

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: P.L. Custom Body & Equipment Co., Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and P.L. Custom Body & Equipment Co., Inc., 2201 Atlantic Avenue, Manasquan, NJ 08736-1097 (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 December 8, 2029, 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 #082025), Category 2: Specialty Apparatus and Equipment, to Participating Entities. In Scope solutions include:
- a. **Category 2: Specialty Apparatus and Equipment**, including, but not limited to:
- i. Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, rescue vehicles, mobile foam units, and custom rescue trailers;
 - ii. Equipment, options, accessories, components, and supplies **complementary** to the offering of the unit types described in i. above;
 - iii. Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii. above; and,
 - iv. **Category 2** responders ***MAY*** include **complementary** Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response.
- 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 Sourcwell 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: Sourcwell and Supplier Obligations

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

- 1) **Authorized Sellers.** Supplier must provide Sourcwell 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. Sourcwell 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 Sourcwell Price and Product Change Request Form to Sourcwell. At a minimum, the request must:
 - Identify the applicable Sourcwell 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 Sourcwell 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 Sourcwell for this Agreement and must provide prompt notice to Sourcwell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcwell and Participating Entity inquiries; and
 - Participation in reviews with Sourcwell.

Sourcwell'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, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - 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

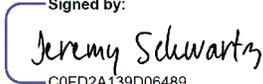
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

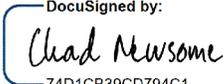
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

P.L. Custom Body & Equipment Co., Inc.

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 12/5/2025 | 2:39 PM CST

DocuSigned by:

 74D1CB39CD794C1...
 By: _____
 Chad Newsome
 Title: National Sales Manager
 Date: 12/5/2025 | 2:26 PM CST

RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

Vendor Details

Company Name: P.L. Custom Body and Equipment Co., Inc.

Does your company conduct business under any other name? If yes, please state: PL Custom Emergency Vehicles (ambulances, remounts, conversions) and Rescue 1 (rescues, command, haz-mat)

Address: 2201 Atlantic Avenue
Manasquan, NJ 08736

Contact: Chad Newsome

Email: cnewsome@plcustom.com

Phone: 732-223-1411 149

Fax: 732-223-8456

HST#: 41-1310360

Submission Details

Created On: Wednesday July 02, 2025 06:55:49

Submitted On: Monday August 18, 2025 14:49:35

Submitted By: Chad Newsome

Email: cnewsome@plcustom.com

Transaction #: 2e5f130f-d970-4dec-b210-c43ea92f95ec

Submitter's IP Address: 147.243.188.231

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.	P.L. Custom Body and Equipment Co., Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes.
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).	There are no subsidiary affiliates. Rescue 1 is the product name and D.B.A. of the division of P.L. Custom Body and Equipment Co., Inc.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code - 05UV4 UEI (SAM) - CEB2CCKN1HY5
5	Provide your NAICS code applicable to Solutions proposed.	NAICS - 336211
6	Proposer Physical Address:	2201 Atlantic Avenue Manasquan, NJ 0876 -1097
7	Proposer website address (or addresses):	https://rescue1mfg.com/ https://plcustom.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):	Chad Newsome National Sales Manager P.L. Custom Body and Equipment Co., Inc. 2201 Atlantic Avenue Manasquan, NJ 08736-1097 cnewsome@plcustom.com 732.223.1411 ext. 149
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Chad Newsome National Sales Manager P.L. Custom Body and Equipment Co., Inc. 2201 Atlantic Avenue Manasquan, NJ 08736-1097 cnewsome@plcustom.com 732.223.1411 ext. 149
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Deborah L. Thomson President P.L. Custom Body and Equipment Co., Inc. 2201 Atlantic Avenue Manasquan, NJ 08736-1097 debthomson@plcustom.com 732.223.1411

