



**MASTER AGREEMENT #032525**  
**CATEGORY: Road Right-of-Way Maintenance Equipment**  
**SUPPLIER: Schulte Industries, Ltd.**

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 Schulte Industries Ltd., 100 John Schulte Drive, PO Box 70, Englefeld, Saskatchewan, Canada, S0K 1N0 (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 May 15, 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.
1. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #032525 to Participating Entities. In Scope solutions include: manned, robotic, or remote Road Right-of-Way Maintenance Equipment, including equipment, attachments, and accessories designed or primarily intended for use in the maintenance of road and highway rights-of-way, including but not limited to:
- a. Flail, boom, rotary, wing, sickle, and slope mowers;
  - b. Brush cutters;
  - c. Seeders, tillers, mulchers, and sprayers;
  - d. Erosion stabilization and prevention products;
  - e. Ditch maintenance equipment; and
  - f. Dust abatement water trucks.
- 7) **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.
- 8) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 9) **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.
- 10) **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.
- 11) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**12) 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.
- 13) **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.
- 14) **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.
- 15) **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: Sourcewell and Supplier Obligations**

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

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms,

administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or



remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

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

19) **Grant of License.**

a) **During the term of this Agreement:**

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

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

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

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and

Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, 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.

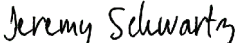
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

Schulte Industries Ltd.

Signed by:



C0FD2A139D06489...

By: \_\_\_\_\_

Jeremy Schwartz

Title: Chief Procurement Officer

5/13/2025 | 12:02 PM CDT

Date: \_\_\_\_\_

Signed by:



8A7B80D1740141D...

By: \_\_\_\_\_

Hal Carnago

Title: VP of Sales & Marketing

5/13/2025 | 9:34 AM CDT

Date: \_\_\_\_\_

# RFP 032525 - Road Right-of-Way Maintenance Equipment

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## Vendor Details

Company Name: Schulte Industries

Does your company conduct business under any other name? If yes, please state: Schulte Industries Ltd.

Address: 100 John Schulte Drive  
Box 70  
Englefeld, Saskatchewan S0K 1N0

Contact: Hal Carnago

Email: hcarnago@schulte.ca

Phone: 306-287-4464

Fax: 306-287-3355

HST#: 880219563

## Submission Details

Created On: Tuesday February 04, 2025 11:54:00

Submitted On: Tuesday March 18, 2025 12:12:39

Submitted By: Hal Carnago

Email: hcarnago@schulte.ca

Transaction #: 3c5e120e-c077-4c08-a238-fc2b2f0661ac

Submitter's IP Address: 147.243.205.236

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## 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.  | Schulte Industries Ltd.  | * |
| 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). | Schulte Industries Ltd.  | * |
| 4         | Provide your CAGE code or Unique Entity Identifier (SAM):   | 439J0 Alamo Group (USA) INC which is Schulte Industries Ltd parent Company<br>Our TIN for Schulte Industries Ltd. Is 98-1546597 which is our Canadian Tax Identifier number.                           | * |
| 5         | Provide your NAICS code applicable to Solutions proposed.   | 333111 Farm Machinery and Equipment Manufacturing  |   |
| 6         | Proposer Physical Address:  | 100 John Schulte Drive, Englefeld, Saskatchewan, Canada, S0K1N0  | * |
| 7         | Proposer website address (or addresses):  | www.schulte.ca   | * |
| 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):   | Hal Carnago<br>VP of Sales & Marketing<br>100 John Schulte Drive<br>PO Box 70<br>Englefeld, Saskatchewan, Canada, S0K1N0<br>hcarnago@schulte.ca<br>Office Phone: 306-287-4464 Cell Phone: 306-287-7317 | * |
| 9         | Proposer's primary contact for this proposal (name, title, address, email address & phone):   | Hal Carnago<br>VP of Sales & Marketing<br>100 John Schulte Drive<br>PO Box 70<br>Englefeld, Saskatchewan, Canada, S0K1N0<br>hcarnago@schulte.ca<br>Office Phone: 306-287-4464 Cell Phone: 306-287-7317 | * |
| 10        | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):  | Mike Siroski<br>USA & Canada Territory Manager<br>100 John Schulte Drive<br>PO Box 70<br>Englefeld, Saskatchewan, Canada, S0K1N0<br>msiroski@schulte.ca<br>Cell:306-231-6587                           | * |

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

| Line Item | Question   | Response *   |  |
|-----------|--|--|--|
| 11        | Provide a brief history of your company, including your company's core values, | In April 2025 Schulte Industries Ltd. will turn 113 years old. Caspar Schulte was coxed to come over to Englefeld, Saskatchewan, Canada in 1912 from Paderborn |  |

business philosophy, and industry longevity related to the requested Solutions.

Germany by his half brother as he felt the village needed a good smithy. Caspar did all the things a blacksmith did back in those days like shoeing horses and one day was kicked in the back by a horse and he did not survive. His oldest son John Schulte learned the trade from his father and then helped raise their family of 13 siblings with his mother while working as a blacksmith. Times were tough but they made a life of it and John was always a favorite in the area to repair and fix farmers metal tools and equipment in the area. John had a good ear and was very inventive and listened to his farmer customers and helped solve their problems. Snow was a problem for farmers on the prairies and John was one of the first to design and build a front mount tractor mounted snow blower in Saskatchewan in the 1950's. Rocks were another problem for farmers opening up new fields and he designed the first conveyor type rock picker in the 1960's. In the mid 1960's Jim Carnago son in law to John & owner went out and started exporting Schulte products globally and our first distributor Schulte acquired in the USA was Edney Distributing Co which we still work with today to represent our products in SD, ND, MN and WI. Listening to the customers needs and solving their problems was instilled in the company from the beginning. Jumping ahead to 1988 and Jim Carnago felt that Schulte Industries needed some new products and to help the local RM's- counties as grass maintenance along the road sides was antiquated to say the least. They went out and surveyed the local Rural Municipalities (Counties) to see what they wanted in a road side grass maintenance mower they could pull with their tractors.. Schulte listened to their customers went to the drawing board and in 1988 had production of one of the first 15' Delta Wing design flex-wing mowers with a hydraulic phasing cylinder level lift built in North America. Schulte listened and gave their customers something new, safer and innovative. Many special features were incorporated into Schulte designs which were only copied by competitors 20 years later. Schulte main products for this solicitation include a very extensive line up of Rotary cutters including several models in widths of 7', 9', 10', 13', 15', 18', 20', 24', 30' and 42' units along with a Flex Arm which can attach to several of our 10' and 15' Flex Wing rotary cutters which make roadside mowing safer having the tractor and operator up on the road surface instead of on the ditch edge at severe angle. This makes mowing easier on the tractor, operator (reduce sore back as operator is now sitting in tractor seat straight) and makes mowing more efficient (faster cut rates) and safer. This technology is taking off in many areas of North America. Schulte has been the innovator in many rotary cutter designs globally and currently has the largest flex wing tractor powered rotary cutters in the North American market making mowing large areas of grass like airport grass maintenance more efficient, faster, and safer getting the grass cut quickly so runways can be opened quicker for landing planes. With larger rotary cutters less tractors and operators are needed to get the mowing jobs done efficiently and cost effectively. With our current Road-Right-Of-Way contract we added our rock, rock rake and snow removal equipment and models in that sector can be used to help build roads by cleaning off stones on new road builds, reclaiming gravel from roadside county gravel roads with our rock windrowers (saving counties \$ in gravel that ends up on the ditch edge) and remove snow off roads in the winter months with the tractors customers use in the summer months mowing making the tractors more efficient all year round with Schulte equipment in their fleet. Tractor Powered Rock Pickers, Rock Rakes, Self Container rock picker/rock rake combo, skid steer landscape & snow blower and tractor mounted snow blowers and front mount snowblower frames are also in this RFP. Schulte was purchased in November of 2000 by Alamo Group Inc (ALG New York Stock Exchange) and they are based out of Seguin, Texas. The association with Alamo Group our parent company has been very good and Alamo Group continues to support Schulte today with capital manufacturing equipment, automation equipment along with administrative support in all departments. Alamo continues to grow nicely and when Schulte was purchased in 2000 shares were \$12.00 and have risen as high as \$228.00 per share in the last 52 weeks. Schulte Vision is: World Class.. Built to Last Our Mission is To become the customer's first choice by providing the most satisfying ownership experience through world- class products, service, quality and innovation of our people. Our Values are Quality - A commitment to quality in every business decision and process, Service- Attentive customer support every step of the way, Value - Exceptional value across equipment performance, reliability and service support, Trust -Trust is the foundation for our relationship with customer. We do what we say. Schulte provides very unique, niche, high quality products to our customers that solve their needs efficiently, safely and with pride. Schulte is ISO 9001:2015 Certified to provide the quality and back up our customers deserve. All Schulte products can be viewed at [www.schulte.ca](http://www.schulte.ca) Being with Schulte 33 years now I have been able to watch Schulte grow in a strong and steady fashion providing Alamo over the last 24 years strong revenues to help our parent company grow and acquire new businesses along the way. Schulte continues to research and develop new and better equipment year after year to make our customers jobs safer and easier. New products for 2024/2025 are new 20' 3 rotor Flex Wing Mower, New 3.5 Cu Yard rock picker and a new 144" snow blower. Schulte sell about 50% into the Ag sector and 50% into Government and Commercial sectors of the economies globally and both have had their ups and downs so Schulte have a good mix of products and markets to keep us diversified, flexible. knowledgeable & profitable.

