.

11) **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.

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

13) **Supplier Representations:**

i) **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.

ii) **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.

iii) **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.

14) **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.

15) **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.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use 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. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

i) **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. § 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.

ii) **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.

iii) **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.

iv) **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.

v) **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.

vi) **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.

vii) **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).

viii) **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.

ix) **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.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** 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.

xi) **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.

xii) **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.

xiii) **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.

xiv) **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.

xv) **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.

xvi) **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.

xvii) **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.

xviii) **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.

xix) **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.

xx) **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.

Article 2:
Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

1) **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.

2) **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;
    - 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.

3) **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.

4) **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.

5) **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.

6) **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.

   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;

7) **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.

8) **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.

9) **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.

10) **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.

11) **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.

12) **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.

13) **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.

14) **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.

15) **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.

16) **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.

17) **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.

18) **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.

19) **Grant of License.**
   a) **During the term of this Agreement:**
      i) **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.

      ii) **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.

   b) **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.

   c) **Use; Quality Control.**
      i) 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.

      ii) 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.

   d) **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.

20) **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.

21) **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.
22) **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:

    a) **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

    b) **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, 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.

    c) **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.

    d) **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.

e) **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.

23) **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.

24) **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 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. 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.

2) **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.

3) **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.

4) **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.

5) **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.

6) **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.

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

8) **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	J.A. Larue Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Louis Larue DE32F94072D044D...
By: ____________________	By: ____________________
Jeremy Schwartz	Louis Larue
Title: Chief Procurement Officer	Title: Vice-President
Date: 6/9/2026 | 6:44 PM CDT	Date: 6/9/2026 | 5:12 PM EDT

RFP 033126 - Snow and Ice Handling Equipment, Supplies, and Accessories

Vendor Details

Company Name:	J.A. Larue
Address:	3003 Watt Avenue Quebec, Quebec G1X 3W2
Contact:	David Olivier
Email:	david.olivier@jalarue.com
Phone:	514-742-6660
HST#:	

Submission Details

Created On:	Tuesday February 10, 2026 09:44:10
Submitted On:	Tuesday March 31, 2026 14:27:23
Submitted By:	David Olivier
Email:	david.olivier@jalarue.com
Transaction #:	371c0ce3-8f69-4bb9-a21d-8d6e6ac51ed6
Submitter's IP Address:	147.243.124.239

Specifications

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

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

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, D.B.A., 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 award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	J.A. Larue inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	L06W8/208580092	*
5	Provide your NAICS code applicable to Solutions proposed.	333120	
6	Proposer Physical Address:	3003, Watt avenue Québec, QC G1X 3W2 Canada	*
7	Proposer website address (or addresses):	www.jalarue.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Louis Larue Vice-President louis.larue@jalarue.com (418)-658-3003 #231	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	David Olivier Sales Manager david.olivier@jalarue.com (418)658-3003 #721	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Sylvain Dion Administration Manager sylvain.dion@jalarue.com (418)-658-3003 #255	*

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

Line Item	Question	Response *	

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Since its founding in 1973, J.A. Larue Inc. has evolved from a heavy equipment repair facility into a leading manufacturer of industrial snow removal equipment serving airports, municipalities, and contractors across North America and internationally. Headquartered in Quebec, Canada—one of the most demanding winter environments—Larue has developed its expertise through real-world operating conditions. This experience is reflected in our focus on reliability, performance, and operator efficiency. Our business philosophy is centered on delivering long-term operational value. Beyond equipment manufacturing, we focus on improving productivity, reducing operational complexity, and supporting the evolving needs of public agencies. Larue's core values—dedication, passion, respect, teamwork, and innovation—guide our commitment to quality and customer satisfaction. These values are reflected in both our products and the long-term relationships we maintain with our customers and partners. This foundation enables Larue to deliver solutions aligned with the operational and procurement needs of Sourcewell participating entities.	*
12	What are your company's expectations in the event of an award?	In the event of an award, J.A. Larue Inc. expects to significantly expand the utilization, visibility, and long-term value of the Sourcewell contract. Larue has already demonstrated strong growth through the Sourcewell program, with annual sales reaching approximately $2.2 million in 2025 and a projected $6.5 million in 2026, supported by a growing backlog and active sales pipeline. This performance reflects both increasing market adoption and the effectiveness of our structured approach to contract utilization. Following an award, Larue's expectations include: • Continued expansion of participating addendums with state, provincial, and regional agencies • Increased adoption of the Sourcewell contract across our dealer network through ongoing training and enablement • Strong collaboration with Sourcewell to enhance contract visibility and market awareness • Growth in repeat business and fleet expansion among existing customers • Streamlined procurement processes for participating entities, ensuring ease of use and consistent value Larue expects to leverage its established dealer network, technical expertise, and proven sales strategy to drive sustained growth under the Sourcewell contract. With a strong backlog and long-term pipeline, Larue is well positioned to maintain and expand contract utilization over time. Our objective is to ensure that the Sourcewell contract becomes a preferred, efficient, and high-value procurement solution for participating entities across North America.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Larue demonstrates strong financial stability supported by consistent growth, long-standing supplier relationships, and a solid backlog of confirmed orders. Supporting documentation included with this proposal includes: • Financial Statements • Reference letter from our financial institution In addition, Larue benefits from: • Strong and long term relationships with major global component suppliers • Sustained demand across public sector markets in both the United States and Canada • A growing backlog providing clear visibility on future revenue This financial strength enables Larue to reliably support large-scale projects, maintain consistent production capacity, and meet the long-term needs of Sourcewell participating entities.	*
14	What is your US market share for the Solutions that you are proposing?	We hold a 60% market share in D-Serie and 35% in T-Serie.	*
15	What is your Canadian market share for the Solutions that you are proposing?	We hold a 90% market share in D-Serie and 75% in T-Serie.	*

16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	No, Larue has never been suspended or bankrupt.	*
17	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). 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?	J.A. Larue is a manufacturer of industrial snow removal equipment and delivers its products through an established and structured dealer network across North America. Our network is strategically organized to ensure strong geographic coverage, local responsiveness, and consistent service quality. In the United States, Larue products are distributed through dealers covering 28 states, supported by a team of over 100 sales representatives and technical trainers. In Canada, our network is structured across Western, Central, and Eastern regions, including both dealer partners and direct manufacturer presence. This network includes multiple service locations positioned near key customer bases, dedicated sales teams, and trained technical personnel supporting commissioning, training, and maintenance. All dealers operate under formal agreements defining expectations for service, parts availability, and customer support. To ensure consistency and performance across the network, Larue provides: • Comprehensive technical and product training (Larue Academy) • Access to a centralized dealer portal for parts and service resources • Ongoing communication and alignment with dealer teams • Direct manufacturer involvement for key projects and complex situations This model combines the strength of a manufacturer with the responsiveness of a local service network, ensuring reliable support and a consistent customer experience.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	To the extent of our knowledge, we are unaware of specific licences or certifications required to pursue the business covered by this RFP.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. 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.	J.A. Larue Inc. confirms that it has not been subject to any debarment or suspension, nor has any included Responsible Party, within the past seven (7) years. Furthermore, Larue confirms that it will provide written notice to Sourcewell should any such situation arise during the evaluation period of this RFP.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	We received a perfect rating from CGER (Quebec DOT) for the evaluation of sales transactions. This includes several aspects: -Quality of service; -Product delivery time; -Quality of the product; -Cost of the product; -Quality/price ratio. You will find this evaluation attached to this response.	*
21	What percentage of your sales are to the governmental sector in the past three years?	90%	*
22	What percentage of your sales are to the education sector in the past three years?	0%	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Due to the nature of our industry, which involves extended production lead times and cyclical purchasing patterns, annual sales figures may not fully reflect the actual business activity generated within a given year. Projects are often awarded in one year, with delivery and revenue recognition occurring in subsequent years. That said, our sales volume under Sourcewell/Canoe agreements over the past three years is as follows: • 2023: $216,000 USD • 2024: $0 USD • 2025: $2,198,555 USD In addition, our current backlog provides a more accurate representation of contract utilization and growth: • 2026 (Backlog): $6,500,000 USD • 2027 (Backlog): $635,000 USD Recent contract activity has significantly strengthened this backlog, including the expansion of Sourcewell addendums with multiple Departments of Transportation (DOTs), such as: • North Dakota DOT (NDDOT) • Iowa DOT • Utah DOT (UDOT) • Nebraska DOT (NDOT) This growing network of state-level agreements reflects increasing adoption of the Sourcewell contract and reinforces Larue's position within the public procurement market. Larue also maintains active relationships and contracts with additional DOTs, including: • California DOT (Caltrans) 2023: $5,500.000 USD 2024: $6,500.000 USD 2025: 18,500.000 USD • Washington State DOT (WSDOT) 2023: $2,500.000 USD 2024: $0 USD 2025: 1,600.000 USD • Idaho Transportation Department (ITD) 2023: $900.000 USD 2024: $950.000 USD 2025: 2,000.000 USD Overall, the combination of delivered sales and secured backlog demonstrates sustained demand, strong customer confidence, and a clear upward growth trajectory for Larue within cooperative purchasing programs.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	J.A. Larue Inc. does not currently hold a GSA contract. However, Larue maintains an active contract with the Defense Logistics Agency (DLA), which has been in place for the past two (2) years. This contract reflects the confidence of a major federal procurement agency in Larue's equipment and capabilities. Due to the nature of Larue's products—high-value, specialized equipment with production and delivery timelines that often exceed twelve (12) months—annual delivered sales alone do not fully reflect contract activity. As such, Larue tracks both delivered revenue and secured backlog to provide a more accurate representation of performance. Contract activity is summarized as follows: • 2025 Delivered Sales: $2,024,000 • 2026 Backlog (delivered + secured orders): $10,380,000 • 2027 Backlog (secured orders): $2,158,000 The growing backlog demonstrates sustained demand, strong customer confidence, and the long-term nature of procurement cycles within government agencies. Larue's experience with federal procurement through its DLA contract positions the company to effectively support Sourcewell participating entities by offering reliable execution, structured processes, and long-term partnership value.	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Town of Massene	Frank Diagostino	315-769-7429	*
City of Norfolk	Scott Smith	402-750-9439	*
I-66 Express Mobility	Fernando Artigas	703-826-1299	*