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>P.L. Custom Body and Equipment Co., Inc. (PLCB) is a closely held, independently owned C-Corporation manufacturer, located in Manasquan, NJ which is in Monmouth County. We have been in the business of serving the emergency services community with the manufacturing of ambulances, rescue trucks, and other specialty response units since 1946. 2026 marks our 80th anniversary. The business has been operated by the Smock Family since 1970 and we are proud to announce that First Priority Group (FPG) acquired PLCB on August 1, 2025. With this acquisition, both First Priority Group and PL Custom Emergency Vehicles will continue operations independently, maintaining their current management teams, employees, and facilities.</p> <p>"This partnership is about growth, not change. Our mission is to partner with PL Custom as they continue to operate independently. Together, we're preserving the values that matter most in this industry - culture and dedication to serving first responders." said Alex Cherepakhov, CEO of First Priority Group.</p> <p>P.L. Custom Body and Equipment Co., Inc, D.B.A. Rescue 1, manufactures walk around and walk in extreme duty rescue trucks. As a custom builder of emergency vehicles, we employ 175 full time employees at our Manasquan, NJ location. Many of our employees have been with the company for 20, 25, 30, 35, 40, 45, and yes, even 50 years! Our longevity and loyalty are supported by the true family commitment that we have for our employees. The tribal knowledge these longtime employees have is invaluable to both our company and our customers.</p> <p>Central to our core values is a dedication to the design and manufacturing of reliable, durable, and serviceable emergency vehicles that are customized to meet and exceed the specific needs of our customers. We are known as a company that stands behind our products and will always do the right thing when it comes to our customers.</p>
12	What are your company's expectations in the event of an award?	<p>This will be our third rescue bid with Sourcewell, having first started with NJPA in 2018. Coupled with our three other bids for our ambulance division, PL Custom Emergency Vehicles, this will total six bids with Sourcewell. In the event of an award by Sourcewell for this solicitation, we would expect to see a continuation and growth in acceptance by Sourcewell members to work with Rescue 1 and we would actively promote Sourcewell membership to our existing customers. Sourcewell members consistently point out the ease of working with this specific cooperative purchasing program. We believe in Sourcewell so strongly that we have chosen to not participate in any other national cooperative purchasing program.</p>
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 IDENTIFIABLE INFORMATION.	<p>P.L. Custom Body and Equipment Co., Inc. had annual revenue of \$ 28,327,801.00 in 2024. This was generated from the manufacture and sale of ambulance vehicles, rescue vehicles, ambulance body remounts, service, and parts sales. Our financial statements for 2024/2023 are included in our submission.</p> <p>We enjoy a strong and long-term relationship with Provident Bank, with credit lines for both chassis and working capital. We also have a relationship with Ford Motor Credit and a chassis credit line of \$3,000,000.00. Our approved interest rate for both of these lines is at prime.</p> <p>Our performance bond rating with NGM Insurance Company is strong and has been maintained for many years at a percentage rate of >1%.</p>
14	What is your US market share for the Solutions that you are proposing?	<p>Our US market share for the rescue trucks in our solution is approximately 8% per data reported by AMA - the Fire Apparatus Manufacturers' Association.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>We currently do not market our rescue trucks in Canada.</p>
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.	<p>There are no current or completed bankruptcy proceedings involving P.L. Custom Body and Equipment Co., Inc.</p>