|    |  |   |   |
|----|--|---|---|
| 12 | What are your company's expectations in the event of an award?   | <p>Schulte will work to promote and grow our Sourcewell Cooperative contract award and market and talk with as many DOT's, Counties, Airports and Government entities we work with encouraging them to join on as Sourcewell members and then help them by quoting our products through our awarded contract. We see Sourcewell as the best evolution for governments looking to simplify their purchasing needs and we will spread the word everywhere we go. We have encouraged Sourcewell itself to take a membership in AAAE (American Association of Airport Executives) and help us promote the current contract to All North American Airports at the Buffalo Snow and Equipment symposium coming up in April and we want to work together with Sourcewell as a partner to grow our government sales into the future. We see it as the best way forward in Government purchasing. We will continue to add products to our range of equipment that can be sold using this RFP. We are excited that recently Iowa DOT &amp; Nebraska DOT came on board (piggy backed the award) Iowa DOT recently purchased 12 of our XH1500/XH1000 models and Nebraska 7 XH1500's and we will continue to promote DOTs to piggy back on the contract offering. We are working hard to educate our dealers and end users how the Sourcewell Cooperative Contract works and have been encouraging all reps and dealers to attend the Sourcewell Universities and training events held throughout the USA &amp; Canada. We continue to educate and promote our Sourcewell contract in Canada and would like Canoe's marketing support in the future on their website. Schulte attends all of the major RM and County shows in Canada &amp; USA and we will be flying our Sourcewell Flags, Magnetic signs and marketing material at these upcoming CND &amp; USA shows. We have developed specific Sourcewell branded ads and literature to sell to the government agencies and airport sector we serve and continue to market and attract customers to these shows with paper, radio and digital marketing. After attending a RM (Rural Municipality) show in Canada we feel that there is still a lot of confusion on how the Sourcewell Cooperative Purchasing process works and the key would be to get the RM administrators trained better on what they have available to them so they can pass it on to their Councils and reeve.</p> | * |
| 13 | <p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p> | <p>Attached is Financial information from Schulte Industries Ltd and an overview of Alamo Group (USA) ALG our parent companies synopsis will be found in the download segment of this RFP.</p> <p>Schulte is a member of the Alamo Group which is traded on the NYSE under ALG. Alamo companies are based globally and head office is in Seguin Texas.</p> <p>Alamo Group is the parent company of 40+ global brands concentrated in the manufacturing of equipment for the sustaining of industrial, vegetation and agriculture spaces. Alamo Group was built for communities. Through our numerous brands, we have assisted customers across six continents, caring for thousands of communities and fulfilling complex governmental, industrial, and agricultural needs with groundbreaking and innovative solutions. At Alamo Group, we recognize our social responsibility to create a culture and company that values safety, accessibility, sustainability, and economic growth.</p> <p>Alamo Group Inc.<br/>1627 East Walnut<br/>Seguin, Texas 78155<br/>(830) 379-1480<br/>(830) 372-9683 Fax</p>  | * |
| 14 | What is your US market share for the Solutions that you are proposing?   | <p>Our suggestion on market share statistics with AEM brings all sales into account not just Municipal/ Governmental sales therefore giving an accurate % sold to government/airport sector is very hard as no reporting entity like AEM is differentiating between agricultural, commercial and government sales. Schulte has some very good customers in the DOT sector like, Iowa DOT, MO DOT, SD DOT, Ohio DOT, MN DOT and now NE DOT to name a few and Schulte is strong with Counties from Florida up MN and between. Schulte see a very good portion of sales to larger airports like Indianapolis International &amp; Minneapolis International to name a few and we see that growing with our larger flex wing cutters that increase airport mowing efficiencies. So a guestimate would be Schulte would have approximately 30% of that government/airport business in the USA. Along with that many of our rock pickers, rock rakes are used to build roads and reclaim gravel from county non paved roads and our snow blowers are used to clean roadways and airports and exact numbers are not known sold to government or municipal airport use because rock removal is not reported to AEM and snow blowers are not distinguished between Ag and Government use.</p>   | * |

|    |   |   |   |
|----|---|---|---|
| 15 | What is your Canadian market share for the Solutions that you are proposing?  | <p>Schulte is strong in Western Canada where the main market is for sales of 15' &amp; 10' Flex wing rotary cutters along with our Flex Arms. Our ditches are more acceptive of this size of mower and when you get out East of Manitoba the ditches get much narrower in Ontario and East. So Schulte strong hold is Saskatchewan where there are about 289 RM's each running 1 to 6 flex wings per RM and possibly 1 to 2 Flex Arms or like units.</p> <p>In Saskatchewan Schulte would hold about 75% market share where there are approximately 289 RM's In Manitoba Schulte holds about 85% market share where there are approximately 100 RM's and in Alberta Schulte would have about 55% market share with Counties, MD's and ID's. Schulte is very strong with Airports in Canada and we would have possibly 50% of the Airports using Schulte. Schulte is fairly strong in Canada in the Government areas we serve but it has come from many years of doing demos, Municipal Trade shows, Airport shows (SWIFT conventions) since the early 1990's. We hope to grow this strong market using our Sourcewell contract through educating the dealers we use to help sell and service our products, educate the RM's and Counties about the process and hope to work with Sourcewell/Canoe to market this together. In the end the longer we work together the more business will grow through this cooperative purchasing contract. Along with that many of our rock pickers, rock rakes are used to build roads and reclaim gravel from RM &amp; County non paved roads and our snow blowers are used to clean roadways and airports and exact numbers are not known sold to government or municipal airport use because rock removal is not reported to AEM and snow blowers are not distinguished between Ag and Government use.</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>Schulte Industries has Never had or completed bankruptcy.</p> <p>Schulte Industries Ltd would notify in writing Sourcewell if it were to ever enter bankruptcy proceedings.</p>  | * |
| 17 | How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).<br>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?<br>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>Schulte Industries Ltd. is a Manufacturer (B) of all of the equipment in this RFP that quotes out Schulte products to Sourcewell members through its direct Territory Managers to our local dealer salespersons to pass on to the Sourcewell member. In most cases Schulte Territory Managers help prepare the quotes for our local stocking dealer salesmen so that the quotes are accurate, current and get the Sourcewell member the product they want. In most cases our local dealers are Tractor Dealers like (John Deere, Case, New Holland retail stores) and they will pass the quote on to the Sourcewell entity once our direct TM's provide the quote to them. In some cases dealing with entities like Iowa DOT and Nebraska DOT they have requested to be quoted direct from Schulte and Do Not want to work with local tractor dealers so we quote them direct and provide the warranty and service work through our area TM's at delivery time. If working with our local stocking tractor dealers, the dealers will perform a dealer PDI and local delivery of the Schulte product to the Sourcewell member and the quote will show that as an extra fee if applicable. If Schulte ships direct to the Sourcewell member using a local tractor dealer our Territory Manager and the local dealer will follow up on delivery of the products doing dealer PDI at the Sourcewell entity location.</p>   | * |
| 18 | If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.   | <p>Schulte Industries Ltd. has ISO 9001:2015 Quality Management System in place valid until Oct 28 2025. Certificate located in additional downloads section.</p> <p>Schulte Industries Ltd. is a certified partner of CTPAT (Customs Trade Partnership Against Terrorism) with USA Customs and Border Patrol</p> <p>Schulte Industries Ltd carriers certificates to do business within all Canadian Western Provinces and warehousing in Lake Wales Florida.</p> <p>Schulte conforms to all Engineering specifications Globally and has self certified CE certification in Europe on our equipment that requires certification since we are an ISO compliant company.</p>  | * |
| 19 | Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.  | There are none.   | * |

|    |  |  |   |
|----|--|--|---|
| 20 | Describe any relevant industry awards or recognition that your company has received in the past five years.  | Schulte Industries Ltd. has ISO 9001:2015 Quality Management System in place Oct 29, 2022 valid until Oct 28 2025.<br>45 Year Award FEMA Farm Equipment Manufactures Association<br>45 Year AMC Award Association Manufacturers of Canada<br>40 Year Award NFMS National Farm Machinery Show Louisville KY<br>Schulte has donated to The Children's Hospital Saskatoon fund raiser \$16,000.00<br>Schulte has donated to STARS nearly \$100,000.00 including donated a Titan Rock Picker and 15' rotary cutter for auction towards supporting this Shock Trauma Air Rescue Service for our Province. This occurred from 2015 till 2025.<br>Schulte Auctioned off a GX-150 rotary cutter with the help of Ritchie Bros Auction in 2022 to raise \$31,000.00 for Ukrainian refugees.<br>Schulte has been recognized by our donations throughout the years.   | * |
| 21 | What percentage of your sales are to the governmental sector in the past three years?  | 25% Globally Estimated.  | * |
| 22 | What percentage of your sales are to the education sector in the past three years?   | 1 % as our equipment is normally too big for any education sector use. Our main HP range for our equipment is between 85 to 250 HP. Most Education sectors are looking for small mowers, lawn mowers & Zero Turns.   | * |
| 23 | List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?                        | This list below is what we know and have record of and may not include any Sales to Government Agencies that our Schulte Tractor Dealers may have made using Schulte Equipment on their own to Government Agencies.<br>MISSOURI DOT last 3 years combined \$2,034,814.54<br>IOWA DOT with Sourcewell last 3 years combined \$1,544,582.97<br>SOUTH DAKOTA DOT with Sourcewell last 3 years combined \$1,242,072.48 & \$283,399.20 before Sourcewell adoption. Total \$ 1,525,471.68<br>OHIO DOT last 3 years combined \$513,353.93<br>STATE OF SOUTH DAKOTA PIERRE last 3 years combined \$408,799.00<br>KS WILDLIFE PARKS & TOURISM 164,742.57<br>PEORIA COUNTY PEORIA IL with Sourcewell \$156,805.28<br>COUNTY OF PEORIA before Sourcewell 149,978.72<br>BROWN COUNTY HWY DEPT Green Bay WI with Sourcewell \$136,229.16<br>CITY OF CEDAR RAPIDS CEDAR RAPIDS IA with Sourcewell \$123,097.68<br>MANATEE COUNTY Braden FL with Sourcewell \$120,146.48<br>Other smaller contracts are not noted but totals are below:<br>Total Government \$6,650,699.00<br>Total Sourcewell \$5,017,089.69<br>Attached is a full Schulte Sourcewell sales records from 2021-2024 in the Schulte financial strength and sales history download section of this RFP. | * |
| 24 | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | None   | * |