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. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	J.A. Larue Inc.'s sales force is structured through a combination of its internal team and a well-established authorized dealer network, ensuring strong market coverage, local presence, and consistent engagement across North America. Manufacturer Sales Team: At the corporate level, sales activities are led by a Director of Sales & Marketing based at Larue's head office. This role oversees a multidisciplinary team composed of: • 4 technical sales representatives • 1 technical trainer • 2 sales administration managers • 2 marketing project managers This internal team supports strategic sales initiatives, dealer alignment, technical expertise, and marketing activities across all regions. Dealer Network Sales Force: Larue's primary field sales presence is delivered through its authorized dealer network across Canada and the United States. This network includes more than 90 sales representatives, supported by technical personnel, providing strong local coverage and direct customer engagement. Larue places a strong emphasis on training and enabling its dealer network. Through ongoing training programs, technical resources, and structured sales tools, Larue ensures that its partners are fully equipped to represent its solutions effectively and consistently. This approach allows Larue to significantly expand its reach by multiplying its sales capabilities through a trained, aligned, and performance-driven network. Sales Approach: Larue's sales force focuses on: • Direct engagement with public agencies, including airports, municipalities, and DOTs • Understanding operational needs and proposing tailored solutions • Coordinating with technical teams to ensure proper equipment specification • Promoting Sourcewell as a preferred and efficient procurement solution • Supporting customers throughout the entire sales and implementation process Overall, Larue's combined sales structure provides both strategic oversight at the manufacturer level and strong local representation, ensuring effective, responsive, and consistent support for Sourcewell participating entities.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	J.A. Larue Inc. delivers its solutions through an established and structured network of authorized dealers and distributors across North America. This network ensures strong geographic coverage, local expertise, and consistent service capability for Sourcewell participating entities. Distribution Model: Larue's distribution model is based on authorized sellers responsible for sales, delivery coordination, service support, and customer engagement within defined territories, with direct support from Larue when required. Canada: Larue's Canadian network provides full national coverage: • Western Canada Falcon Equipment (BC, AB, SK, MB) – 6 locations, 9 sales representatives, 3 technical trainers Inland Truck & Equipment (YT) – 1 location, 3 sales representatives, 1 technical trainer • Central and Eastern Canada Commercial Truck (ON) – 1 location, 2 sales representatives, 1 technical trainer Saunders Equipment (NB, NL, NS, PE) – 1 location, 5 sales representatives, 1 technical trainer • Direct Manufacturer Presence Larue (QC, NU, NT) – 2 locations, 3 sales representatives, 1 technical trainer United States: Larue products are distributed across 28 states through 12 authorized dealers, supported by a strong network of sales representatives and technical personnel. Key partners include: • MacQueen Equipment (IA, IL, IN, MN, NE, WI, OH, MI) – 9 locations, 30 sales representatives, 7 technical trainers • Viking Cives (NY) – 3 locations, 6 sales representatives, 2 technical trainers • TranSource Truck & Equipment (SD) – 3 locations, 5 sales representatives, 1 technical trainer • Swanston Equipment (ND) – 2 locations, 4 sales representatives, 1 technical trainer • SWS Equipment (ID, MT, OR, WA) – 3 locations, 10 sales representatives, 11 technical trainers • Snoquip (CA, NV) – 1 location, 3 sales representatives, 1 technical trainer • Kois Brothers (CO, WY) – 3 locations, 9 sales representatives, 1 technical trainer • Holland Equipment (UT) – 1 location, 4 sales representatives, 1 technical trainer • CN Wood (CT, MA, RI) – 6 locations, 15 sales representatives, 1 technical trainer • Craig Taylor Equipment (AK) – 4 locations, 4 sales representatives, 1 technical trainer • Allied Equipment (ME-NH-VT) – 1 location, 3 sales representatives, 1 technical trainer • Norwood (AZ) – 1 location, 2 sales representatives, 1 technical trainer Support and Capabilities: All authorized sellers operate under formal agreements with Larue, ensuring alignment on sales practices, service standards, and customer support expectations. This network provides: • Local sales representation and customer engagement • Delivery coordination and equipment commissioning • Access to trained technicians for service and maintenance • Regional parts availability and responsive support Larue actively supports its authorized sellers through structured training programs, technical resources, and direct manufacturer involvement when required. Network figures represent current operational capacity and may evolve as Larue continues to expand its dealer network. Overall, this structured and collaborative distribution model ensures that Sourcewell participating entities benefit from both local responsiveness and manufacturer-level expertise.	*

28	Service force.	J.A. Larue Inc. provides a comprehensive service force through a combination of its internal technical team and its authorized dealer network, ensuring responsive, high-quality support across North America. Manufacturer Support: At the corporate level, Larue maintains dedicated internal resources to support service operations, including: • Technical support specialists • In-house technical trainer • Parts and service coordination team These resources provide direct support to the dealer network and participating entities, including troubleshooting, technical guidance, and escalation support when required. Dealer Service Network: Larue's primary service force is delivered through its authorized dealer network across Canada and the United States. This network includes a significant number of trained technicians and service personnel strategically located to provide local support. Dealer capabilities include: • On-site service and field repairs • Preventive maintenance and inspections • Equipment commissioning and start-up support • Troubleshooting and diagnostics • Parts installation and service support Rapid Response Capability: Larue's service model is designed to minimize downtime and ensure rapid response: • Local dealer technicians available for timely intervention • 24/7 emergency support structure through both Larue and its dealers • Fast parts availability and delivery (typically 24–48 hours for critical components) Training and Certification: Larue places strong emphasis on training its service network. Dealers receive ongoing technical training, access to documentation, and support tools to ensure consistent and high-quality service delivery. Integrated Support Approach: Larue combines local dealer responsiveness with direct manufacturer expertise, ensuring that complex issues can be escalated and resolved efficiently. This integrated service structure ensures that Sourcewell participating entities benefit from reliable, responsive, and professional support throughout the lifecycle of their equipment.	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	J.A. Larue Inc. utilizes a structured ordering process delivered through its authorized dealer network, ensuring a clear, consistent, and efficient procurement experience for Sourcewell participating entities. Ordering Structure and Roles: • Authorized Dealers Authorized dealers serve as the primary point of contact for participating entities. They are responsible for customer engagement, quotation preparation, contract alignment, and order submission. • J.A. Larue Inc. (Manufacturer) Larue is responsible for order validation, production, quality control, delivery preparation, and overall contract compliance. Ordering Process: 1. Quotation and Contract Alignment The authorized dealer prepares a quotation in accordance with Sourcewell pricing and contract terms. 2. Purchase Order Submission Upon award or customer approval, the participating entity issues a purchase order to the authorized dealer. 3. Order Placement with Larue The dealer submits the purchase order to Larue for processing. 4. Contract Review and Approval Larue reviews the order to ensure compliance with contract terms, specifications, and pricing. 5. Production and Fabrication The equipment enters production according to Larue's manufacturing schedule. 6. Quality Control and Testing Each unit undergoes multiple inspection points, including water bath testing and operational verification. 7. Delivery Preparation and Coordination Equipment is prepared for shipment, and delivery logistics are coordinated with the dealer and customer. 8. Invoicing Larue invoices the authorized dealer, who in turn invoices the participating entity. 9. Reporting to Sourcewell All applicable sales are reported to Sourcewell in accordance with contract requirements. 10. Commissioning and Warranty Activation Warranty activation begins upon receipt of in-service documentation. 11. Post-Delivery Follow-Up A customer satisfaction survey is issued to ensure service quality and continuous improvement. This structured process ensures transparency, compliance, and a seamless purchasing experience for Sourcewell participating entities, supported by both local dealer engagement and direct manufacturer oversight.	*