17	<p>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).</p> <p>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?</p> <p>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?</p>	<p>P.L. Custom Body and Equipment Co., Inc. is a manufacturer of custom ambulances, rescue trucks, and other emergency vehicles.</p> <p>Answering b) Rescue 1 is a manufacturer of custom walk around and walk in extreme duty rescues. Additionally, Rescue 1 is a re-mounter of existing rescue trucks. We have a strong network of independently owned sales and service dealers in twenty-nine states. These individuals would be considered employees of a third party .</p> <p>Our dealers maintain a sales distribution agreement with P.L. Custom Body and Equipment Co., Inc. which details their respective areas of responsibility, performance expectations, and service requirements. Sales and service in New Jersey is provided by New Jersey Emergency Vehicles (NJEV), a division of PLCB. This staff of 32 sales, service technicians, and support staff are all employees of PLCB and is also located our of our factory location in Manasquan.</p>
18	<p>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.</p>	<p>PLCB maintains Certification to NFPA (the National Fire Protection Association), Federal Specification KKK-A-1822 Rev. F, Ford QVM, CAAS, and OSHA. We maintain manufacturer licenses in all states that require it. We are current members of NFPA, FAMA (Fire Apparatus Manufacturers' Association) and NTEA / AMD (National Truck Equipment Association / Ambulance Manufacturer Division).</p>
19	<p>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 Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>There are no current or past debarments or suspensions involving P.L. Custom Body and Equipment Co., Inc.</p>
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Recipient of Sourcwell's Pioneer Award in 2024 (Chad Newsome)</p> <p>Scheduled to present at the upcoming FDSOA (Fire Department Safety Officers Association) Annual Meeting in Scottsdale AZ (Cad Newsome)</p> <p>Ford QVM approval rating of 98.5%</p> <p>NTEA/AMD member company since 1987</p> <p>NTEA/AMD Executive Board Member, Deborah L. Thomson, active member and former chair of the division.</p> <p>Member of FAMA - Fire Apparatus Manufacturers' Association.</p>
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>95% of our vehicle sales are to government / municipal customers; local / city fire / emergency medical services (EMS) departments, large county fire / EMS departments. 5% of our vehicle sales are to hospital-based EMS providers.</p>
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>This is not a marketplace that we are engaged in.</p>
23	<p>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?</p>	<p>Since our last Sourcwell awarded contract, we have not continued with the Houston Galveston Area Cooperative (HGAC). Some of our dealers still belong to some state specific cooperatives, such as Pennsylvania Co-Stars and Florida Sheriffs. The dealers have dropped some state specific cooperatives, such as FCAM (MA) and Ohio STS.</p> <p>Here are the annual sales totals that our Sourcwell contract has generated:</p> <p>2022 - \$ 5,316,040.00 2023 - \$ 10,714,351.00 2024 - \$ 10,457,197.00 2025 - \$ 7,346,921.01 (1st & 2nd Quarter)</p>
24	<p>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?</p>	<p>We do not have a contract with the GSA.</p>

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 *	
Apalachin Fire District PO Box 572 Apalachin, NY 13732-0572 Sourcewell Member # 237117	Mike George, Chief	(607) 625-2216	*
Grand Island Fire Company 2275 Baseline Road Grand Island, NY Sourcewell Member # 112313	Omar Sortino, Chief	(716) 773-4334	*
Marlborough Fire Department PO. Box 237 Marlborough CT 06447 Sourcewell Member # 91527	Kevin Asklar, Chief	(860) 295-6219	*

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.	PLCB currently has a sales force in the field of 75 sales representatives.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Our dealer network is comprised of 17 dealerships in 26 states and the District of Columbia. A listing of our dealer network is uploaded for the bid. The states that have direct dealer coverage are Alabama, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Maine, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, Washington DC, and West Virginia. In states where we do not have dealer coverage, members may purchase factory direct with customer inspections, pickup of vehicle, and payment made at the PLCB New Jersey factory location.	*
28	Service force.	All of our dealers offer full service through their own dealerships in their respective areas of responsibility, not through subcontractors. All sales and service territories are clearly defined with no overlapping areas. In areas where no dealer is present, we partner with either the member's own fleet service department or an independent service provider for warranty support of the product. We have a technical service manager at the factory, along with a service support team, to assist customers in regions without local dealer support.	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Rescue 1 supports our dealer network and customers with a very thorough and detailed proposal process, including specifications, pricing, and computer aided design (CAD) drawings. These are uploaded in our submission. We maintain a computerized database for each of these projects assigned to a specific dealer.</p> <p>Once the paperwork is approved and released to production, the contract coordinator works with the dealers to shepherd the project through to completion and delivery. While most contracts are directly between the customer and the dealer, in the event of a factory-direct sale, the factory will handle all of the contract paperwork with customer inspections, pickup of vehicle, and payment made at the PLCB New Jersey factory location.</p> <p>For Sourcewell members, the process starts with the initial inquiry by the member. The member information is sent to the dealer that covers the member's location. The dealer / sales representative would then contact the member directly. We at the factory would support the dealer with the proper proposal format and pricing for the Sourcewell contract.</p> <p>Once the vehicle is contracted with the dealer, the file converts to a booked order and is logged into our production job database. At that time, it will also be coded as a Sourcewell contract.</p> <p>If the contract is to be through the Sourcewell contract, we would document the details of the project and submit the information to Sourcewell on a quarterly basis as required. PL Custom Emergency Vehicles would remit the fee to Sourcewell on behalf of the dealer at time of delivery and receipt of full payment.</p>	*
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.	<p>In locations where PLCB has dealer representation (as noted in 28), customer service is handled primarily through the assigned dealer. Customers have access to direct phone numbers, after hours points of contact, e-mail, and fax access, as well as a host of social media platforms. In those areas with dealer coverage, PLCB also stands by to assist with sales and service support, as well as 24-hour service support.</p> <p>In areas not supported with dealer coverage, we maintain committed to customer support (sales / service) with 24-hour phone, e-mail, and social media access points.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	As noted above in sections 26, 27, and 28, Rescue 1 looks forward to building upon the successes of our first two awarded contracts. We have a strong relationship with the team at Sourcewell, attend the annual H2O Supplier Forum, and want to be the premier supplier for Sourcewell members looking to acquire exceptional quality emergency vehicles.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We do not currently market Rescue 1 in Canada. Given pricing concerns over the past few years, and today's fluctuating tariff issues, we are keeping this course.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	As noted in the question above, we do not currently market our products in Canada.	*
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.	There are no Sourcewell participating entity sectors that we would exclude from servicing.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	As we do not have any dealers currently serving in Hawaii, Alaska, or in US Territories, we would treat any sales opportunity as a factory-direct sale with customer inspections, pickup of vehicle, and payment made at the PLCB New Jersey factory location.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	If the nonprofit entity is a member of Sourcewell, we will, of course, extend the terms of the awarded master agreement. Any customer, government or nonprofit, will be strongly urged to join Sourcewell if they are not currently a member.	*