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 * |   |
|---|---|----------------|---|
| Gerald Ford International Airport               | Mike Wouda  | 616-233-6081   | * |
| Rock City Dept Of Public Works                  | Francene St. Micheal                                    | 608-757-5397   | * |
| Hartfield-Jackson Atlanta International Airport | Elias A Evans<br>Aviation Heavy Equipment Fleet Manager | 678-739-7265   | * |
| Montcalm City Road Commission                   | Joe Girsakis  | 616-548-0254   |   |
| Allegan County Road Commission                  | Bill Brown  | 269-673-2184   |   |

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.   | <p>Schulte Industries Ltd. work with and through a North American tractor dealer network consisting of 148 Canadian stocking Schulte Dealers and 751 stocking Schulte USA Tractor dealers for a total of 899 dealers to sell to Sourcewell members. These tractor dealers (John Deere, Case, New Holland, Agco, Kubota &amp; short line dealers etc.) serve both the agricultural sector and the governmental sector for Schulte equipment selling Schulte equipment and parts along with their tractors and skid steers which power our Schulte units. Many of these dealers have sales personnel that only concentrate on the Governmental / commercial sectors from their dealerships and that is who we focus on helping sell Schulte to Sourcewell members. Schulte has a multi level sales force with 7 Direct Territory Managers/Territory Specialist, an inside sales personnel and Marketing Specialist working with 35 independent area representatives throughout USA &amp; Canada and they all work directly with these tractor dealers sales teams to help promote and sell our products to the Sourcewell members in their selling areas. So with Sourcewell training and Sourcewell Universities we work to promote these events to all our sales force for the benefit of getting more knowledge of the cooperative purchasing process to them so they can also help get Sourcewell members on board talking about the ease of process providing the Sourcewell members the products they need through the Sourcewell cooperative purchasing process. In the case where a Sourcewell member chooses not to work or order through a stocking tractor dealer or if a tractor dealer is not in the selling area, Schulte Industries Ltd would sell direct to the Sourcewell member and provide warranty registration, service and if needed warranty on the products. All Schulte employees understand how important our current Sourcewell contract is from the President down to service/parts staff. Schulte accounting staff help with tracking Sourcewell backlog orders, creating Sales Orders, Invoicing, and paying Sourcewell service fees on time. Schulte production team planning prioritize Sourcewell orders so Sourcewell members get products when needed. The Schulte service department helping make sure our Sourcewell members products are registered and receive top service. Our Schulte Marketing team help design literature and promote the Schulte Sourcewell products at trade shows using Sourcewell flags, Sourcewell magnetic signs and promotional material so that Sourcewell is front and center for our Sourcewell members attending trade shows we attend. The Schulte website promotes the Sourcewell contract we currently hold with our contract number along with Sourcewell Logo and we have set up a Special Cooperative Purchasing Tab on our website home page where any Sourcewell Member can request information and a quote simply and effectively. The request comes directly to myself (VP of Sales &amp; Marketing) where I follow up immediately to have Territory Representative contact the Sourcewell member and start the information and quoting process very quickly. For example: The City of Columbia MO Airport wanted a quote on a Schulte FX-318 rotary cutter. I received the request this morning and this afternoon our Territory Manager is visiting the airport and will have them a Schulte Sourcewell contract quote. Our Marketing coordinator worked with our web provider at the request of Jed Klein our Sourcewell Account Manager and we were able to set up this additional advertising and link on the cover page of our website and it is now starting to bring in requests. We will listen and work with our Sourcewell Account Managers and take any extra assistance we can to help further our sales using our contract. Schulte has had stand alone meetings with our direct Territory Managers and our Sourcewell account manager at trade shows (National Farm Machinery Show) in 2023 to listen and promote the Sourcewell Schulte contract with as many direct and indirect representatives we had available and in December 2024 we had a sales meeting and management review with our Sourcewell account manager and Schulte direct sales representatives to work to grow, fine tune our focus and learn more about what we need to do to grow our Sourcewell business together with the help of Sourcewell assistants. When ever the 50 state usage report is updated it is sent to all Schulte Territory Managers/Specialists and Marketing Team to allow them to use it to help grow and promote the Schulte Sourcewell contract. I have attended the Sourcewell H20 events personally 2 times now and our previous TM had attended 2 times previously. Out of this event I have found that networking with non-competing and competing companies has made me more in tune with the Sourcewell process and the growth that can be attained. Sourcewell does a very good job of offering classes at this event to learn and grow from Sourcewell Vendors and members. So with the Sales force of Schulte directs representatives, Schulte independent representatives, Schulte marketing team, Schulte internal supports, tractor dealer sales personnel and support and Sourcewell Account Mangers and Sourcewell support we have a very strong Sales Team that should grow the Schulte Product Sales well into the future.</p> | * |
| 27 | Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods. | <p>Schulte tractor dealers can be found on <a href="http://www.schulte.ca">www.schulte.ca</a> and as noted above we have currently 899 dealers in USA &amp; Canada and a total of 43 Direct and Indirect Sales Personnel to help quote, sell and promote Schulte Products through the Sourcewell Cooperative purchasing process. Schulte stocking dealers are normally carrying some of our wholegoods and parts and lot of the time the equipment the dealers have on hand can be used to fulfill the Sourcewell members needs so wait time can be reduced getting the products from the stocking dealer verses waiting for production. Parts are stocked by the stocking dealer and our Sourcewell members can access parts quickly and efficiently as needed.</p>   | * |



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| 28 | Service force.  | Service for most of our equipment is provided through our tractor dealer network noted above to the Sourcewell members. Schulte has a Service Manager and assistants that assist the tractor dealers and Sourcewell members in warranty validation, PDI (Pre Delivery Inspection) and delivery and some times hook up by the tractor dealer the Schulte equipment to the tractor or skid steer running the Schulte products. Replacement parts are provided to the Sourcewell member through the tractor dealer and any warranty claims are started with the tractor dealer and are processed by the Schulte Service Manager and his assistants. In the case where a sale may occur directly from Schulte to a Sourcewell member Schulte Territory Manager /Specialist would help with the warranty registration process, any warranty assistance and parts could be sourced from a local tractor dealer or through Schulte directly.  | * |
| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.   | The Schulte Industries Ltd ordering process is as such. A Sourcewell member contacts our tractor dealer or Schulte Industries Ltd. and we gather the information about what product they want and get details about how the unit should be equipped suggesting features that may benefit the member. Schulte and the Tractor dealer gather all pertinent information such as Sourcewell Member Name, Member number, contact name, address, phone number, email for quoting and contact, address, phone number and email for shipping. Then one of our 7 directs Territory Managers assigned to cover that specific area will prepare a quote sheet for the Tractor dealer to present to the entity with Schulte discounted Sourcewell price including freight, Assembly, PDI and freight to the member ship location. If there is no Tractor Dealer Involved Schulte will quote this directly to the member as noted above gathering all the information needed for quoting and shipping. By having our 7 directs do the quoting for the dealer or direct Schulte always knows that correct current pricing is used and all the parameters are in place for a successful and proper quoting process. If the Sourcewell Member is going to purchase a signature, date, printed name and purchase order is required on the quote sheet that was presented to them and an official Purchase order form the member entity on their letter head to accompany the order with their official information and quantity and description of units being ordered. The Schulte quote sheets used by Schulte and the Schulte tractor dealer have a requested ship date, build date & shipping terms on them to let the member know when the unit is to be built and shipped. Once the signed quote sheet is sent into to the tractor dealer from the Sourcewell member then to Schulte head office it is turned into a Sales Order and assigned a Schulte Sales Order #. A copy of this Schulte Sales Order # is sent back to the tractor dealer for record. When the unit is shipped out to the tractor dealer they will do a PDI, Final complete set up and then deliver to the Sourcewell member and help hook to the tractor or skid steer unit if available. The tractor dealer will invoice out the unit at time of delivery and Sourcewell member will have 30 days to pay normally. If the Sourcewell member deals directly with Schulte Industries Ltd. the process by-passes the tractor dealer and units would be shipped directly to the Sourcewell member where a Schulte Representative would assist with PDI and assembly if required by the Sourcewell member. Invoicing in this respect is DAP which means the billing does not occur until the Sourcewell Member receives and accepts the units & Terms for payment would be 30 days. | * |
| 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. | Customer Service is one of our core values at Schulte. Attentive Customer Support Every Step of the Way. Without customer service in this day and age companies will have no customers. One of the very first things that will drive customers away is lack of service poor service and no parts support. Schulte makes good products but all products have their problems in a lifetime or have people that can break your products. If that happens we have the support. We work by listening to our customers making refined changes on current products using ECN (Engineering Change Requests) to create a better product. We have new products being developed and we are constantly testing our products to make them better. In the event of a failure on our products, we work with our 899 tractor and shortline dealers who channel any service questions to our 43 area Territory Representatives and in the event that they cannot solve any service related questions then that service request channels to our Service Department where our Service Manager and his assistants work with the tractor dealers to solve any Sourcewell member customer problems and offer warranty submitted through our tractor dealer on our online service center by way of a warranty claim and accompanying information and photos. Schulte supports our parts and service departments with 3 parts warehouses located in the USA in Lake Wales FL, Lakeville MN and Odessa WA along with parts support out of our factory in Englefeld Sk. Canada. Schulte's Service SOP (Standard Operating Procedure) set up through our ISO standards is attached in the documents section of this bid. Schulte's current fill rate for parts is 90%. Stocking tractor and shortline dealers are incentivized to carry replacement parts for our customers in their contract agreement and with a Pre-Season stocking program which insures that our member customers always have access to replacement parts locally.   | * |