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	J.A. Larue Inc. provides a structured and responsive customer service program supported by both dedicated internal resources and its authorized dealer network. Larue maintains a team of five (5) dedicated personnel focused on customer and dealer support, ensuring direct access to manufacturer-level assistance when required. Process and Procedure: • Customer Contact and Support Access Customers and dealers can initiate service requests through their local authorized dealer or directly through Larue. For urgent situations, Larue provides a 24/7 emergency support line (1-877-658-3013), ensuring that assistance is always available. • Assessment and Coordination Service requests are evaluated promptly by the dealer or Larue team. Dealers act as the primary service providers, with direct support from Larue for technical guidance, troubleshooting, or escalation when required. • Resolution and Execution Larue's dealer network maintains critical service resources, including parts inventory and trained technicians, allowing for rapid intervention. When parts are available, repairs can typically be completed within 24 hours. Response Time Capabilities: • 24/7 emergency support availability • Rapid response through local dealer network • Typical repair intervention within 24 hours when parts are available For critical parts requirements, Larue benefits from a strategic location approximately 15 minutes from a major airport, allowing expedited shipping and delivery within 24 to 48 hours across most of Canada and the United States. Performance and Continuous Improvement: Larue actively monitors customer satisfaction through a structured survey process conducted directly with end users. This allows Larue to: • Evaluate dealer performance • Identify areas for improvement • Provide feedback and alignment across the dealer network This continuous feedback loop ensures that service standards are maintained and consistently improved over time. Overall, Larue's customer service program is designed to provide reliable, responsive, and efficient support, minimizing downtime and ensuring a high level of customer satisfaction for Sourcewell participating entities.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	J.A. Larue Inc. has both the capacity and the commitment to provide its products and services to Sourcewell participating entities across North America. Larue operates through an established and structured dealer network covering a broad geographic area in both the United States and Canada. This network ensures local presence, responsive service, and efficient delivery to participating entities. Our organization is equipped to support varying levels of demand, from single-unit purchases to large-scale fleet deployments. Larue maintains consistent production capabilities, supported by strong supplier relationships and a growing backlog, allowing for efficient planning and reliable delivery. In addition to manufacturing capacity, Larue provides comprehensive service and support through its dealer network and direct manufacturer involvement. This includes equipment delivery, commissioning, operator training, parts availability, and ongoing technical support. Larue is committed to ensuring that all participating entities receive a consistent and high-quality experience, regardless of location or project size. Our approach focuses on reliability, responsiveness, and long-term partnership. Through our proven track record, established infrastructure, and proactive engagement, Larue demonstrates both the ability and willingness to effectively support Sourcewell participating entities throughout the lifecycle of their equipment. Larue is committed to making the Sourcewell contract a simple, reliable, and effective procurement solution for all participating entities.	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	J.A. Larue Inc. has both the capability and the commitment to provide its products and services to all Sourcewell/Canoe participating entities across Canada. As a Canadian-based manufacturer, Larue has an established presence and deep understanding of the operational requirements of public agencies operating in demanding winter environments. Our solutions are already widely deployed across Canada, supporting municipalities, airports, and contractors. Larue delivers its products and services through a structured national network that ensures full geographic coverage, including Western, Central, Eastern, and Northern regions. This network includes authorized dealers as well as direct manufacturer presence in key areas, allowing for both local responsiveness and direct support. Our Canadian capabilities include: • Nationwide coverage through our dealer network and direct operations • Local sales representation and customer engagement • Coordinated delivery and equipment commissioning • Access to trained technicians and technical support • Regional parts availability and service support Larue is fully committed to supporting the growth and adoption of the Sourcewell/Canoe program across Canada. As a Canadian company, we actively promote cooperative purchasing and work to increase awareness and accessibility of the program among public agencies. Through our established infrastructure, experienced network, and ongoing engagement, Larue demonstrates both the ability and willingness to effectively serve all Sourcewell/Canoe participating entities across Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None. J.A. Larue Inc. is able to serve all geographic areas of the United States and Canada through its established dealer network and direct manufacturer support. Larue's network provides comprehensive coverage across North America, ensuring local presence, responsive service, and efficient delivery in both urban and remote regions. This includes coverage in Western, Central, Eastern, and Northern regions of Canada, as well as broad coverage across the United States through our authorized dealer network. As a result, there are no geographic limitations to the areas Larue can support under the proposed agreement.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	None. J.A. Larue Inc. does not restrict access to its solutions based on the type of participating entity. Larue is able to serve all Sourcewell participating entity sectors requiring our products, including but not limited to municipalities, state and provincial agencies, airports, public works departments, and contractors operating in public environments. Our product offering and service model are designed to support a wide range of operational requirements across these sectors, ensuring consistent access to equipment, service, and support. As a result, all eligible Sourcewell participating entities will have full access to Larue's solutions under the proposed agreement.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	None. J.A. Larue Inc. does not impose any specific requirements or restrictions on Sourcewell participating entities located in Hawaii, Alaska, or U.S. Territories. Larue is able to support these regions through its established logistics and dealer network, ensuring access to equipment, parts, and service. Due to the geographic location of these areas, delivery timelines and transportation costs may vary depending on distance and shipping requirements. However, Larue works closely with its dealer network and logistics partners to ensure efficient coordination and reliable delivery. All participating entities in these regions will have full access to Larue's products and services under the proposed agreement.	*

36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. J.A. Larue Inc. will extend the terms of any awarded master agreement to nonprofit entities eligible to participate in the Sourcewell program. Larue does not place restrictions on the type of participating entity and is committed to providing equal access to its products, services, and pricing under the Sourcewell agreement. Nonprofit entities will benefit from the same level of service, support, and contract terms as all other participating entities.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Larue currently maintains an active Sourcewell contract and has established a multi-channel marketing strategy to promote this contract opportunity to eligible partners (i.e. our dealers). Our approach is designed to ensure consistent visibility, clear understanding of Sourcewell procurement advantages, and easy access to contract information across all customer touchpoints. We actively promote our Sourcewell partnership through a combination of digital, print, and in-person channels. These include our corporate website, dealer portal, product order documentation, and customer-facing brochures, where Sourcewell participation is clearly identified and explained. In addition, we integrate Sourcewell messaging into print advertising, technical and sales training presentations, and targeted PowerPoint materials used by our sales and dealer network. Our marketing team also supports contract awareness through industry tradeshows, live equipment demonstrations, and coordinated social media posts that highlight the value and accessibility of cooperative purchasing through Sourcewell. Beyond traditional marketing channels, Larue works closely with its authorized dealer network to ensure they are equipped with up-to-date Sourcewell communication tools, contract references, and procurement guidance. This ensures that public sector customers receive consistent and accurate information regardless of their point of contact within the Larue distribution network. Our goal is to simplify the purchasing process while reinforcing the credibility, compliance, and cost-efficiency benefits that Sourcewell provides us. Screenshots of our marketing materials, including brochures, digital assets, social media posts, are joined to this application.	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	We leverage our website to actively promote our Sourcewell contract and provide clear education through a dedicated web page outlining what Sourcewell is and the key benefits of utilizing cooperative purchasing. We also incorporate Sourcewell messaging into our product order forms to remind both customers and dealers that the contract is available, helping them reduce costs and streamline their procurement process. Our dealer portal serves as the primary communication and enablement platform for our authorized dealer network. It is used to distribute the tools and resources required to support their sales, marketing, and training workflows, including Sourcewell contract information, communication materials, and process guidance. This ensures dealers are consistently equipped to promote and support Sourcewell purchasing with their customers. In addition, we periodically share social media content with our highly engaged audience highlighting the advantages of Sourcewell participation.	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	Sourcewell plays a key role in promoting trusted vendors that deliver high-quality, reputable products while demonstrating strong business and ethical practices. Sourcewell also helps simplify and accelerate the procurement process for participating agencies by providing access to competitively awarded contracts. For many organizations, Sourcewell serves as a trusted cooperative purchasing partner, giving members confidence that they are acquiring the right solutions through a compliant and cost-effective procurement method. A Sourcewell-awarded contract is already fully integrated into our sales process. Our dealers and their customers are consistently made aware of the Sourcewell contracts through our Larue equipment purchasing documentation, including order forms where the contract is clearly referenced and available for use. This ensures customers can easily identify and leverage Sourcewell as part of their purchasing workflow.	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Due to the wide range of applications for our products and the high level of available customization, Larue prioritizes a consultative sales approach to ensure each solution is properly configured to meet the specific operational needs of the customer. Our equipment is often customized based on application requirements, performance expectations, and environmental operating conditions, all of which can influence the final product configuration included in a proposal. For this reason, we believe direct consultation adds significant value by helping customers select the most appropriate equipment for their work environment and long-term operational goals. Larue does not utilize a fully automated e-procurement ordering system, but rather a hybrid approach. Our authorized dealers can download pricing and order forms directly from the Larue Portal, complete them based on their customers' specific requirements, and submit them back through the Portal for review and approval.	*

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

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	J.A. Larue Inc. supports proper onboarding and long-term operational success through a structured training program combining on-site instruction and digital learning tools. Standard Training (Included): At the time of delivery, Larue provides a minimum of two (2) hours of on-site product orientation. This training is delivered by the authorized dealer, and in some cases by Larue's in-house Technical Trainer. This initial training is included as part of the standard delivery process and covers: • Equipment operation • Key features and controls • Routine maintenance and daily inspection procedures Optional Training (Additional): For customers requiring more in-depth instruction, Larue offers an optional full-day (8-hour) training session. This training can be delivered by either Larue's in-house Technical Trainer or the authorized dealer network. This advanced training includes: • Detailed equipment operation • Maintenance best practices • Basic troubleshooting and diagnostics This optional training is available at a cost of $1,000, plus any applicable travel or related expenses. Digital Training and Ongoing Support: In addition to in-person training, Larue provides ongoing access to digital resources through its dealer and customer portal, including "Larue Academy." This platform provides: • Training videos and presentations • Technical documentation and maintenance guides • Equipment manuals and warranty registration tools • Parts ordering access • Interactive 3D step-by-step training modules These resources allow operators and technicians to access training on demand and reinforce knowledge gained during initial onboarding. Overall Approach: Larue's training program combines hands-on instruction delivered by both its dealer network and manufacturer resources with accessible digital tools. This approach ensures that operators and technicians remain efficient, confident, and up to date, ultimately supporting equipment performance, safety, and uptime for Sourcewell participating entities.	*

42	Describe any technological advances that your proposed Solutions offer.	J.A. Larue Inc. continuously invests in engineering and product development to deliver advanced, high-performance snow removal equipment designed for the most demanding operational environments. Our solutions integrate a range of technological advancements focused on improving operational efficiency, safety, reliability, and overall operator experience. Operational Efficiency and Performance: Larue equipment incorporates multiple technologies designed to optimize performance and adapt to varying conditions, including: • Two-speed transmission and selectable RPM settings • On-demand fan control • Multiple engine performance modes These features allow operators to adjust power output and optimize fuel efficiency based on real-time operating conditions. In higher-capacity models, Larue integrates proprietary technologies such as Hybrid Power Boost™, which combines mechanical and hydrostatic energy to deliver increased power to the blower head, resulting in improved productivity and snow-clearing performance. Safety and Protection Systems: Larue integrates several technologies aimed at improving operational safety and protecting equipment: • Reversing engagement system to safely clear blockages • Calibrated overload protection device to prevent damage under heavy load • Service-free blower clutch, reducing maintenance requirements and improving uptime These systems help minimize operational risks while extending equipment life. Operator Interface and Ergonomics: Larue equipment is designed with a strong focus on operator usability and comfort: • Intuitive multifunctional joystick integrating key controls (transmission, RPM, blower functions) • Opticab ergonomic cabin designed for enhanced visibility and reduced operator fatigue • Integrated display systems providing real-time operational feedback • Advanced lighting systems improving visibility and safety in low-light conditions These features improve ease of use, reduce operator fatigue, and support safe, efficient operation during extended working hours. Durability and Structural Engineering: Larue incorporates robust engineering and high-quality materials to ensure durability in extreme environments, including: • High-strength frame construction • Use of premium wear-resistant materials such as Hardox® steel These design elements contribute to long-term reliability and reduced lifecycle costs. Customization and Adaptability: A key advantage of Larue's technological approach is its ability to provide highly customized solutions. Given the wide range of applications and operating environments, Larue regularly adapts its equipment to meet specific customer requirements. When a need is not addressed by standard or optional configurations, Larue works directly with the customer to develop tailored solutions aligned with their operational needs. Overall, Larue's technological innovations are designed to deliver reliable, operator-friendly equipment that maximizes performance while minimizing downtime, maintenance, and operational risk, providing significant value to Sourcewell participating entities.	*