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.	<p>If we are fortunate enough to be awarded a third Sourcewell contract for our Rescue 1 division, we will continue to educate our dealers and customers as to the benefits of utilizing the Sourcewell contract. The educational part for our sales team is concerned primarily with the benefits of the contract and the procedures that must be followed for proper compliance with our contract. We will continue to distribute printed and electronic supporting documents to our dealers so that they can distribute them to their customers and encourage non-members to join.</p> <p>Every visitor to the factory is greeted in the lobby with Sourcewell banners prominently displayed. We also coordinate routine Zoom meetings with individual dealers to promote the use of Sourcewell and to review Sourcewell member lists within their specific area of responsibility.</p> <p>In addition, PLCB will use all of our web-based platforms, direct mail, print advertising, and in-person interaction to educate current and future customers that we are an Awarded Vendor with Sourcewell.</p> <p>Rescue 1 attends directly, or by extension through our dealer partners, over 50 trade shows, training forums, and dealer houses each year. At each, we bring signage and promote the utilization of our awarded Sourcewell contract.</p> <p>At our upcoming dealer sales meeting at the end of September, we will have three breakout sessions specifically designed to promote Sourcewell and an awarded supplier, NCL Government Capital</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>PLCB has two websites for our different product lines; PL Custom Emergency Vehicles (www.plcustom.com) and Rescue 1 (www.rescue1mfg.com). We also maintain a strong social media presence via Facebook, Instagram, YouTube, and LinkedIn. On all of these platforms, we routinely highlight both our status as an awarded vendor for Sourcewell and the value it brings to both Sourcewell members and emergency service providers.</p> <p>Our Facebook, LinkedIn, and Instagram social media platforms have garnered around 27,000 followers and the reach of these platforms is significantly higher. Our YouTube video views are over 156,711K.</p>
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?	<p>Sourcewell's role in promoting awarded contracts and suppliers arising from this RFP should be multi-layered. We appreciate and are well aware of, and follow, your social media activity. The websites, both for members and suppliers, are filled with helpful content. The support that we have received from all of our Sourcewell Development Administrators has been extremely helpful.</p> <p>We have taken a three-step process in order to integrate our Sourcewell awarded contracts into our sales process. They are as follows:</p> <p>Step 1 - All dealerships are given lists of Sourcewell members within their area of responsibility, so that they can specifically go out and approach these "warm" prospects. Our experience is that when a member uses Sourcewell for multiple purchases, the reception to our sales reps is greatly improved.</p> <p>Step 2 - Prior to a demo appointment, the sales representative performs an agency lookup to see if the customer is already a member of Sourcewell. If the customer is, they go to the meeting with a pre-proposal showing the applicable contract model and pricing. If the customer is not a member, the sales representative brings along information about joining Sourcewell as a member.</p> <p>Step 3 - In cases where the customer is not a member, but their funding is provided by their municipal, city, county, or state government, the dealers take the same actions as outlined in Step 2. In some cases, our national sales manager will contact the appropriate finance officer for the funding body to explain and promote the use of our awarded Sourcewell contract for the project.</p>
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.	<p>PLCB does not have an e-procurement system.</p>