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| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities.           | <p>With Schulte Industries Ltd we always knew we could not do anything alone in the USA market so we were one of the first companies in Saskatchewan to set up a distributor in the USA in around 1966 with Edney Distributing in Huron SD. From their we could support customers with wholegoods and parts and that trend continued as we grew the company and business acquiring distributors and dealers along the way that stocked our products and kept parts to keep our customers happy. As the years went on we have moved more to Territory Managers/Specialist and commission Representatives in the USA market supported by our Directs. We have gained 751 tractor dealers over the years as our area representatives helped adding stocking dealers over nearly the last 60 years. We had established parts warehousing in 3 locations in the USA as our markets grew and we needed to support our dealers nationally. Schulte works with our dealers by first doing a credit check and if OK then an authorized dealer agreement where the dealers contract with Schulte have them participate in stocking our equipment and parts to support their local markets and of course Sourcewell members buying our equipment. Dealer agreement attached in Documents section of this bid. If dealers have in stock inventory that fits the needs of the Sourcewell member that equipment is used to provide the product. If it is not on the tractor dealers lot then an order is placed as noted above in the ordering process. Schulte has tractor dealers from Alaska to Florida and even in Hawaii that stock and sell our products and parts. Schulte and our tractor dealers are very willing and able to cover all markets in the USA and our equipment is used and tested to withstand severe use and provide our customers equipment that is well built, strong, dependable and can get the Sourcewell members jobs done efficiently. Schulte being 113 years old now has had to work extremely hard to build our business in the USA and we have been know as a very good company offering Niche and strong products to help our users achieve their needs. Schulte builds and offers tractor powered Rotary cutters in sizes 7', 9', 10', 12', 13',15',18',20', 24', 26', 30' &amp; 42' wide. Schulte offers a Flex Arm FLX-1510 that makes mowing simpler &amp; safer when hooked to Schulte 15' &amp; 10' Flex Wing rotary cutters. It simplifies the maintenance of grass side mowing on all Roadways and airfields. Schulte offers Rock Pickers in models, Spartan RP-1935 (rock rake &amp; rock picker all in one units) 19' wide and 3.5 cu yard bucket to help build roads and ready airfields for grass planting, Titan 5000 rock picker a 5 cu yard bucket our largest rock picker for rock clean up on road building projects and such, New 3500 Giant rock picker with 3.5 cu yard bucket, 2500 Giant with 2.5 cu yard bucket, RS320 conveyor type rock picker with 3.2 cu yard bucket all can be used in road building and site clean up for road work maintenance. Schulte Rock Rake models include a SRW1400 14' unit in mechanical and Hydraulic drive, SRW1000 10' unit in mechanical and soon to be hydraulic drive, SRW800 3pt 8' unit in mechanical drive, SMR800/600 8' &amp; 6' Multi-Rake Skid steer powered units for road landscape and road rock removal. These rock rakes are used in building and maintaining roadways and gravel reclamation on graveled roads (reclaiming gravel from the ditch edge that washes in to the ditch from erosion) and this reclamation saves County roadways huge money in reclaiming gravel verses buying new gravel, trucking it to roadways and having to spread it with a grader. Schulte Industries Ltd also offers on this bid a good range of tractor powered snow blowers. The RDX-117 is 117" wide side discharge or through the chute discharge of snow. These units are used on Tractor from 140-250 Horse power. These tractors are normally used in the summer months cutting grass on the roadways and can be used in the winter making the tractor more efficient in year round use for the member entities in the snow zones. Schulte offers the SDX-117 117" blow through the chute only snow blowing unit, SDX-102 102" snow blower and FM-350 &amp; FM-115 Front Mount 3pt under belly tractor frames that allow users to bring and use the snow blowers at the front of the tractors making the snow blowers easier to use and more efficient. Schulte also offer our SBX-87 snow blower available for skid steer as an efficient and effective snow blower that covers the width of skid steer units with tracks and wheels. This SBX-87 is also available in Cat 1 3pt for tractors from 35-70 Horse power. All of Schulte snow blower can be used in Road Right of Way snow removal so Schulte has Road Right of Way equipment covering all seasons. We have equipment the Sourcewell Members want and can use all year round. As mentioned on the service statement above we have service covered through our tractor dealers and even if products are sold direct by Schulte Industries Ltd. With our current contract we are working hard to build our Sourcewell/Schulte business and will continue to build on this contract if awarded.</p> |
| 32 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada. | <p>Schulte Industries Ltd based in the middle of Western Canada and working through and with our 148 Canadian tractor and shortline dealers can and will be supplying our Sourcewell members the Schulte Products they need for year round use on their roadways. As mentioned above Schulte have a diverse line up of equipment that can provide our Sourcewell members products for all seasons and to help build and maintain any Road Right Of Way they may have. Schulte equipment line has members covered from the largest mowers in North America to rock removal and snow removal equipment powered by similar tractors on our models making the tractor a more efficient purchase for year round use as well. We could use support from Canoe on their website to list us as an authorized Vendor. We are working through Jed Klein our Account Representative to work through this matter.</p>  |

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| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.                          | Schulte Industries Ltd. covers all geographic areas of Canada and USA. We have no restrictions to sell, service and support our products in these markets.   | * |
| 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. | Schulte Industries Ltd. has the ability to provide equipment for the Government, Education sector and Non-Profit sector if required. Schulte has no restrictions or limitations.   | * |
| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.              | Schulte Industries Ltd serves those markets already and have tractor dealers selling our products in all regions. There may be additional Freight and Crating expense for containerization of our equipment but it would be noted on the quote to the Sourcewell member which they would have to accept. We have no restrictions selling into these areas. | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities?  | Yes  | * |

Table 4: Marketing Plan (100 Points)