43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	J.A. Larue Inc. is committed to supporting environmentally responsible practices through continuous innovation in both its products and its operations. Product-Related Environmental Initiatives: Larue actively develops solutions designed to reduce environmental impact and improve operational efficiency: • Reduced Emissions Larue utilizes engines compliant with the most stringent emission standards currently in place, including EPA Tier 4 Final (United States) and European Stage V emission standards, significantly reducing particulate matter (PM) and nitrogen oxide (NOx) emissions. • Fuel Efficiency Technologies Larue integrates systems that optimize energy use and reduce fuel consumption, including: – Integrated Power Management Systems (e.g., T95 dual-engine optimization) – Optional 2-speed transmission with power management (D-Series models) – On-demand fan systems to reduce fuel consumption and noise • Reduced Maintenance Impact Design features such as service-free drive shafts reduce the use of petroleum-based lubricants and associated environmental impact. • Noise Reduction Larue equipment is designed to reduce noise pollution, which is an important environmental and operational consideration, particularly in urban areas and airport environments. Our operator cabins can achieve noise levels as low as approximately 72 dBA, compared to typical thresholds such as 85 dBA referenced in FAA guidelines. This reduction contributes to improved operator comfort, reduced fatigue, and lower environmental noise impact. • Next-Generation Technologies Larue is actively collaborating with partners on the development of electric and hydrogen-powered equipment to support future emission reduction objectives. Operational and Manufacturing Initiatives: Larue is also committed to reducing its environmental footprint through sustainable manufacturing and corporate practices: • 100% recycling of metal waste, cardboard, and pallet wood from manufacturing operations • 100% recycling of paper, cardboard, aluminum, and glass from administrative activities • Elimination of single-use plastics • Implementation of LED and motion-sensor lighting systems • Optimization of energy usage through monitoring and preventive shutdown protocols • Lean manufacturing practices to reduce waste and improve material efficiency • Reduction of packaging materials and increased use of recyclable or reusable packaging • Local sourcing strategies to reduce transportation-related emissions • Digitalization of documentation to reduce paper usage Certifying Agencies: Larue does not currently hold specific third-party-issued environmental certifications directly related to the proposed solutions. However, Larue equipment incorporates engine platforms certified by recognized regulatory authorities, including: • U.S. Environmental Protection Agency (EPA) – Tier 4 Final • European Union regulatory framework – Stage V emission standards Overall, Larue’s approach focuses on delivering measurable environmental benefits through advanced engineering, efficient operation, and continuous improvement, supporting the sustainability objectives of Sourcewell participating entities.

44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	At this time, J.A. Larue Inc. does not hold specific third-party-issued eco-labels, sustainability ratings, or certifications directly related to the proposed solutions. However, Larue integrates environmentally responsible technologies by utilizing the highest available emission standards in its equipment. The majority of Larue machines are powered by engines compliant with the most stringent emission regulations currently in place, including: • EPA Tier 4 Final (United States) • European Stage V emission standards These standards represent the highest levels of emission control for diesel-powered equipment and are widely recognized benchmarks for reducing particulate matter (PM) and nitrogen oxide (NOx) emissions. Larue prioritizes the use of European Stage V-certified engines where applicable, as these provide enhanced environmental performance beyond standard North American requirements. While Larue does not currently hold additional third-party environmental certifications, its equipment and design approach support improved fuel efficiency, reduced emissions, and lower overall environmental impact. Larue continues to evaluate relevant certification opportunities as part of its ongoing commitment to environmental responsibility and alignment with industry best practices.	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	J.A. Larue Inc. differentiates itself through a combination of high-performance equipment, operator-focused design, and a proven support model tailored to the needs of public agencies. Single-Operator Efficiency: One of Larue's most significant advantages is its ability to enable single-operator snow removal operations. Our equipment is designed to allow one operator to safely and efficiently perform tasks that often require multiple operators with conventional solutions. This results in: • Reduced labor requirements • Increased operational efficiency • Lower overall operating costs Operator-Focused Design: Larue places a strong emphasis on operator safety, visibility, and ease of use. Key features include: • Front-mounted blower head for superior visibility • Intuitive multifunctional joystick integrating multiple controls • Opticab ergonomic cabin designed to reduce fatigue and improve comfort These features enhance safety, reduce operator fatigue, and improve productivity during extended operations. High Performance in Demanding Conditions: Larue equipment is engineered for high-capacity snow removal in the most demanding environments. Technologies such as Hybrid Power Boost™, advanced power management systems, and optimized blower designs deliver consistent performance and high throughput. Durability and Reliability: Larue products are built using high-quality components and robust engineering, including wear-resistant materials such as Hardox® steel. This ensures long equipment life, reduced downtime, and lower lifecycle costs. Customization and Adaptability: Larue offers a high level of customization to meet specific operational needs. When standard configurations are not sufficient, our team works directly with customers to develop tailored solutions aligned with their environment and application. Strong Support Model: Larue combines a structured dealer network with direct manufacturer involvement, ensuring responsive service, technical expertise, and consistent support throughout the equipment lifecycle. Alignment with Sourcewell Objectives: Larue's solutions are designed to support the key priorities of Sourcewell participating entities by: • Improving operational efficiency • Reducing total cost of ownership • Simplifying procurement through a reliable and consistent offering This combination of productivity, safety, performance, customization, and support makes Larue's solutions unique within the industry and highly valuable to Sourcewell participating entities.	*

46	Describe any control layout and automation features such as joystick-based controls, integrated touchscreens, preset operating modes, or automated blade/broom/spray functions your solution offers to reduce operator workload and minimize repetitive motions.	J.A. Larue Inc. designs its equipment with a strong focus on operator ergonomics, intuitive control layouts, and automation features that reduce workload and minimize repetitive motions during snow removal operations. Control Layout and Operator Interface: Larue equipment features an ergonomic cab layout where all controls are strategically positioned for ease of access, allowing operators to maintain a natural posture and reduce fatigue during extended operations. • Joystick-Based Controls Larue integrates multifunctional joystick systems that allow operators to control multiple functions—including chute rotation, deflector positioning, and blower head functions—using minimal hand movement. This significantly reduces repetitive motions while improving precision and responsiveness. • Integrated Display Systems Modern operator interfaces provide real-time feedback on machine status, performance, and key parameters. This allows operators to monitor and adjust settings efficiently without unnecessary manual intervention. • Preset Operating Modes Operators can configure and store preset operating modes based on preferences or specific job requirements. These presets can be applied across different equipment types, including snow blowers, plows, and brooms, enabling quick selection of optimized settings and eliminating repetitive adjustments during operation. Automation and Assisted Functions: Larue incorporates automation features that reduce the need for continuous operator input: • Power Management Systems automatically optimize engine performance and power distribution based on real-time operating conditions • On-demand fan systems (optional) automatically adjust output according to workload, improving efficiency and reducing manual control input Operator Comfort and Visibility: • Advanced LED lighting systems with adjustable intensity improve visibility in low-light conditions while reducing eye strain • Optimized cab design enhances visibility and situational awareness, contributing to safer and more precise operation Operational Impact: These combined control and automation features: • Reduce operator workload and repetitive movements • Minimize fatigue during long-duration operations • Improve operational precision and efficiency • Allow operators to focus on safety and productivity rather than manual adjustments Overall, Larue's integrated control layout and automation approach enhances operator performance, reduces physical strain, and supports consistent, efficient snow removal operations for Sourcewell participating entities.	

47	Describe any high-visibility features such as reflective or LED plow markers or enhanced lighting packages your equipment offers.	J.A. Larue Inc. integrates multiple high-visibility features into its equipment to ensure safe and efficient operation in low-light conditions, adverse weather, and demanding winter environments. Lighting Systems: Larue equipment is equipped with high-efficiency LED lighting packages designed to provide superior illumination, durability, and energy efficiency. • High-output LED work lights strategically positioned to illuminate critical operating zones, including the blower intake, discharge chute, and surrounding work area • Adjustable lighting intensity levels, allowing operators to adapt visibility based on conditions while reducing eye strain during extended operations • Wide-angle and focused lighting coverage to enhance depth perception and operational precision Visibility Markers and Edge Definition: Larue equipment and attachments are designed to clearly define operating boundaries and working width: • High-visibility reflective elements integrated into equipment and attachments • Optional LED or reflective markers for plows, brooms, and other attachments • Clear edge definition to assist operators in maintaining alignment and avoiding obstacles Enhanced Safety Lighting Features: • Strobe lights to increase visibility of the equipment in active work zones • Beacon lighting systems to alert surrounding vehicles and personnel • Cab lighting systems to improve interior visibility and operator control in low-light conditions Operator Visibility and Awareness: • Elevated operator position and optimized cab design improve overall line of sight • Integration of lighting and control systems enhances situational awareness during operation Operational Impact: These high-visibility features: • Improve safety during night operations and low-visibility conditions (snowfall, fog, blowing snow) • Reduce the risk of contact with obstacles and surrounding infrastructure • Enhance operator confidence and precision • Support efficient operation in critical environments such as airports and municipal roadways Overall, Larue's high-visibility design approach contributes to safer, more controlled, and more efficient snow removal operations for Sourcewell participating entities.