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

Line Item	Question	Response *
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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.	<p>Sales training is offered multiple times during the year at PLCB, as well as at our dealers' locations.</p> <p>Service training for dealers and customers is offered multiple times per year at PLCB and also at dealer / customer locations. Hard copy and electronic training manuals are provided to all attendees.</p> <p>Customer specific tours of our facility are routinely given for customers and they also spend some time during their tours by meeting with engineering and senior management.</p> <p>Pre-construction meetings with customers are held either at the factory or virtually via Zoom prior to final approval packages submitted for customer sign-off. These meetings are chaired by the engineer / project manager working the project.</p> <p>All of the above are provided to our customers and dealers at no charge.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Vehicle Enhancements Using New Technology:</p> <ol style="list-style-type: none"> 1. CASPR (Continuous Air and Surface Pathogen Reduction - disinfection technology 2. AeroClave disinfecting spray systems. 3. Anti-theft devices to secure vehicle when left unattended. 4. Camera systems - 360-degree, rear view, crew compartment, and exterior blind spot cameras with visual and audio monitors in cab. 5. Climate controlled cabinets to monitor for temperature sensitive drugs and saline. 6. Dash cam DVR for recording vehicle activity. 7. Electrical load management with cab mounted indicators and potential load shed when draw exceeds output. 8. Electronic keyless access control for cabinetry and drawers using keypads or smart card credentials. 9. GPS Systems. 10. Idle reduction / mitigation systems to support on scene load demands. 11. MEDS disinfecting spray systems. 12. Narcotics lockers with biometrics, PIN, and proximity cards to control and document access. 13. Onboard vehicle WIFI and wireless routers for telecommunication. 14. Seat belt monitoring systems for cab. 15. Tire Pressure Monitoring Systems 16. UV lighting upgrades for surface disinfection and air sanitation. 17. Multiplexed Electrical systems with integrated diagnostics for vehicle condition reporting. <p>Engineering / Technology:</p> <ol style="list-style-type: none"> 1. Drive Works for 3D modeling and drawing configuration. 2. Ford IDS (Integrated Diagnostic System) for vehicle diagnostics. 3. Ford NGS (New Generation Star) tester for diagnostics. 4. In-house paint mixing systems for Akzo Nobel Sikkens. 5. John Bean front end alignment machine. 6. OMAX Precision WaterJet System for metals processing. 7. Quote Writer for sales quoting. 8. Radan software for water jet and e-brake. 9. Safran e-Brake for metals processing. 10. SAGE MAS 200 ERP for accounting and inventory. 11. Solid Works Electrical for electrical design and schematics. 12. Solid Works EPDM for storage of engineering data. 13. Solid Works for 3D modeling and design. 14. Thermwood CNC router for cabinet shop.
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>We offer solar panel technology to support the charging and recharging of the vehicle batteries. This allows the vehicle engine to be shut off and not drain the batteries when the communication radios, temperature-controlled cabinets, computers, etc. are still needed to be active.</p> <p>We offer idle reduction technology for those customers that need to remain on the scene of an incident and want to turn off the engine to reduce emissions into the air.</p> <p>Internally at the company, we maintain recycling of paper, aluminum, and plastic. We recycle delivery pallets back to the original company. Scrap metal, wood, and cardboard are recycled through services specific to recycling.</p> <p>We have embraced the use of video conferences to reduce fuel consumption, emissions output, time spent traveling, and associated travel costs for factory personnel, dealers, vendors, and customers..</p>