| Line Item | Question | Response * |
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| 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 Schulte is to be awarded this RFP we will push to grow most of our government sales as we can through our Sourcewell contract by convincing, training and educating the governments we deal with to get on as a Sourcewell members. We will explain the Sourcewell Cooperative Purchasing process and how efficient it is versus the 3 bid system. Schulte currently have been strong with Sourcewell DOT business and we will continue to promote to the DOT's to get on board as Sourcewell members and for them to piggy back the Road-Right-of- Way Maintenance Equipment contract for equipment like Schulte builds. We have seen immediate sales success when Iowa and Nebraska DOT through addendums to their contracts that have come on board with Sourcewell. We are working hard to convince Cities, Counties and RM's to work with the Sourcewell process to simplify their procurement process and through further trade shows, education for the local administrators, education to council and reeves, education with our local tractor dealers we are seeing movement forward but it will be a process as at this level a lot of the equipment buyers on council had normally called up their relative who works for a tractor dealer to get a price and several quotes on different brands. With education through the RM and County administrators we hope to move the RM's and Counties away from that type of procurement so that it is efficiently done without all the extras. Schulte is very strong with Airports in USA &amp; Canada and we are because of 2 things. Number 1 is we make a very good product that can stand up against years of use and number 2 is we make the largest rotary cutters in the world. This enables the Airports to cover ground quickly and efficiently, possibly eliminating extra tractors and operators and allowing the runways to get back to what they are supposed to do and land airplanes. Schulte Industries Ltd attends all the major Municipal trade shows that help promote our Very Niche products to the government sector including municipal trade shows in Canada / USA with concentration on our Flex Wing Mowers and Flex Arms for safe and efficient mowing of RM ditches, highway ditches. Saskatchewan alone has 160,000 miles of roadways to cut done mainly with Schulte Rotary Cutters and Flex Arms. This is but just one Province &amp; State to mention in the vast amount of roadways that need to be mowed each year and it is done a lot more efficiently using a Schulte Flex Wing Cutter and Flex Arm so that the operator is up on the flat road with the tractor and the mower is off to the right mowing in the ditches. On the airport side we attend all the major AAAE (American Association of Airport Executive) shows and events we can and will be attending the Snow Symposium in Buffalo NY to promote our whole line of equipment and Sourcewell will be at this show with us to help. Schulte markets all of our shows digitally prior to the show event on digital platforms like Facebook, Facebook Marketplace, Twitter, You Tube and LinkedIn to attract customers before the show gets going. We will continue to keep Sourcewell out in front of our area representatives with email blasts about upcoming Sourcewell training Universities and training sessions, 50 State user lists, we will continue to fly the Sourcewell Flags, use the magnetic signs and brochures to further the Sourcewell advantage. We have designed specific ads to promote our Sourcewell contract, we show the Sourcewell contract on our cover page of our website and have made a special Cooperative Purchasing Tab on our Cover Page of our website to bring Sourcewell Members to a special information and quote request page they can fill in and submit for further information and quote of our products..<a href="https://www.schulte.ca/coop-purchasing-programs/request-quote/">https://www.schulte.ca/coop-purchasing-programs/request-quote/</a></p> <p>Schulte will continue to work with our Sourcewell contract manager to learn from each other to grow this business mutually. Listening to each other to make the Sourcewell Cooperative Purchasing Process easier for all to use. Along with the using Sourcewell Marketing material at every level of marketing we do at Schulte.</p> <p>Schulte will do an email blast to our area representatives and their tractor &amp; shortline dealers if we are awarded this contract and offer training at tractor dealer level to enhance the power of our 899 dealers in USA &amp; Canada to promote, quote and sell Schulte on this contract. The power of multiple people at dealer level will grow this contract into the future. Schulte is working with STEP (Saskatchewan Triade and Export Partnership) to access all of the USA &amp; Canadian Airports lists and their key contacts for procurement and maintenance management. Once we have that we will do a Schulte email blast along with the Sourcewell logo and contract out about our equipment lineup and request these contacts to let us know if they would like further information and a quote. We will also work with STEP to compile a list of Counties, Municipalities and Cities in the same respect for USA &amp; Canada and do the same to promote our Sourcewell contract. This gets to the correct group we want to direct our marketing efforts at. Schulte has spent a lot of extra money to enhance our name on Google to maximize our SEO. This has kept Schulte name at the top of the list when searching for our type of equipment and of course our customers see that we are a Sourcewell vendor.</p> |
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| 38 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.  | <p>Schulte engages a third-party company to continuously optimize our Google rankings through the utilization of metadata and other advanced techniques. We actively employ social media platforms such as YouTube, Facebook, Instagram, and X, both through organic and targeted paid posts, to varying degrees.</p> <p>Schulte remains at the forefront of technological advancements, including the latest hardware such as cameras and drone technology, to enhance our presence on YouTube and other social media platforms.</p> <p>Additionally, Schulte provides in-person training to its marketing staff to ensure they remain abreast of the latest trends in artificial intelligence, video production, social media, and marketing techniques.</p> <p>Our products are advertised on paper, radio and digitally by publications like Farm Equipment Magazine, Rural Lifestyle Magazine, Municipal Publications like SARM, AMM, AMDAC and THE BOOK so that Schulte's name and equipment is forefront for our users. We are involved and members in watching specific groups like 306 Farm Equipment and commenting and promoting on like sites.</p> <p>Mentioned previously we advertise what shows we are at prior and during trade shows to get customers interested and coming to talk to Schulte and see our equipment. Schulte sends our Marketing Specialist to Las Vegas for training each April to The NAB (National Association of Broadcasters) conference to learn the latest trends in marketing and videography. This additional training keeps us in the loop of the top trends for marketing our products.</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>Schulte Industries Ltd. feel that it is a team effort and working together with our Sourcewell Contract Manager along with his support teams we will grow this business mutually. We learn from each other ways to do business better and can tackle obstacles together every time we get together for a training sessions. With this team effort the sky is the limit. Now with some of the Military divisions coming on board we will rely on Sourcewell to help us get business with our large efficient flex- wing cutters to be used to cut grass along runways and training grounds at these large bases. We have already integrated Sourcewell into our sales process as we are on our 2nd contract and have attached our ISO 9001:2015 Standard Operating Procedure showing the Sales process in the Sales Download section and our ISO 9001:2015 Policies &amp; Objectives in the additional download section of this RFP.</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>At this time Schulte Products are not available through e-procurement ordering process because there are so many options to make a finalized unit and different areas of North America require various options and having one type of cookie cutter unit would be hard. We have to have the ability to ask questions of the members as to prepare proper quotes. Schulte Industries Ltd have had the most success using the PDF Price Sheets and excel quote sheets for effective quoting at this time. We are working on a configurator system but it would only be available for our tractor dealers and not open to Sourcewell members at this time. The ability to talk to the Sourcewell members to find out their specific needs is crucial due to the fact we have so many options on each machine.</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>Schulte Industries Ltd. has available our direct Territory Managers, Specialists, independent representatives, tractor dealer sales and service persons and Schulte Service department Team for training if any Sourcewell Member requires training on service and start up of equipment. There normally is no charge for this type of training and help in setting up the equipment to work with the tractor or skid steer. Schulte has several how to videos, set up videos on our Maintenance section of our website <a href="http://www.schulte.ca">www.schulte.ca</a> and on You Tube. Available through our parent company Alamo Group we offer TMOST (Tractor Mower Operator Safety Training) by a National Trainer below:</p> <p>Lynette Farvour<br/>Operator Safety Training Manager<br/>Alamo Group (USA) Inc.<br/>1627 E. Walnut Street<br/>Seguin, Texas, 78155<br/>Office: 830-372-9556<br/>Cell: 830-327-2983<br/>email: <a href="mailto:lfarvour@alamo-group.com">lfarvour@alamo-group.com</a><br/>Website: <a href="http://www.alamo-group.com/operator-safety-training">www.alamo-group.com/operator-safety-training</a><br/>Training on TMOST will be for a fee and Sourcewell members will have to contact Lynnette Farvour for information about class sizes and fees.</p> | * |
| 42        | Describe any technological advances that your proposed Solutions offer.  | <p>Schulte Industries Ltd rotary cutters have many exclusive and key features for making Schulte units outperform and out last other brands. Schulte makes Flex Wing and Rigid deck cutters along with a Flex Arm that can attach to our 10' &amp; 15' Flex-Wing cutters which allows the tractor to ride on the road top and the mower is in the ditch edge. This makes Mowing SAFER as the tractor and operator are in a flat position not on the slope saving operator back problems, tractor tire wear problems, tractor oil running level and not on a slope, tractor operator has better visibility, faster cutting rates as grass is not tramped down by the tractor tires and a cleaner cut with less wheel tracks to pick up. Schulte makes the widest</p>   |   |



rigid Flex Wing Rotary cutters in North America starting at 7', 9', 10', 12', 13', 15', 18', 20', 24', 26', 30' & 42'.

Each Schulte rotary cutter incorporates specially engineered single domed decks which give Schulte rotary cutters more under deck depth allowing for a better flow of material and faster cut rates along with the ability to shed water and grass off the top decks for easy cleaning. Schulte rotary cutters have been using deck protection rings since 1992 and our competition had just started using these 20 year later. The deck protection ring prevents blade to deck contact under the deck and helps strengthen our single domed deck from below. Schulte was the first company to use a hydraulic phasing level lift system that enabled Schulte to design their products better incorporating walking axles into the designs that were positioned as far forward on the center section which helps clear approaches, allows the units to traverse uneven ground better than a straight through axle and add extra suspension as the walking axle flexes and can walk over holes.. Schulte wider rotary cutters cover more ground for faster cutting of large areas and can reduce the amount of tractors and operators needed to do mowing. All Schulte Mowers are able to be transported at a fairly narrow width of less than 3M or 9' 8" wide. Schulte units are equipped with a narrow transport mechanism which allows wing wheels to be pulled/tucked inside of the wing sections in transport position and other Schulte units have Over-Centering wings to do this as well. This provides a Safer more stable transport of all of our flex-wing units. Schulte mowers use pentagon blade bolts with C1045 steel pan bushing so that the keeper bolt of the rotating cutting blades is always strong and safe. Blade bolts of this design are easy to change (no keyway system as of old mower designs). Our cutting blades on our rotary cutters are all rigorously tested and specify certain metrics to keep them strong and durable through their lives. Normally 4" wide blades have been used but Schulte has incorporated optional 5" wide blades that give more grass lift, cleaner cut and longer life. Our Stump Jumper pans that carry the blades and blade bolts are spun formed and are very well balanced with this design and Schulte uses some of the thickest and strongest stump jumper pans available at up to 1/4" thick with cross bracing. Schulte has designed splitter gearboxes on our larger units to make the larger flex-wing rotary cutters shorter front to back. Our 42' & 30' use a 60 degree splitter gearbox, our 26' & 24' uses a 50 degree splitter box and our 20' and down use 40 degree splitter boxes. Schulte offers a Non CV (Constant Velocity) Equal Angle Hitch on certain models to eliminate the CV Hitch. Schulte will be introducing new electronic monitors on some of our Flex Wings in the near future which can let the operator know hours, temperature, rpm and clutch slippage on the gearboxes of our mowers to alert the operator if anything is out of norm to help preserve the life of our mowers and prevent breakdowns before they happen. Schulte will be incorporating a long service life drive shaft system on our XH1500 which will allow for up to 250 hours of continuous run time without greasing shafts and this is a huge improvement from a previous 4-8 hour greasing service available now. Schulte Fixed Knife Technology is still a Schulte Exclusive available on several models and this special cutting system with baffles helps mulch and spread crop residue more than a standard stump jumper pan and blade system. Crop residue is shredded and spread with Schulte Fixed knife system so that residue can decompose quickly so the crop residue doesn't have to be burned as in the past. Schulte leads the way in rotary cutter technology, faster cut rate with deeper decks, new long service drive systems, electronic monitoring systems and who knows what is next but rest assured Schulte will be one of the first to test and introduce new technology in this field.