48	Describe any protective guarding, emergency stop features, audible or visual alerts, or temperature-aware sensors your equipment offers.	J.A. Larue Inc. designs its equipment with a strong emphasis on operator safety and risk mitigation, incorporating multiple layers of protection through mechanical, electronic, and monitoring systems. Protective Guarding: Critical moving components, including driveline elements and rotating parts, are equipped with robust protective guarding. This ensures safe operation and reduces the risk of accidental contact during both operation and maintenance. Emergency Stop Systems: • Emergency stop controls are strategically positioned and easily accessible within the cab, allowing operators to quickly shut down the equipment in unsafe situations • Remote emergency stop capability allows a secondary person (e.g., a spotter or signaler) to stop the equipment from a safe distance of up to approximately 150 feet, significantly enhancing jobsite safety Audible and Visual Alerts: Larue equipment integrates real-time warning systems that notify operators of abnormal conditions, system faults, or safety-related events through: • Audible alerts • Visual indicators displayed through the operator interface These alerts allow operators to react quickly and maintain safe operating conditions. Advanced Monitoring and Sensor Systems: Larue equipment is equipped with sensors that continuously monitor critical parameters, including: • Engine performance • Hydraulic system conditions • Operating temperatures • Transmission loads In the event of abnormal conditions or excessive load (such as impact at the transmission level), the system can automatically stop the equipment to prevent damage and unsafe operation. Additionally, safety interlock sensors installed on access panels and hoods automatically stop moving components when opened, protecting operators during inspection and maintenance. Mechanical Fail-Safe Protection: In addition to electronic systems, Larue incorporates mechanical safety devices such as shear bolts. In the event of an obstruction or impact within the drum or auger, these components are designed to break, immediately stopping the system. This provides a reliable, non-electronic fail-safe solution, ensuring safety even if electronic systems are compromised. Overall Safety Approach: Larue's safety design integrates multiple layers of protection—including guarding, emergency controls, automated shutdown systems, and mechanical fail-safes—to ensure safe, reliable operation in demanding environments. These features reduce risk, protect operators and surrounding personnel, and support compliance with safety expectations for Sourcewell participating entities.	

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	NA	*
50		Minority Business Enterprise (MBE)	○ Yes ◉ No	NA	*
51		Women Business Enterprise (WBE)	○ Yes ◉ No	NA	*
52		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	NA	*
53		Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	NA	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	NA	*
55		Small Business Enterprise (SBE)	○ Yes ◉ No	NA	*
56		Small Disadvantaged Business (SDB)	○ Yes ◉ No	NA	*
57		Women-Owned Small Business (WOSB)	○ Yes ◉ No	NA	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	

58	Describe your payment terms and accepted payment methods.	J.A. Larue Inc. offers standard payment terms of Net 30 days for all items provided under the awarded agreement, unless otherwise agreed upon prior to the issuance of a purchase order. Payment terms may be adjusted through mutual agreement between the participating entity, the authorized dealer, and/or Larue, depending on project scope and specific requirements. Accepted Payment Methods: Larue accepts standard commercial payment methods, including: • Check • Electronic Funds Transfer (EFT) / Wire Transfer All payment transactions are processed either through the authorized dealer network or directly with Larue, depending on the structure of the sale. Documentation: A Certificate of Origin (CO) or Manufacturer's Statement of Origin (MSO) will be provided to the participating entity upon receipt of full payment, when applicable. Larue's approach ensures clear, flexible, and consistent payment terms aligned with standard public procurement practices.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	J.A. Larue Inc. and its authorized dealer network can provide leasing and financing options to Sourcewell participating entities through established third-party financing partners. These options are available upon request and can be structured to meet the specific needs of educational institutions, municipalities, and other governmental entities. Larue works collaboratively with its dealers and financing partners to support flexible solutions, including lease and purchase financing arrangements where applicable. To ensure participating entities receive the most competitive and advantageous terms, Larue encourages customers to also consult with their internal financial departments and Sourcewell-awarded financing providers, such as NCL Government Capital, to fully evaluate all available options. This approach ensures that participating entities benefit from a transparent and flexible financing process aligned with public procurement practices.	*

60	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.	J.A. Larue Inc. utilizes a combination of standard internal documentation and dealer-issued transaction documents to support purchases under an awarded Sourcewell agreement. Transaction Structure: Purchases are typically executed through Larue's authorized dealer network, which serves as the primary point of sale for participating entities. Dealers are responsible for issuing quotations, purchase orders, and final invoices in accordance with Sourcewell requirements. Standard Transaction Documents Include: • Pricing and configuration/order forms outlining equipment specifications and selected options • Dealer-issued quotations and purchase confirmations • Final invoices clearly identifying the Sourcewell contract number and applicable Sourcewell discount • Warranty documentation and product support information Larue has established internal processes and training to ensure that all authorized dealers properly apply Sourcewell contract terms. This includes clearly referencing the contract number and displaying the corresponding discount on all customer-facing documents. In addition, Larue provides standardized pricing tools and order forms to ensure consistency, accuracy, and transparency across all transactions. All applicable documentation is aligned with standard public procurement practices and is designed to provide participating entities with a clear and straightforward purchasing process. Samples of pricing documents and order forms have been provided as part of this proposal.	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, J.A. Larue Inc. supports the use of P-card procurement and payment processes. As transactions are typically executed through Larue's authorized dealer network, acceptance of P-card payments may vary by dealer. However, many of our dealers do accept P-card payments as part of their standard business practices. In most cases, there are no additional fees associated with the use of P-card payments. Any potential limitations, such as transaction amount thresholds, are determined at the dealer level and will be communicated to the participating entity in advance. Larue works closely with its dealer network to ensure flexible and convenient payment options, while maintaining transparency and alignment with standard procurement practices.	*

62	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. Upload your pricing materials (if applicable) in the document upload section of your response.	J.A. Larue Inc. utilizes a structured, transparent pricing model based on standard list pricing with clearly defined Sourcewell discounts applied at the line-item level. Pricing Structure: Larue's pricing is established through a standardized Pricing & Order Form, which serves as the primary tool for configuring equipment and generating accurate quotations. Each product model is presented in a dedicated pricing tab, where base equipment and optional features are listed with corresponding standard (list) pricing. Sourcewell Discount Application: The pricing model allows for automatic application of Sourcewell discounts when the program is selected. Key features include: • Line-item pricing with visible list prices and discounted prices • Automatic calculation of Sourcewell discounts based on the selected program • Dynamic adjustment of total pricing based on configuration and quantity • Clear display of total discount amount and final customer price This approach ensures full transparency for participating entities, with all pricing elements clearly identified. Dealer Integration: Authorized dealers utilize the same standardized pricing and order forms, ensuring consistency across all transactions. Dealers are trained to apply Sourcewell pricing correctly and to clearly identify: • Sourcewell contract participation • Applicable discount rates • Final pricing provided to the customer Scalability and Flexibility: The pricing model supports both single-unit purchases and multi-unit orders, with discounts applied accordingly based on program terms and order structure. Documentation: Detailed pricing data, including list pricing and Sourcewell discounted pricing for all proposed equipment and options, is provided within the submitted pricing materials and order forms. Overall, Larue's pricing model is designed to provide clarity, consistency, and ease of use, ensuring that Sourcewell participating entities can quickly understand pricing, apply discounts, and complete transactions efficiently.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	J.A. Larue Inc. offers a structured pricing model based on Standard List Price (MSRP) for Sourcewell participating entities. The pricing proposed represents a base discount of 5% off Standard List Price (MSRP). All discounts are applied directly to standard list pricing and are clearly identified in the Larue Pricing & Order Form, ensuring full transparency for the customer.	*

64	Describe any quantity or volume discounts or rebate programs that you offer.	J.A. Larue Inc. offers a structured pricing model that includes quantity-based discounts to support larger fleet acquisitions. The following discounts apply based on the quantity of the same model ordered on a single purchase order: • Orders of one (1) or two (2) units of the same model on a single purchase order: 5% discount off Standard List Price (MSRP) • Orders of three (3) to nine (9) units of the same model on a single purchase order: 7% discount off Standard List Price (MSRP) • Orders of ten (10) or more units of the same model on a single purchase order: 10% discount off Standard List Price (MSRP) These discounts are not cumulative and are applied based on total quantity thresholds within the same purchase order, ensuring a clear and consistent pricing structure. For large-scale or strategic projects, Larue may also collaborate with participating entities to develop tailored pricing solutions aligned with project scope and long-term objectives. This tiered approach provides competitive pricing, scalability, and transparency while supporting efficient procurement through the Sourcewell program.	*
65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or "non-contracted items". 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.	J.A. Larue Inc. supports the inclusion of “open market” or non-contracted items when required to complete a solution for Sourcewell participating entities. Sourced products or services that are not included in the awarded contract may be provided through the authorized dealer network using a cost-plus pricing model. For the purpose of this proposal: • Open market items will be priced at cost plus a maximum of 20% All such items will be clearly identified and quoted separately from contracted items to ensure full transparency. Upon request, participating entities may be provided with supporting documentation or detailed quotations outlining the cost structure of sourced items. Larue and its dealer network will work with participating entities to ensure that any open market items are competitively sourced and aligned with project requirements. This approach provides flexibility while maintaining transparency, consistency, and value for Sourcewell participating entities.	*