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.	We do not have any current third-party eco-labels / certifications.	*
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?	PLCB, with our two manufacturing divisions, Rescue 1 and PL Custom Emergency Vehicles, should be an extremely valuable partner for Sourcewell members in that this company is small by nature and truly engaged with our customers. Members have commented multiple times that they appreciate the hands on focus they receive, not just from our dealers, but also, and more importantly, from the manufacturer directly. They solutions that we have put forth previously, as well as this one that we are currently presenting, are designed to ease the entire process with municipal and non-profit vehicle acquisitions. Everything that we offer to Sourcewell members is designed with a solitary focus on easing the challenges faced by them.	*
46	Describe how your solutions meet United States fire related standards, such as NFPA, for the equipment and products offered in your proposal, including applicable federal and state requirements.	As noted previously, we maintain compliance with industry standards (such as NFPA) and other applicable state and federal guidelines. This was detailed out in question 18.	
47	Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	We are not in the Canadian market. Our Rescue 1 products do meet NFPA guidelines, which is accepted in Canada.	
48	Describe available service and repair options for the equipment and products offered in your proposal and how the process works with those servicing the equipment.	<p>In locations where PLCB has dealer representation (as noted in sections 28, 29, and 30), customer service is handled primarily through the assigned dealer. Customers have access to direct phone numbers, after hours points of contact, e-mail, and fax access, as well as a host of social media platforms. In those areas with dealer coverage, PLCB also stands by to assist with sales and service support, as well as 24-hour service support.</p> <p>In areas not supported with dealer coverage, we maintain committed to customer support (sales / service) with 24-hour phone, e-mail, and social media access points.</p>	

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 resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	P.L. Custom Body and Equipment Co., Inc. is a woman managed company. Debrorah L. Thomson is the President of the company and this year, 2025, marks her 48th year with PLCB. Key management positions held by women are noted below: Nancy Buhagiar, Vice President of Operations and Finance Kim Blanco, Human Resources Manager Lena Goodwin, Controller Cindy Straubinger, Service Manager Lisa Croasmun, Quality Assurance Manager
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Minority Business Enterprise (MBE).
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Women Business Enterprise (WBE).
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Disabled-Owned Business Enterprise (DOBE).
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Veteran-Owned Business Enterprise (VBE).
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Service-Disabled Veteran-Owned Business (SDVOB).
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Small Business Enterprise (SBE).
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Small Disadvantaged Business (SDB).
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a Women-Owned Small Business (WOSB).

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.	Dealer Driven Contracts: Standard payment terms are payment upon delivery of the completed vehicle to the customer. Terms other than that are offered and negotiated on a case-by-case basis. Factory Direct Sales: Standard payment terms are payment upon final inspection and acceptance at the PLCB New Jersey factory. Once inspected and accepted, payment in full is expected prior to release of the emergency vehicle. Note: Additional discounts, beyond those already afforded for Sourcewell members, are offered for progress payments to the contract. Payment Method: We allow for payments via check or wire transfer.

59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>While PLCB does not offer any inhouse leasing options, we do work closely with several municipal leasing companies and connect members directly to them.</p> <p>We have also trained our sales team in using NCL Government Capital, an awarded Sourcewell vendor. This connection was made via the H2O Supplier event. We have attached a flyer that highlights this program as a benefit to Sourcewell Members.</p>	*
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.	<p>Our Order Form is the first indication into the factory that this particular order will be for a Sourcewell member (see upload). If a demo unit is sold, the Sale of Demo Form also allows the sales representative to identify if the sale is to a Sourcewell member (see attached).</p> <p>We also have a Sourcewell sales reporting form that is used for our quarterly reports to Sourcewell (see upload).</p>	*
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?	We currently do not use a P-card payment process for completed vehicles. We do, however, offer this for smaller purchases for parts and service.	*
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.	<p>Detailed price lists for all of our base vehicles and associated options have been included in our RFP response.</p> <p>This pricing reflects both the MSRP price, as well as the 5% discount on base vehicle models and any options.</p>	*
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.	The pricing, as submitted to Sourcewell, is discounted from MSRP and is offered with a 5% discount on base vehicle models and options.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>For two identical vehicle orders placed at the same time with concurrent delivery: discount \$2,000.00 off of the second unit or \$1,000.00 off of each unit.</p> <p>For three or four identical vehicle orders placed at the same time with concurrent delivery: discount \$2,000 off of 2/3/4 unit or \$1500 per unit.</p> <p>Discounts are also offered for progress payment opportunities.</p>	*
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.	<p>We supply some items we would consider at be "pass thru" to the customer, such as loose equipment, radios, defibrillators, patient carrying equipment, exterior graphics / lettering, and chassis options.</p> <p>We also provide for the installation of customer supplied equipment, such as communication radios, exterior graphics / lettering, small tools, hand lights, and miscellaneous equipment items.</p> <p>Sourced goods or open market price items not on our line item price list are treated as special option pricing and are noted as such in the proposal and final contract pricing. These are subject to our standard cost plus labor pricing process. No additional charges are imposed on these items. We would allow these special options on Sourcewell contract vehicles.</p>	*
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.	<p>The selling and servicing dealer may offer the end user customer additional technical installation opportunities for radios, computer systems, and other equipment. The selling dealer will also many times coordinate lettering and graphics on the completed vehicle.</p> <p>Assistance with state specific licensing inspections and motor vehicle registration processing may be offered by our dealers as a convenience to the customer.</p>	*