Schulte Rock Removal Equipment also offered on this RFP will offer Sourcewell member users the latest technology and features along with the new Spartan RP-1935 rock rake rock picker combination, a one pass 19 feet wide unit. The New for 2025 3500 Giant rock picker. Schulte rock pickers incorporate 450 HRC Rockwell Hardness steel for extra long wearing teeth and grates and heavy duty features that keep our rock pickers ahead of the competition. Our rock rakes are used for building roads and reclaiming gravel off the side of gravel roads and many units incorporate replaceable 450 HCR Rockwell Hardness steel teeth. All units are ready to run with tractors and hydraulics and our smaller SMR-800/600 multi rakes work great with all North American skid steer units with integrated electric harnesses that allow the units to be operated from the skid steer controls. Road building, airport field runway preparation and gravel reclamation can all be done with Schulte Rock Removal equipment. Schulte line of snow blowers incorporate open center fan designs to concentrate the snow to the back of the fan for efficient snow blowing, heavy duty augers with formed struts for added strength chew through the hardest snow to feed the fan. Schulte snow blower chutes with double chute deflectors prevent blow back of snow and high molecular plastic bearing surface area prevents any freeze ups of chutes rotator. Our RDX-117 snow blower incorporates a side discharge drum fan housing so heavy wet snow can be discharged out the right or left side of the blower housing or through the center chute by activating a cylinder for rotating the drum housing. This side discharge feature makes the unit very efficient in heavy wet snow and open areas where snow can be cast off the fan paddles and immediately out the side. Schulte snow blowers and FM front mount 3pt frames work together to bring the snow blower to the front of the tractor to maximize efficiency making snow blowing easy from the front of the tractor verses off the back. Visibility is great and tractor speeds going forwards are more varied for optimal performance. The operator does not have to crank their necks around to see what they are doing using a FM Front Mount Frame and sore necks and poor visibility are reduced making the snow blowing process safer as well. Schulte skid steer SBX-87 snow blower works with all skid steers including tracked units to move snow efficiently and fast. An integrated electronic harness ties into the skid steer so all functions are smooth and efficient like rotating and deflecting of the chute. If your roads are covered with snow there is no better way to clean it than with



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|    |   | <p>Schulte Snow Removal Equipment and your tractor that would normally be sitting idle all winter is now put to work. Efficiency is what Schulte is about. Schulte is working towards more automation in our factory manufacturing equipment every year to make welds better and production efficiencies better. Schulte has recently added a new multi million dollar R&amp;D facility on to the factory so that new products can be tested and built using the latest technology in design. Schulte uses Solid Works software to design and pre-test our products before they are design and tested in the field and this is the most efficient way possible at this time. Our representatives and tractor dealers can access parts manuals on our products, access and order parts through our Equip 360 Parts platform serviced by GenAlpha. Through this portal equipment can be warranty registered, file warranty claims, do RGA to return parts, order parts, see invoices and check past parts ordering history which makes this site a 1 stop portal for parts, service and warranty. Schulte will continue to expand our line up of equipment that will make Sourcewell members more efficient and safer while using our equipment.</p>   |   |
| 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>Steel used in the framework and sheet steel on our Schulte equipment is mainly coming from smelted recycled steel. At the end of the lifecycle of our products 95% is steel and can be scrapped and recycled so that is is reusable.</p> <p>Schulte mowers used in No Burn states like OR, WA and ID help manage the wheat and grass seed straw with our Fixed Knife Technology as mentioned previously. Better mulching and spreading of crop residue allows for quicker decomposition and fields can keep important organic material in their fields verses burning it a causing carbon release.</p> <p>Schulte works with our parent company Alamo Group to be a Sustainable company and I have attached a copy of their last Sustainability report. Located in extra documents section.</p> <p>Schulte has done all updates to our factory such as LED lighting, pulse welders, recycled laminated tires used on our rotary cutters, hybrid vehicles, electricity from wind &amp; hydro electric sources.</p> <p>Schulte along with its parent company and sister companies are on the Green path to make our world better.</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. | Sorry Schulte Industries Ltd have no third party eco-labels or certificates.   | * |
| 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?  | As mentioned in the technological advance above Schulte manufactures very niche and unique equipment for Sourcewell members and the Schulte advantages mentioned previously can make Sourcewell members more efficient, safe, productive and happy using Schulte products. Large mowers get the jobs done fast, safe mowing using our Flex Arms and 10' & 15' Flex-Wings attached, special features that make all of our units perform better, outlast other brands and give our buyers and users satisfaction in the products we make and the service we back our units up with in USA & Canada.  | * |
| 46 | Describe any safety features your equipment and products offer such as emergency or auto-shut off capability and roll-over protection systems (ROPS) or stability enhancements, slip resistant grips and surfaces, blade guards and throttle lockouts.                      | <p>Schulte products adhere to all North American Safety engineering specifications and we also add extra protection for our safety perimeter chain guards by offering a front &amp; rear belting option that can encompass the chain guards keeping most debris from escaping the cutting chambers. Schulte as far as we know is the only company in the mowing industry having both chain guards and 1/2" thick rubber belting working together to prevent debris from coming out from under the cutting areas of each section of our mowers. Schulte equipment has safety features covered as we must adhere to CE certifications when selling our products in Europe which are more stringent, so a lot of that technology is implemented into our North American safety guarding on our equipment. Schulte uses LED lighting and reflective decaling to keep our equipment visible to users and by passers and our Schulte Green Color is considered a Safety Color by all the DOT's we are serving, so special painting is not required. Schulte uses slip clutches on all of our rotary cutters to prevent damage to our units in the event of hitting something immovable with the blade sets on our rotary cutters. As mentioned previously we have come out with an electronic gearbox monitor system for our rotary cutters that will be able to show on a monitor in the tractor cab, hours, heat, rpm and clutch slippage on our gearboxes to keep the operator abreast of any problems before they get too bad.. Schulte's optional new Drivelines with long service life of 250 hours will help operators from having to be out on decks greasing shafts as often and keep them mowing and safe in the tractor cab longer. All of Schulte's rock pickers are rock rakes are protected by hydraulic pressure relief valves on hydraulic motors where used and slip clutches on drive systems to protect from large impact damage. On our snow blowers all pto powered models are protected by 2 shear pins. One shear pin on the main drive shaft to protect the tractor and snow blower gearbox/fan and one shear pin on the cross shaft to protect the auger system in the event that something may cause a large impact. These safety features have been proven over many years of testing and use. Schulte skid steer snow blower using a cushion valve on the main drive and shear pin on the cross shaft. All units where any standing and walking across will incorporate anti-slip tape materials. All units that require safety lock up systems have them included on Schulte machinery.</p> |   |

|    |  |   |
|----|--|---|
| 47 | Describe any ergonomic features your products offer such as adjustable operator controls, suspension seats, vibration dampening systems, enhanced visibility cab designs, assistive mechanisms for lifting heavy components, and anti-glare interfaces to reduce eye strain. | As mentined previously our units are powered by tractors and skid steer units and we have electronic harnesses and hydraulics that plumb into the tractors and skid steer power units to make operating our units smooth and ergonomic from the tractor seat. Our FM-350 & FM-115 Front Mount Snow Blower frames bring power from the back to the front of the tractor so this makes operating the snow blowers easy and ergonomic. Our available Equal Angle Hitch for our rotary cutters helps to eliminate the heavier CV Power shafts normally used on rotary cutters and hooking up a Non CV power shaft included with our Equal Angle Hitch is lighter and easier for the operator is selected on certain Schulte rotary cutter units. Making it more ergonomic. Schulte's spun form stump jumper pans on our rotary cutters create a very well balanced pan and take any unwanted vibration out of the rotary cutter when operating.   |
| 48 | Describe the serviceability of the products included in your proposal (parts availability, warranty, and technical support, etc.).   | As Schulte Industries Ltd progresses in design, testing and building our products we strive to make our products more maintenance free with greaseless pivot points, long service life drives and electric monitors previously mentioned. Our parts are easily available from our 4 parts warehouses across USA and Canada to our stocking tractor dealers and most of our stocking tractor dealers will carry any of the faster moving replacement parts for our equipment, for their region and time of year needed for seasonal equipment usage. Our area representatives and service teams at factory, rep and dealer level provide any technical support needed to our Sourcewell member and because our Schulte equipment is not very technical to use it is a great fit for most operators. If additional support and training is needed on the Rotary Cutters Alamo Group (USA) TMOST can offer in class and field training at a fee. Our Quick Reference warranty summary is attached in the extra download section of this bid. |

**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<br><input checked="" type="radio"/> No | Schulte Industries Ltd does not have any minority business status in Canada where we exist. Our parent company Alamo Group (USA) and possibly our sister companies in the USA may deal with Minority based dealer companies but Schulte Industries Ltd based in Canada does not at this time. Some Schulte tractor dealers could possibly have minority status but none are known at this time. | * |
| 50        |   | Minority Business Enterprise (MBE)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 51        |   | Women Business Enterprise (WBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 52        |   | Disabled-Owned Business Enterprise (DOBE)       | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 53        |   | Veteran-Owned Business Enterprise (VBE)         | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 54        |   | Service-Disabled Veteran-Owned Business (SDVOB) | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 55        |   | Small Business Enterprise (SBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 56        |   | Small Disadvantaged Business (SDB)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |
| 57        |   | Women-Owned Small Business (WOSB)               | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | No  | * |