66	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. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	J.A. Larue Inc. is committed to transparency in total cost of acquisition. The following elements are not included in the base pricing submitted with this proposal and may be quoted separately as applicable. Dealer-Provided Goods and Services: Any non-factory options, accessories, or services requested by the customer that are not included in the standard configuration will be quoted separately by the authorized dealer. These items are provided at the dealer level to meet specific customer requirements. Set-Up, Installation, and Commissioning: Authorized dealers may apply charges associated with equipment installation, set-up, commissioning, and verification of proper operation. These services are performed by the dealer and are quoted separately based on project scope and location. Pre-Delivery Inspection (PDI): A Pre-Delivery Inspection (PDI) is performed on all equipment prior to delivery to ensure proper operation, including verification of fluid levels, system pressures, and overall performance. PDI costs may be included in dealer services or quoted separately, depending on the dealer and project requirements. Training: A minimum of two (2) hours of product orientation is included at the time of delivery, covering operation and basic maintenance. Any additional or extended training requested by the customer may be quoted separately by the authorized dealer or Larue. Taxes, Duties, and Government Charges: Applicable local, state/provincial, or federal taxes are not included in the submitted pricing. Any duties, import fees, tariffs, surcharges, or other government-imposed charges will be applied as required and are outside of Larue's control. Summary: All additional costs are clearly identified and communicated in advance by the authorized dealer, ensuring transparency and allowing participating entities to make informed purchasing decisions.	*

67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	All proposed pricing is based on FOB (Free On Board) Larue's manufacturing facility located in Quebec City, Quebec, Canada. Freight, delivery, and shipping costs are not included in the equipment pricing and are arranged separately at the time of purchase. Freight and Delivery Process: • Transportation is coordinated by the authorized Larue dealer in collaboration with the participating entity • Shipping methods are selected based on equipment type, destination, and customer requirements • Dealers work with established logistics partners to ensure safe and efficient delivery Cost Structure: • Freight and delivery charges are quoted separately and are not included in the base equipment price • These costs are not subject to Sourcewell discounts or administrative fees • All transportation costs are clearly identified and communicated to the customer prior to order confirmation Flexibility and Coordination: Larue and its dealer network work closely with participating entities to coordinate delivery schedules, optimize transportation methods, and ensure equipment arrives in proper condition and ready for commissioning. This approach provides flexibility while maintaining full transparency, allowing participating entities to clearly understand and manage all freight-related costs.	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	J.A. Larue Inc. supports delivery to all regions, including Alaska, Hawaii, Canada, and offshore locations, through a coordinated logistics approach involving its authorized dealer network and established transportation partners. Canada: • Delivery is managed through Larue's Canadian dealer network or directly by Larue where applicable • Transportation methods are adapted based on distance, equipment size, and customer requirements • Freight costs are quoted separately and communicated in advance Alaska: • Deliveries typically involve a combination of ground and marine transportation • Authorized dealers coordinate logistics with specialized carriers to ensure safe and efficient delivery • Additional transit time and associated costs may apply due to geographic location Hawaii and Offshore Locations: • Deliveries are primarily conducted via ocean freight using containerized or specialized shipping methods • Equipment is prepared and secured to meet maritime shipping requirements • Larue and its dealers coordinate port handling, shipping schedules, and delivery logistics General Considerations: • Freight and delivery costs are quoted separately from equipment pricing • Delivery timelines may vary depending on destination, transportation method, and seasonal conditions • All costs and logistics details are clearly communicated prior to order confirmation Larue and its dealer network work closely with participating entities to plan and coordinate deliveries, ensuring reliable transportation and proper handling of equipment, even in remote or offshore locations.	*

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	J.A. Larue Inc. offers flexible and customized distribution and delivery solutions tailored to the specific needs of Sourcewell participating entities. Delivery Methods: Larue supports a wide range of delivery methods, including: • Conventional truck delivery coordinated through the authorized dealer network • Specialized transport solutions for oversized or high-capacity equipment • Containerized shipping for international and remote deliveries • Multimodal logistics (combining road, rail, and marine transportation) for complex destinations Turnkey Delivery Solutions: Larue is able to provide turnkey delivery solutions, including full coordination of logistics from factory to final destination. This includes transportation planning, equipment preparation, and coordination with local partners to ensure proper delivery and readiness for operation. Proven Capability in Complex Deliveries: Larue has demonstrated the ability to successfully deliver equipment to challenging and remote locations. For example, Larue has completed deliveries to international destinations, including U.S. military bases in Japan, requiring coordinated logistics involving ocean freight and multi-stage transportation. Operational Benefits: These flexible delivery options allow Larue to: • Adapt to a wide range of geographic and operational requirements • Ensure safe and efficient transport of equipment • Support delivery to remote, international, or logistically complex locations • Provide participating entities with a streamlined and reliable delivery experience Overall, Larue's distribution and delivery approach is designed to provide flexibility, reliability, and the ability to support even the most complex logistical requirements.	*

70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	J.A. Larue Inc. maintains structured internal controls and oversight processes to ensure full compliance with the terms of the Sourcewell agreement, including accurate pricing application and consistent contract execution. Self-Audit and Compliance Program: Larue's self-audit approach includes the following key elements: • Standardized Pricing Controls All Sourcewell pricing is managed through controlled internal pricing tools and documentation. These tools are standardized and shared with the authorized dealer network to ensure consistent and accurate application of contract pricing. • Dealer Alignment and Oversight Larue provides clear guidelines, training, and ongoing communication to its dealers regarding Sourcewell contract requirements. Dealers are required to adhere to established pricing structures, ensuring consistency across all transactions. • Quote Verification and Support Larue supports dealers in reviewing and validating quotations, particularly for larger or strategic projects, to ensure alignment with Sourcewell pricing, terms, and total cost requirements. • Sales Tracking and Reporting All Sourcewell-related transactions are tracked and monitored. Larue works closely with its dealer network to ensure accurate reporting of contract usage, participating entity information, and compliance with administrative requirements. • Periodic Internal Reviews Larue conducts periodic internal audits of Sourcewell transactions to verify proper pricing application, contract compliance, and adherence to established processes. Any discrepancies identified are addressed promptly and corrective actions are implemented. • Continuous Communication with Sourcewell Larue maintains ongoing communication with Sourcewell representatives to ensure alignment with contract expectations and to proactively address any compliance-related questions or updates. Compliance Outcome: Through these processes, Larue ensures that all participating entities consistently receive correct Sourcewell pricing, and that all transactions are executed in a transparent, controlled, and compliant manner.	*

71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	J.A. Larue Inc. actively tracks internal performance metrics to ensure the successful implementation, utilization, and continuous improvement of the Sourcewell agreement. Larue works closely with its authorized dealer network, particularly during the quotation process, to provide guidance and feedback on effectively positioning and leveraging the Sourcewell program with participating entities. Key Performance Metrics: • Total number of Sourcewell quotations generated per quarter • Percentage of total quotations attributed to Sourcewell participation • Conversion rate from quotation to purchase order under Sourcewell • Win/loss ratio of Sourcewell quotations compared to non-Sourcewell quotations • Dealer engagement and participation levels within the Sourcewell program In addition to sales-related metrics, Larue also monitors: • Accuracy of pricing application and compliance with Sourcewell terms • Responsiveness to customer and dealer inquiries • Customer feedback and satisfaction indicators when available Continuous Improvement: These metrics are reviewed regularly to identify trends, improve dealer performance, and enhance overall program effectiveness. Larue uses this data to refine its approach, support its dealer network, and ensure that participating entities receive maximum value from the Sourcewell contract. Through this structured performance monitoring approach, Larue is committed to maintaining a high level of service, transparency, and continuous improvement throughout the duration of the agreement.	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	J.A. Larue Inc. proposes an administrative fee of 2% payable to Sourcewell on all completed transactions under the awarded agreement. This administrative fee is calculated as a percentage of the total sales value for transactions completed with Sourcewell participating entities during each reporting period, as defined in the agreement. Larue is committed to maintaining competitive pricing and confirms that this administrative fee will not be passed on as a separate charge to participating entities. The fee is incorporated within Larue's pricing structure. This approach ensures transparency, compliance with Sourcewell requirements, and continued value for participating entities.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	J.A. Larue Inc. confirms that the pricing and discounts offered under this proposal are equal to or better than those typically provided to Group Purchasing Organizations (GPOs), cooperative procurement organizations, and state purchasing contracts. Larue is committed to providing Sourcewell with its most competitive pricing, ensuring that participating entities receive pricing that is at least as favorable as any other cooperative or public procurement contract. Our objective is to maximize value, support adoption of the Sourcewell program, and provide a simple, efficient, and competitive procurement solution for all participating entities. Larue will maintain pricing parity and ensure that Sourcewell remains a preferred purchasing channel for its products and services.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	J.A. Larue Inc. manufactures and supplies a comprehensive range of high-performance industrial snow removal equipment designed for demanding operational environments. Product Categories: Larue's solutions include: • Loader-Mounted Snow Blowers (D-Series) Heavy-duty snow blowers designed to be mounted on wheel loaders, offering high-capacity snow removal with excellent visibility and single-operator efficiency. • Self-Propelled Snow Blowers (T-Series) Independent, high-performance units designed for large-scale snow removal operations, particularly suited for airports and major infrastructure applications. • Runway and Roadway Brooms High-performance sweeping equipment designed for runway and roadway maintenance, ensuring effective snow and debris removal. • Snow Plows A range of plow solutions designed for various applications, including municipal roads, airports, and industrial sites. Applications: Larue equipment is used across a wide range of sectors, including: • Airports and aviation authorities • Municipalities and public works departments • State and provincial transportation agencies (DOTs) • Contractors and snow removal service providers • Industrial facilities and ski resorts New and Used Equipment: Larue primarily offers new equipment as part of this proposal. However, used or refurbished equipment may be available on a case-by-case basis through Larue or its authorized dealer network, depending on availability and customer needs. Customization and Options: Larue provides a wide range of configurable options and custom solutions to meet specific operational requirements. Equipment can be tailored based on application, environment, and customer preferences. Overall Offering: Larue's solutions are designed to deliver high productivity, reliability, and operator safety while supporting efficient snow removal operations in the most demanding conditions. Through its comprehensive product range and adaptable configurations, Larue is able to meet the diverse needs of Sourcewell participating entities.	*
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	• Loader-Mounted Snow Blowers • Self-Propelled Snow Blowers • Runway and Roadway Brooms • Snow Plows (Airport and Municipal Applications) • Airport Snow Removal Equipment (Blowers, Brooms, and Plows) • Multi-Task Equipment (MTE)	*

Table 7B: Depth and Breadth of Offered Solutions

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.