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.	<p>Most vehicles are picked up at our Manasquan, NJ facility and driven to the customer location after the final inspection at the factory. The vehicle is normally picked up by the dealer / sales representative, taken to their business location for any necessary inspection and motor vehicle requirements. The vehicle is then delivered to the end user customer.</p> <p>PLCB and our dealers have relationships with several transport companies that will pick up the completed vehicle from our manufacturing location and deliver it to the dealer or customer as requested.</p> <p>Our location in New Jersey allows for many options for our customers. We are in close proximity to major international airports and centrally located for transport companies.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	We have not delivered any units to Alaska, Hawaii, Canada, or any offshore delivery. If needed, transportation would be coordinated by the dealer representative (or factory personnel if a factory-direct sale) and they would coordinate all transportation logistics.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Several of our dealers are from a great distance from New Jersey and will arrange for a final inspection here at the factory with the customer. They will then arrange for a transport company to pick up the completed unit here at the factory for final delivery.</p> <p>Our location in New Jersey affords easy access to our location for dealers, customers, and transport companies. The vehicle transport is quoted separately for each unit based on size and distance to the destination.</p>	*
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.	<p>We require all orders utilizing the Sourcewell contract to be initially coded as a Sourcewell contract on the incoming Order Form (form uploaded). The pricing for the sale would then be reviewed, validated, and approved by our national sales manager, Chad Newsome. As Sourcewell Supplier Development Administrators can personally attest to, this oversight of our Sourcewell contracts works very well.</p> <p>The contract would then be entered into our Access database. The data is also recorded into a tracking Excel spreadsheet for all Sourcewell contracts. That information is then shared on a quarterly basis with Sourcewell.</p>	*
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.	<p>The reporting form to Sourcewell (file uploaded) notes the following information:</p> <ol style="list-style-type: none"> 1. Year 2. Quarter in which delivery occurs 3. Delivery Date 4. Sourcewell Member # 5. Member (account) name 6. Member Address 7. Product Sold (model ID #) 8. Sales Amount 9. Administrative Fee 10. Contract (RFP) Number <p>Internally, we also track if the dealer was invoiced for the administrative fee and whether we have received that fee.</p> <p>Finally, we also track more information internally on each Sourcewell contract. It covers the items above, but also tracks more data, such as:</p> <ol style="list-style-type: none"> 1. Agency Under Name (ie. Fire Department of the Town that is the member) 2. Date of contract 3. Projected month of delivery 4. Selling Dealer 5. Sales representative 6. Invoice date to dealer for administrative fee 7. Date of payment made to Sourcewell 8. Check # 	*

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an 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.	<p>PLCB will offer a tiered administrative fee for Sourcewell. The fee is per contract.</p> <p>\$ 1,500.00 admin fee - 1-5 units \$ 3,000.00 admin fee - 6-10 units \$ 4,500.00 admin fee - 11-15 units \$ 6,000.00 admin fee - 16-20 units \$ 7,500.00 admin fee - 21 or higher units</p>
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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.	Sourcewell is the only national cooperative that we participate in and its Members benefit from our engagement with Sourcewell.