**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.   | <p>If Schulte Industries Ltd is selling direct to a Sourcewell member Schulte Industries Ltd will offer payment terms of Net 30 days from receipt of delivery of the goods to the Sourcewell member location, if we are accepted on this RFP. Inco terms in this direct sale are DAP (Delivered at Place).</p> <p>If our Schulte tractor dealers are involved and sell our products and invoice the Sourcewell member normal terms would be 30 days net payment from delivery to the Sourcewell member but that can be negotiated between the tractor dealer and the Sourcewell member in their sales agreement. Payment can be via check or electronic transfer in both cases.</p>  | * |
| 59        | Describe any leasing or financing options available for use by educational or governmental entities.  | Schulte has available Sourcewell associate vendor NCL Government Capital for lease and finance options for our Sourcewell members. Schulte and our tractor dealers can also provide 3rd party financing options when required to Sourcewell members.   | * |
| 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.   | Our Schulte transactions documentation will be in the form of signed Sourcewell member Schulte quote sheets with Purchase orders from Sourcewell members, Schulte sales order forms and invoices. In the case of a Schulte tractor dealer providing the sale the tractor dealer will invoice the Sourcewell member directly with their invoice form but must have the Schulte Sourcewell Contract # on the invoice. All other forms are the same as noted above.   | * |
| 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?  | <p>Schulte Industries Ltd does not accept P-Card procurement payment cards from Sourcewell members.</p> <p>Some of our tractor dealers may accept this card for purchases but the Sourcewell member would have to check with the tractor dealer.</p>   | * |
| 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.                              | Schulte Industries Ltd will provide line item pricing for this RFP. Each line will provide Schulte Industries Ltd list price or MSRP and beside it to the right will be the Net Price for the Sourcewell member. Various line items will need to be chosen to complete a whole unit for various Sourcewell members needs. Discounts offered to come to a net price will be 32% off list price for USA & Canadian Sourcewell members. As mentioned before, each line item will have a part number and several line items will be needed to be selected to complete a configured total unit for each member. PDF Price sheets attached for USA priced & Canada priced Rotary Cutters, Rock Removal and Snow Removal units.   | * |
| 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.  | Schulte Industries Ltd will offer 32% off Schulte MSRP or list prices in USA & Canadian Funds on separate PDF Price sheets for each currency country.  | * |
| 64        | Describe any quantity or volume discounts or rebate programs that you offer.  | Schulte is willing to offer more of a discount if larger quantities may be involved in the quoting/purchasing process. Discussions with the Sourcewell member and Schulte Industries would have to be arranged for higher discounts than 32% and quotes to the Sourcewell member would show any higher discount if offered by Schulte for larger volume orders.  | * |
| 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.   | Schulte Industries Ltd will not be able to offer and provide "open market" items or "nonstandard options" for this RFP. Only the items listed on our PDF Price Sheets will be available to Sourcewell members. If Schulte Industries Ltd is awarded this RFP as Schulte Industries Ltd ads new products or changes to existing products a PNP will be submitted.   | * |
| 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. | Schulte Industries Ltd have factory set up indicated in the contract PDF Price Sheets. Schulte machines come fairly well set up (95%) if shipped directly to a Sourcewell member. If working through a Schulte stocking tractor dealer the quote to the Sourcewell member may include an extra tractor dealer PDI and local tractor dealer delivery to the Sourcewell member. If training is required it is normally done with the Schulte Territory representative, a tractor dealer salesperson and or tractor dealer service person normally for free. If extensive training is required on our rotary cutters, then TMOST can be offered through Alamo Group (USA) our parent company and TMOST would have to be contacted for their fee as mentioned previously in the service section of this RFP. | * |
| 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>Shipping costs will be an an additional cost to Sourcewell members based on the model of unit ordered and will be based on a cost per loaded mile to Sourcewell member location.</p> <p>The following is a cost ESTIMATE associated for each Rotary Cutter,</p>   |   |

Snow Removal & Rock Removal units offered to USA Sourcewell members locations in the USA.

| Models | Rates |
|--------|-------|
|--------|-------|

Rotary Cutters:

|                     |                            |
|---------------------|----------------------------|
| FX-742              | \$4.65 USA per loaded mile |
| FX-530              | \$3.30 USA per loaded mile |
| 5026                | \$2.30 USA per loaded mile |
| 5024                | \$2.30 USA per loaded mile |
| FX-520              | \$1.50 USA per loaded mile |
| FX-320              | \$1.20 USA per loaded mile |
| FX-318/FX212        | \$1.25 USA per loaded mile |
| XH1500/XH1000       | \$1.05 USA per loaded mile |
| FX-1800/FX-1200     | \$1.05 USA per loaded mile |
| FX-1800C / FX-1200C | \$1.05 USA per loaded mile |
| GX-150              | \$1.05 USA per loaded mile |
| GX-130              | \$1.05 USA per loaded mile |
| FLX-1510            | \$1.05 USA per loaded mile |
| FX-209              | \$1.05 USA per loaded mile |
| FX-107              | \$1.05 USA per loaded mile |

Snow Removal:

|         |                                 |
|---------|---------------------------------|
| RDX-117 | \$.80cents USA per loaded mile  |
| SDX-117 | \$.65 cents USA per loaded mile |
| SDX102  | \$.40 cents USA per loaded mile |
| SBX-87  | \$.40cents USA per loaded mile  |
| FM350   | \$.45 cents USA per loaded mile |
| FM115   | \$.45 cents USA per loaded mile |

Rock Removal /Landscape Rakes:

|                                     |                                  |
|-------------------------------------|----------------------------------|
| Spartan Rock Rake/Rock Picker       | \$4.65 USA per loaded mile.      |
| 5000 Titan II rock picker           | \$1.30 USA per loaded mile       |
| 3500 Giant rock picker              | \$.55 cents USA per loaded mile  |
| 2500 Giant rock picker              | \$.55 cents USA per loaded mile  |
| RS320 Jumbo rock picker             | \$.55 cents USA per loaded mile  |
| SMR800/SMR600 multi landscape rakes | \$.45 cents USA per loaded mile  |
| SRW800 3pt rock windrower           | \$.45 cents USA per loaded mile. |
| SRW1000 rock rake                   | \$1.20 USA per loaded mile       |
| SRW1400/H rock rake                 | \$1.20 USA per loaded mile       |

The Following is a cost ESTIMATE associated for each Rotary Cutter, Snow Removal and Rock Removal unit offered to Canadian Sourcewell members delivery locations in Canada.

Rotary Cutters:

|                   |                                 |
|-------------------|---------------------------------|
| FX-742            | \$6.51 Canadian per loaded mile |
| FX-530            | \$4.62 Canadian per loaded mile |
| 5026              | \$3.22 Canadian per loaded mile |
| 5024              | \$3.22 Canadian per loaded mile |
| FX-520            | \$2.10 Canadian per loaded mile |
| FX-320            | \$1.68 Canadian per loaded mile |
| FX-318/FX212      | \$1.47 Canadian per loaded mile |
| XH1500/XH1000     | \$1.47 Canadian per loaded mile |
| FX-1800/FX-1200   | \$1.47 Canadian Per loaded mile |
| FX-1800C/FX-1200C | \$1.47 Canadian per loaded mile |
| GX-150            | \$1.47 Canadian per loaded mile |
| GX-130            | \$1.47 Canadian per loaded mile |
| FLX-1510          | \$1.47 Canadian per loaded mile |
| FX-209            | \$1.47 Canadian per loaded mile |
| FX-107            | \$1.47 Canadian per loaded mile |

Snow Removal:

|         |                                      |
|---------|--------------------------------------|
| RDX-117 | \$1.12 Canadian per loaded mile      |
| SDX-117 | \$.91 cents Canadian per loaded mile |
| SDX102  | \$.56 cent Canadian per loaded mile  |
| SBX-87  | \$.56 cents Canadian per loaded mile |
| FM350   | \$.63 cents Canadian per loaded mile |
| FM115   | \$.63 cents Canadian per loaded mile |

Rock Removal /Landscape Rakes:

|                               |                                      |
|-------------------------------|--------------------------------------|
| Spartan Rock Rake/Rock Picker | \$6.51 Canadian per loaded mile.     |
| 5000 Titan II rock picker     | \$1.82 Canadian per loaded mile      |
| 3500 Giant rock picker        | \$.77 cents Canadian per loaded mile |
| 2500 Giant rock picker        | \$.77cents Canadian per loaded mile  |