Line Item	Category or Type	Offered *	Comments	

76	Plows	(•) Yes ( ) No	Larue offers plows ranging from 18 to 24 feet in width, specifically designed for seamless integration with our T-Series models. These plows are available in both high-strength steel and polyethylene configurations, allowing customers to select the optimal solution based on their operational environment and performance requirements. The steel option provides maximum durability for heavy-duty applications, while the polyethylene option offers reduced weight and lower surface friction, improving glide and minimizing wear on both the equipment and cleared surfaces. These design advantages contribute directly to increased clearing efficiency, reduced fuel consumption, and improved overall productivity (greater area cleared per hour). Larue plows are engineered for high-performance snow removal in demanding environments, including airports, highways, and municipal operations, where reliability, speed, and consistency are critical to maintaining safe operations. In addition, Larue maintains a flexible engineering approach and can adapt or customize its equipment to meet specific customer requirements, where such modifications can further enhance operational performance and efficiency.	*
77	Blades	( ) Yes (•) No	N/A	*
78	Wings	( ) Yes (•) No	N/A	*
79	Blowers	(•) Yes ( ) No	Larue offers the largest selection of loader-mounted and self-propelled snowblowers, meaning you're sure to find equipment to fit the tightest requirements. Our 16 différent models are designed to exceed expectations and keep your community safe and mobile.	*

80	Snow Removal Brooms	◉ Yes ○ No	Larue offers a range of high-performance brooms from 18 to 22 feet in width, designed for seamless integration with our equipment, including T-Series models. These brooms are engineered to deliver superior snow, slush, and debris removal performance across demanding operating environments. A wide selection of brush options is available to meet specific customer needs, including configurations optimized for runway friction maintenance, FOD (Foreign Object Debris) removal, and varying snow conditions. This allows operators to tailor the broom performance based on surface type and operational requirements. Larue brooms are designed with durability, efficiency, and ease of operation in mind. Their robust construction ensures long service life, while optimized brush performance contributes to effective surface cleaning, reduced passes, and improved runway condition recovery times. These advantages translate into increased operational efficiency, reduced fuel consumption, and enhanced productivity (greater area cleared per hour)—critical factors in airport, highway, and municipal operations where safety and uptime are essential. In addition, Larue maintains a flexible engineering approach and can adapt or customize its broom configurations to meet specific customer requirements, further enhancing performance, compliance, and operational efficiency.	*
81	Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids	○ Yes ◉ No	N/A	
82	Snow melting equipment	○ Yes ◉ No	N/A	
83	Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling	○ Yes ◉ No	N/A	

84	Parts, supplies, accessories, and services related to the upkeep, repair, or maintenance of the offering of equipment described above	(•) Yes ( ) No	J.A. Larue Inc. offers a complete range of parts, supplies, accessories, and services to support the upkeep, repair, and maintenance of its equipment. A standard discount of 5% off list price is offered on parts and accessories for Sourcewell participating entities. Parts and service support are provided through Larue's authorized dealer network, ensuring: • Access to genuine OEM parts • Timely parts availability • Local service and maintenance support • Technical assistance and troubleshooting In addition to parts supply, Larue and its dealers provide maintenance services, repairs, and technical support to ensure equipment reliability and long-term performance. This approach ensures that participating entities receive consistent, high-quality support throughout the lifecycle of their equipment.

85	Describe in detail any complementary and additional services included in your proposal for services such as snow and ice handling as a service, contracted work, or other services related to the snow and ice handling equipment offered. Provide details related to third parties involved and how the services are provided to agencies.	○ Yes ◉ No	Larue's primary focus is on the design, manufacturing, and support of high-performance snow and ice handling equipment. While Larue does not directly provide "snow removal as a service" or contracted snow clearing operations, we support such activities through a comprehensive network of authorized dealers and partners. Dealer and Partner Support: Larue works closely with an established network of authorized dealers and service partners across North America. These partners may offer complementary services to agencies, including equipment commissioning, operator training, maintenance programs, parts support, and, in some cases, contracted snow removal services depending on the region. Equipment Support Services: Larue provides a full range of services to ensure optimal equipment performance and lifecycle value, including: Equipment commissioning and on-site setup Operator training and certification programs Preventive maintenance support and technical assistance Parts distribution through our dealer network Access to digital resources through our dealer and customer portal (Larue Academy) Collaboration with Agencies: Larue supports agencies directly and through its dealer network to ensure that equipment is properly integrated into their operations. When third-party services are involved (such as local contractors or dealer-provided services), these are coordinated at the regional level to meet the specific needs of the agency. Flexible Approach: Larue maintains a flexible and customer-focused approach and can collaborate with agencies and local partners to support specific operational requirements, ensuring that the equipment and associated services deliver maximum performance and efficiency.	

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 86. 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 redline 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?	Acknowledgement *
	○ Yes ◉ No

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 - Larue - Equipment Pricing & Order Form 2026 USD D-Series.zip - Tuesday February 24, 2026 14:50:20
- Financial Strength and Stability - Finance.zip - Tuesday March 31, 2026 12:47:06
- Marketing Plan/Samples - Sourcewell visibility by Larue.zip - Tuesday March 31, 2026 13:02:18
- WMBE/MBE/SBE or Related Certificates - Warranty.zip - Tuesday March 31, 2026 14:16:20
- Standard Transaction Document Samples - Larue - Equipment Pricing & Order Form 2026 USD.zip - Tuesday March 31, 2026 12:57:32
- Requested Exceptions (optional)
- Upload Additional Document - Support.zip - Tuesday March 31, 2026 13:06:12

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. - David Olivier, International Dealers Manager, J.A. Larue inc

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_4_Snow_and_Ice_Handling_Equipment_RFP_033126 Fri March 20 2026 03:28 PM	☑	1
Addendum_3_Snow_and_Ice_Handling_Equipment_RFP_033126 Wed March 18 2026 09:58 AM	☑	1
Addendum_2_Snow_and_Ice_Handling_Equipment_RFP_033126 Mon March 16 2026 01:38 PM	☑	1
Addendum_1_Snow_and_Ice_Handling_Equipment_RFP_033126 Fri March 13 2026 08:32 AM	☑	1

RFP #033126
REQUEST FOR PROPOSALS
for
Snow and Ice Handling Equipment, Supplies, and Accessories

Proposal Due Date: March 31, 2026, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Snow and Ice Handling Equipment, Supplies, and Accessories 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. 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 March 31, 2026, at 4:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	February 10, 2026
Pre-proposal Conference:	March 5, 2026, 10:00 a.m., Central Time
Question Submission Deadline:	March 23, 2026, 4:30 p.m., Central Time
Proposal Due Date:	**March 31, 2026, 4:30 p.m., Central Time** Late responses will not be considered.
Opening:	March 31, 2026, 4:30 p.m., Central Time See RFP Section V.G. "Opening"

I. ABOUT SOURCEWELL

A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and master agreement award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and master agreement expanding the reach of awarded suppliers' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

B. USE OF RESULTING MASTER AGREEMENTS

In the United States, Sourcewell's master agreements are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

The following entities are listed in this solicitation to satisfy the procurement requirements of Oregon, Utah, and Virginia [Political Subdivision List - Oregon, Utah, and Virginia].

In Canada, Sourcewell's master agreements are available for use by current and future members including:

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;

- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;
- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Canoe procurement group of Canada's current and future members. Canoe members include:
  - Federal, provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
  - Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
  - Indigenous self-governing bodies;
  - Airport authorities;
  - Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities; and
  - Canoe procurement group of Canada's current and future partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, Northwest Territories Association of Communities, Association of Yukon Communities, CivicInfo BC, Association and their current and future members.

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country): https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator.

Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In addition, where applicable, other purchasing cooperatives and procurement officials receive notice and are encouraged to re-post the solicitation opportunity.

Proof of publication will be available at the conclusion of the solicitation process.

C. INTERGOVERNMENTAL SUPPORT AGREEMENTS

Pursuant to 10 U.S.C. § 2679, United States Department of Defense authorized installations may access Sourcewell's awarded cooperative purchasing master agreements through an Intergovernmental Support Agreement with Sourcewell. All transactions completed through this Intergovernmental Support program are directly facilitated by Sourcewell and may be subject to additional terms and conditions.

II. SOLICITATION DETAILS

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and are commonly desired or are required by law or industry standards. Participating Entities are responsible for conducting due diligence and ensuring compliance with state, federal, local laws, and specific funding requirements in consultation with legal counsel.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, school district, or regional cooperative.

1. Sourcewell is seeking proposals for Snow and Ice Handling Equipment, Supplies, and Accessories designed or principally intended for moving, removing, and controlling snow and ice, such as:

   a. Plows, blades, wings, blowers, and snow removal brooms;
   b. Distribution equipment (spreaders or sprayers) designed for the application of de-icing or anti-icing solids or liquids;
   c. Snow melting equipment; and,
   d. Dump bodies, specialty equipment, and air or hydraulic systems, related to upfitting or modification primarily for snow and ice handling.

Proposers may include a **complementary** offering of services, parts, supplies, and accessories, related to the upkeep, repair, or maintenance of their offering of equipment as described in subsections 1. a. – 1. d. above.