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>We are putting forth an extensive list of rescue truck solutions for Sourcewell Members, both new and remount solutions. The standard bodies and drawings detail our offering in uploaded documents, as well as optional features that can be added to fit the needs of Members.</p> <p>We are not offering any used products, as we feel pricing of used equipment would be based on products not yet inventoried and thereby not able to be priced correctly for the benefit of Members, especially when those particular vehicles are as yet not inventoried.</p>
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Our RFP has an expanded offering over our last offering, covering multiple body sizes and configurations. Ranging in body sizes from 12'6" up to 25', the varying solutions include walk in and walk around rescue bodies, as well as remount options for Members to choose from.
76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	We are putting forth solutions for remounting existing bodies onto new chassis platforms to extend the usable life of Members' existing rescue bodies. Detailed base model specifications, pricing, and optional features features are uploaded for clarification and exact pricing.
77	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	All warranty information is uploaded for this RFP to clearly illustrate coverage and product support.
78	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranty issues typically passed on to the original equipment manufacturer?	All warranty documents clearly explain coverage and, in the case of component coverage, the support offered pertaining to components made by outside companies.
79	Describe any service contract options or extended warranties being offered with your proposal.	We do not offer any service contract options from the factory. Those are offered through our various dealer partners within their assigned area of responsibility.

Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
80	Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints	<input type="radio"/> Yes <input type="radio"/> No		*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input type="radio"/> Yes <input type="radio"/> No		*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input type="radio"/> Yes <input type="radio"/> No		*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
84	Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, mobile foam units, and custom rescue trailers	<input checked="" type="radio"/> Yes <input type="radio"/> No	We will be submitting thirty-two solutions for this RFP. There will be thirty solutions for new rescue trucks and two for remounting of Members' existing rescue vehicles.	*
85	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 81 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	The thirty-two solutions will include standard unit specifications and option pricing. The new units will also have accompanying computer aided design drawings of the proposed models.	*
86	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 81 - 82 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	As noted in 84 above, we will be offering two remount options for Members. There will be standard unit specifications, as well as optional features to choose from.	*
87	Category 2 responders MAY include COMPLEMENTARY Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not offering complementary Brush and Wildland Urban Interface apparatus solutions.	*

Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

We will not be submitting for Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input type="radio"/> Yes <input type="radio"/> No	*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input type="radio"/> Yes <input type="radio"/> No	*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input type="radio"/> Yes <input type="radio"/> No	*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input type="radio"/> Yes <input type="radio"/> No	*

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

Line Item 92. 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 *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

- Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- 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.
- Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
- If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Pricing.zip - Monday August 18, 2025 14:28:56
- [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Friday August 15, 2025 08:44:10
- [Marketing Plan/Samples](#) - Marketing Plan - Samples.zip - Friday August 15, 2025 08:42:58
- [WMBE/MBE/SBE or Related Certificates](#) - WMBE-MBE-SBE or Related Certificates.zip - Friday August 15, 2025 08:41:43
- [Standard Transaction Document Samples](#) - Standard Transaction Documents.zip - Friday August 15, 2025 08:17:13
- [Upload Additional Document](#) - Upload Additional Document.zip - Friday August 15, 2025 11:09:43
- [Requested Exceptions](#) - No Exceptions Letter - 8.13.25.pdf - Friday August 15, 2025 08:09:38

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. - Chad Newsome, National Sales Manager, P.L. Custom Body and Equipment Co., 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_7_Firefighting_Apparatus_RFP_082025 Wed August 6 2025 04:28 PM	<input checked="" type="checkbox"/>	2
Addendum_6_Firefighting_Apparatus_RFP_082025 Mon August 4 2025 05:42 PM	<input checked="" type="checkbox"/>	1
Addendum_5_Firefighting_Apparatus_RFP_082025 Thu July 31 2025 04:55 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Firefighting_Apparatus_RFP_082025 Fri July 25 2025 04:25 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Firefighting_Apparatus_RFP_082025 Wed July 23 2025 04:42 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Firefighting_Apparatus_RFP_082025 Thu July 3 2025 03:37 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Firefighting_Apparatus_RFP_082025 Wed July 2 2025 03:49 PM	<input checked="" type="checkbox"/>	1