2. This solicitation does not include the equipment, products, or services covered under categories included in pending or planned Sourcewell solicitations, or in master agreements currently maintained by Sourcewell, identified below:

a. Trailers with Related Equipment, Accessories, and Services (RFP #092922); with the exception of purpose-built trailers designed exclusively for snow and ice handling;
b. Airport Runway Equipment with Related Supplies and Services (RFP #111522);
c. Heavy Construction Equipment with Related Attachments, and Technology (RFP #011723);
d. Medium Duty and Compact Construction Equipment with Related Attachments (RFP #020223);
e. Portable Construction Equipment with Related Accessories and Attachments (RFP #020923)
f. Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems (RFP #031423);
g. Ag Tractors with Related Attachments, Accessories, and Supplies (RFP #082923);
h. Class 4-8 Chassis and Cabs with Related Equipment, Accessories, and Services (RFP #032824), with the exception of turnkey solutions identified in subsections 1. a. – d. above;
i. Rental Equipment, Products, and Related Services (RFP #040924);
j. Road Right-of-Way Maintenance Equipment (RFP #032525);
k. Roadway Maintenance Equipment (RFP #050625);
l. Street and Specialty Sweepers with Related Equipment, Accessories, and Supplies (RFP #062425); and,
m. Ice Rink and Arena Equipment with Related Supplies and Services (RFP #081425).

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment-only or products-only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting master agreement. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting master agreement.

Sourcewell encourages suppliers to offer the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

C. REQUIREMENTS

It is expected that proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. PROSPECTIVE MASTER AGREEMENT TERM

The term of any resulting master agreement(s) awarded by Sourcewell under this solicitation will be four years. Sourcewell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcewell and its Participating Entities. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar master agreements, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD 80M; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

F. MARKETING PLAN

Proposer’s sales force will be the primary source of communication with Participating Entities. The proposer’s Marketing Plan should demonstrate proposer’s ability to deploy a sales force or dealer network to Participating Entities, as well as proposer’s sales and service capabilities. It is expected that proposer will promote and market any master agreement award.

G. ADDITIONAL CONSIDERATIONS

1. Master agreements will be awarded to proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.
3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the proposal. Sourcewell reserves the right to verify proposer's information and may request clarification from a proposer, including samples of the proposed equipment or products.
5. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
6. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell master agreement may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
   a. **Line-item Pricing** is pricing based on each individual product or service**.** Each line must indicate the proposer's published "List Price," as well as the "Master Agreement Price."
   b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any master agreement resulting from this RFP.
2. The proposer's not to exceed price. A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the agreed upon price.
3. Stated in U.S. and Canadian dollars (as applicable).

4. Clearly understandable, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the proposer. Additionally, proposers should clearly describe any unique distribution and/or delivery methods or options offered in the proposal.

B. ADMINISTRATIVE FEES

Proposers awarded a master agreement are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting master agreements. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

IV. MASTER AGREEMENT

Proposers awarded a master agreement will be required to execute a master agreement with Sourcewell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the Master Agreement reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the proposal being disqualified from further review and evaluation.

To identify any exception, or to request any modification, to Sourcewell's 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 "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal and uploaded as part of its response. Only those exceptions noted at the time of the proposal submission will be considered.
Exceptions must:

1. Clearly identify the affected article and section.
2. Clearly note the requested modification; and as applicable, provide requested alternative language.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the master agreement document provided to the awarded supplier for signature.

If a proposer receives a master agreement award resulting from this solicitation it will have up to 30 days to sign and return the master agreement. After that time, at Sourcewell's sole discretion, the master agreement award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted in the Solicitation Schedule for this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential proposers to ask questions regarding this RFP and Sourcewell's competitive procurement process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

All questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

C. ADDENDA

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the proposer by checking the box for each addendum. It is the responsibility of the proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the proposer's proposal status to INCOMPLETE. The proposer can view this status change in the "MY BIDS" section of the

Sourcewell Procurement Portal Vendor Account. The proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer's proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

1. make any required adjustments to its proposal;
2. acknowledge the addenda; and
3. ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to 24 hours to respond to certain issues.

Upon successful submission of a proposal, the Sourcewell Procurement Portal will automatically generate a confirmation email to the proposer. If the proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the proposer has obtained this solicitation document from a third party, the onus is on the proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Sourcewell Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential master agreement award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a master agreement award and may subject the proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

1. In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
2. Complete. A proposal will be rejected if it is conditional or incomplete.
3. Submitted in English.
4. Valid and irrevocable for 150 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the proposer.

F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a proposer may withdraw its proposal.

G. OPENING

The Opening of proposals will be conducted in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.”

Members of the public may attend the Opening at Sourcewell’s office located at 202 12th Street NE, Staples, MN to hear the results.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more master agreements to responsive and responsible proposers offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of proposers that Sourcewell determines is necessary to meet the needs of its Participating Entities.

Factors to be considered in determining the number of master agreements to be awarded in any category may include the following:

1. Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
2. The number and geographic location of highest-scoring proposers that offer:
   a. A comprehensive selection of the requested equipment, products, or services;
   b. A sales and service network ensuring availability and coverage for Participating Entities’ use; and

c. Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, and goals.

Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell has any knowledge about a specific supplier or product.

B. AWARD(S)

Award(s) will be made to the highest-scoring proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (a copy is available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	Pass/Fail
Financial Viability and Marketplace Success	50
Ability to Sell and Deliver Solutions	150
Marketing Plan	100
Value Added Attributes	100
Depth and Breadth of Offered Solutions	200
Pricing	400
TOTAL POINTS	**1000**

C. PROTESTS OF AWARDS

Any protest made under this RFP by a proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, Staples, MN 56479. All documents that comprise the complete protest package must be received, and time stamped at the Sourcewell office by 4:30 p.m., Central Time, no later than 10 calendar days following Sourcewell's notice of master agreement award(s) or non-award. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal's content will not be entertained.

A protest must include the following items:
- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;

- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of $20,000 (except where prohibited by law or treaty).

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any master agreement, and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for master agreements or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a proposal;
- Disqualify any proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any proposer; and negotiate with more than one proposer;
- Award a master agreement if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a master agreement to one or more proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Chapter 13, after negotiations are complete, including pricing and financial data. Sourcewell considers negotiations complete upon execution of a resulting master agreement.

Proposers are explicitly cautioned not to submit any data that they consider to be confidential, proprietary, or trade secret, as such data will not be treated as confidential and will be subject to public disclosure in accordance with Minnesota law.

3/13/2026
Addendum No. 1
Solicitation Number: RFP 033126
Solicitation Name: Snow and Ice Handling Equipment, Supplies, and Accessories

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We currently hold Contract #020223 and based on the Pre-Proposal conference we are excluded from this RFP. Can we use our current contract to fulfill snow and ice handling requirements in the state of New York?

Answer 1:

As stated in this RFP, equipment included in RFP #020223 for Medium Duty and Compact Construction Equipment are excluded from this RFP, just as RFP #062222 for Snow and Ice Handling Equipment, Supplies, and accessories are excluded from RFP #020223. This RFP is seeking proposals for Snow and Ice Handling Equipment, Supplies, and Accessories designed or principally intended for moving, removing, and controlling snow and ice. All offerings utilizing Sourcewell master agreements must be products or services as described in the Requested Equipment, Products and Services.

End of Addendum

Acknowledgement of this Addendum to RFP 033126 posted to the Sourcewell Procurement Portal on 3/13/2026, is required at the time of proposal submittal.

3/16/2026
Addendum No. 2
Solicitation Number: RFP 033126
Solicitation Name: Snow and Ice Handling Equipment, Supplies, and Accessories

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

I do not see any Diversity preference in the material. Would a Service Disabled Veteran Owned Small Business get preference like other state and federal opportunities for this solicitation?

Answer 1:

There is no diversity set aside or preference. However, it is a part of the value-add criteria. Refer to Section VI., Article B. of the RFP and to table 5B of the questionnaire.

Question 2:

How do I add a work colleague to access and assist with the bid document?

Answer 2:

Refer to the “Create Account Guide” under the Resource Materials on the Portal homepage. For technical support, reach out to support@bidsandtenders.ca.

End of Addendum

Acknowledgement of this Addendum to RFP 033126 posted to the Sourcewell Procurement Portal on 3/16/2026, is required at the time of proposal submittal.

3/18/2026
Addendum No. 3
Solicitation Number: RFP 033126
Solicitation Name: Snow and Ice Handling Equipment, Supplies, and Accessories

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Given that our products are based on Commodity items, Such as Steel, Tungsten, and similar products, pricing for which is constantly changing. Is it permissible to offer a price sheet showing our current list prices in one column and Sourcewell pricing in the next column showing each potential purchaser what the maximum Sourcewell price would be?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. Each proposer, in its discretion, will determine and articulate the pricing approach that aligns with its business methods and satisfies all the requirements of the RFP. All proposed pricing must be clearly understandable, complete, and fully describe the total cost of acquisition. Proposals are evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 033126 posted to the Sourcewell Procurement Portal on 3/18/2026, is required at the time of proposal submittal.

3/20/2026
Addendum No. 4
Solicitation Number: RFP 033126
Solicitation Name: Snow and Ice Handling Equipment, Supplies, and Accessories

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

For our Snow & Ice Submission, can you please advise as to what this is:
Provide your CAGE code or Unique Entity Identifier (SAM)
We don't recognize these terms. What does 'SAM' stand for?

Answer 1:

A CAGE code stands for "Commercial and Government Entity" and is a unique identifier assigned to suppliers to various government or defense agencies, as well as to government agencies themselves, and also various organizations. A SAM (System for Award Management) code, often referred to as a Unique Entity ID (UEI), is an identifier generated at SAM.gov to identify businesses, nonprofits, and organizations doing business with the U.S. federal government. A CAGE or Unique Entity Identifier (SAM) code is not required to be considered for, or awarded, a Sourcewell contract. Proposals are evaluated based on the criteria as stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 033126 posted to the Sourcewell Procurement Portal on 3/20/2026, is required at the time of proposal submittal.