|    |   |   |   |
|----|---|---|---|
|    |   | <p>RS320 Jumbo rock picker \$.77 cents Canadian per loaded mile</p> <p>SMR800/SMR600 multi landscape rakes \$.63 cents Canadian dollar per loaded mile</p> <p>SRW800 3pt rock windrower \$.63 cents Canadian per loaded mile.</p> <p>SRW1000 rock rake \$1.68 Canadian per loaded mile</p> <p>SRW1400/H rock rake \$1.68 Canadian per loaded mile</p>   |   |
| 68 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.   | <p>Schulte ships products within USA and Canada to its vast array of tractor dealers and customers so we have no problem accessing all areas using approved leased trucks and trailers. Shipping to Newfoundland and British Columbia there will be additional costs for ferry service above the normal rates listed previously noted on any quote sheets to the Sourcewell members either direct or from Schulte or from a Schulte tractor dealer. With shipping to Alaska and Hawaii normally products are packaged, crated and prepped at our factory so that units can be stuffed in a container to Hawaii at port of WA State (normally Honolulu Freight Services Tacoma WA) or go on a barge to Alaska from a port in WA. Any additional charges for this preparation would be noted on the Schulte Sourcewell quote sheet to the Sourcewell member either from Schulte direct or from our tractor dealer noted on the Schulte Sourcewell quote sheet. The freight to WA port will be on the quote sheet and the Sourcewell member will have to pay the freight from WA port to their location billed by the tractor dealer or on their own with the freight forwarder at the port in WA.</p> | * |
| 69 | Describe any unique distribution and/or delivery methods or options offered in your proposal.   | <p>Schulte Industries Ltd will deliver its products to Sourcewell members using approved trucking vendors using 48' or 53' step deck trailers or sometimes in a van. If shipping products to Hawaii or Alaska, normally products are shipped to a location at a port in WA for transshipment to the tractor dealer then to the Sourcewell member or direct to the Sourcewell member where they arrange the freight from port onward. Products can also be containerized at Schulte Industries Ltd factory in Englefeld, Saskatchewan Canada and shipped to Hawaii but that is not common. Products can also be shipped directly to members in Alaska direct by truck and trailer but that is not common as well. Sourcewell members receiving the products directly will need a proper sized forklift or crane to unload our products or if going through a local stocking dealer the dealer will perform the unloading and delivery process to the Sourcewell member and that will be noted in the quoting process.</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>Schulte Industries Ltd quality management system ISO 9001:2015 assures that Standard operating procedures are in place for all levels of Schulte's business and we are including a copy of our Sales SOP, our Sales through Sourcewell SOP and our Service procedures. These will be attached in the sales and additional Documents section of this RFP. As prices and products change Schulte will update through the Sourcewell PNP process. Our Schulte Directs do all the quoting for our tractor dealers so as to make sure all prices and quotes included proper pricing and equipment for the Sourcewell members. This control eliminates errors that could occur at dealer level.</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>Schulte Tracks all Government and Sourcewell sales and we are working towards yearly growth through the Sourcewell process. We have had growth as noted through our Sourcewell contract:</p> <table><tr><th>Year</th><th>Amount</th></tr><tr><td>2021</td><td>\$1,210,251.14</td></tr><tr><td>2022</td><td>\$1,624,351.45</td></tr><tr><td>2023</td><td>\$1,689,374.78</td></tr><tr><td>2024</td><td>\$1,703,364.44</td></tr></table> <p>Some constraints in getting components may have slowed sales down sales in 2021 and 2022 due to the pandemic stall but we are working at trying to convince more DOT's to come on board with Soucewell so that we can grow this Soucewell cooperative purchasing program mutually and show the government entities how seamless the process is to use. Nebraska DOT has just come on board and we are hoping Sourcewell can get MO and OH which currently buy and use our products to come on as well. This will help grow our business along with the larger airport entities using our larger mowing units. It is work in progress and we would like to see at least 2 State/DOT's and 5 new large airports come on board each year that are currently buying Schulte units. This can be tracked quite easily. We will be looking at tracking our quote turned to sales orders as a metrics in the future with Sourcewell members.Schulte has had yearly growth and feel with a bit more training and help from Sourcewell to get Canoe to put Schulte on their website we will see further growth as government entities get used to the Cooperative buying process and learn the benefits. More training is needed in Canada so that the Sourcewell members know what they have as RM's are confused about the process and more training is needed for RM administrators as they filter information down to the Reeve and Councilors.</p> | Year | Amount | 2021 | \$1,210,251.14 | 2022 | \$1,624,351.45 | 2023 | \$1,689,374.78 | 2024 | \$1,703,364.44 | * |
|------|---|---|------|--------|------|----------------|------|----------------|------|----------------|------|----------------|---|
| Year | Amount  |   |      |        |      |                |      |                |      |                |      |                |   |
| 2021 | \$1,210,251.14  |   |      |        |      |                |      |                |      |                |      |                |   |
| 2022 | \$1,624,351.45  |   |      |        |      |                |      |                |      |                |      |                |   |
| 2023 | \$1,689,374.78  |   |      |        |      |                |      |                |      |                |      |                |   |
| 2024 | \$1,703,364.44  |   |      |        |      |                |      |                |      |                |      |                |   |
| 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. | Schulte Industries Ltd agrees to pay Sourcewell a 2% administration fee on the net price of each unit sold and paid by Sourcewell members less assembly, containerization fees, set up, dealer PDI and any freight. Schulte Industries Ltd. appreciates the marketing, administration and team effort Sourcewell provides to administer & promote the contract and promote the Cooperative Purchasing Program they offer to its members and feel that 2% is fair and reasonable.  | *    |        |      |                |      |                |      |                |      |                |   |

**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. | This pricing is as good or better than what is offered to some State bids. Some other DOT's that we have been working with for over 25 years may get a slightly better discount than we are offering in this RFP, but the ability to offer larger discounts than 32% off list price if larger quantities of units may be required can offset the difference. | * |

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

| Line Item | Question   | Response *  |       |             |        |  |
|-----------|--|---|-------|-------------|--------|--|
| 74        | Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.                                  | <p>Schulte Industries Ltd will offer 3 categories of Equipment on this RFP.</p> <p>#1 Tractor PTO powered Rotary Cutters in largest to smallest widths for roadside and airfield grass maintenance and a Flex Arm for our 10' &amp; 15' Flex Wing Rotary Cutters which allows for offset mowing maintenance on roadsides:</p> <table><thead><tr><th>Model</th><th>Description</th></tr></thead><tbody><tr><td>FX-742</td><td>is a 5 section flex fold 42' wide1000 PTO drive tractor powered flex-wing rotary cutter with 7 rotor right angle gearboxes and currently the largest flex wing</td></tr></tbody></table> | Model | Description | FX-742 | is a 5 section flex fold 42' wide1000 PTO drive tractor powered flex-wing rotary cutter with 7 rotor right angle gearboxes and currently the largest flex wing |
| Model     | Description  |   |       |             |        |  |
| FX-742    | is a 5 section flex fold 42' wide1000 PTO drive tractor powered flex-wing rotary cutter with 7 rotor right angle gearboxes and currently the largest flex wing |   |       |             |        |  |



cutter built in North America. It is used for very large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

FX-530 is a 5 flex fold section 30' tractor powered 1000 PTO drive 5 rotor right angle gearbox flex-wing rotary cutter. It is used for large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

5026 is a 3 flex fold section 26' tractor powered 1000 PTO drive flex-wing rotary cutter. It is used for large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

5024 is the 24' version of the model 5026 above and is not available with the fixed knife mulching kit only the stump jumper pan kit and blades for wide area mowing and pasture mowing.

FX-520 is a 3 flex fold section 20' flex wing rotary cutter with 5 rotor right angle gearboxes, tractor powered 1000 PTO drive flex-wing rotary cutter. It is used for large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector, it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

FX-320 is a 3 flex fold section 20' flex-wing rotary cutter with 3 rotor right angle gearboxes, tractor powered 1000 or 540 PTO drive flex-wing rotary cutter. It is used for large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

FX-318 is a 3 flex fold section 18' flex-wing rotary cutter with 3 rotor right angle gearboxes, tractor powered 1000 or 540 PTO drive flex-wing rotary cutter. It is used for large area grass field maintenance like airport grass areas along the run ways, pastures and in agricultural sector it can be equipped with a Schulte fixed knife mulching kit for shredding and spreading crop residue like corn stalks, cotton stocks & wheat straw for faster decomposition.

FX-212 is a 12' version (single wing) of the FX-318 and is not available with the fixed knife mulching kit, only the stump jumper pan kit with blades for wide area mowing and pasture mowing.

XH1500 is our Heaviest Duty Commercial grade 15' roadside 3 rotor Flex-Wing mower which is tractor PTO powered in either 1000 RPM or 540 RPM and can handle the harshest conditions and is sought after by DOT's, Counties and RM's as their go to unit for roadside mowing across USA and Canada. It is capable of taking on the harshest conditions and has a cut capacity of up to 5" material. This unit can be paired with our Flex-Arm to completely offset the XH1500 to the right side of the tractor to allow for safe and efficient roadside mowing.

XH1000 is our Heaviest Duty Commercial grade 10.5' roadside 2 rotor Flex-Wing mower which is tractor PTO powered in either 1000 RPM or 540 RPM and can handle the harshest conditions and is sought after by DOT's, Counties and RM's as their go to unit for roadside mowing across USA and Canada. It is capable of taking on the harshest conditions and has a cut capacity of up to 5" material. This unit can be paired with our Flex-Arm to completely offset the XH1000 to the right side of the tractor to allow for safe and efficient roadside mowing.

FX-1800C is a heavy duty 15' roadside flex-wing mower tractor powered in either 1000 rpm or 540 rpm drives. This unit is a great alternative to the XH models at a more competitive price and incorporates replaceable side bands with full length replaceable skid shoes and hydraulic phasing system for level lift. Rated at 4" cutting material.

FX1800 offers same features as the above unit but does not have the replaceable side bands and uses a loose link turnbuckle system for level lift of the cutter. This unit is a great choice for the municipalities using conventional mowing flex-wing equipment. It can be paired with our FLX-1510 Flex Arm for offset mowing.

FX1200C offers the same as FX-1800C above in a single wing 10.5' width of cut. It can be paired with our FLX-1510 Flex Arm for offset mowing.

FX-1200 offers the same as FX-1800 above in a single wing 10.5' width of cut. It can be paired with our FLX-1510 Flex Arm for offset mowing.

FLX-1510 Flex Arm can be attached to our models, XH1500, XH1000, FX-1800C, FX1200C, FX-1800 and FX1200 to provide the best offset mowing technology on the market. Allows the mower to work in the ditch while the tract works on top of the road. Power is delivered by a tractor in either 1000 rpm or 540 rpm and then on to the Flex-Wing Mower. This unit uses a patented strut arm and non directional wheels to allow for easy maneuverability and backing up of the unit from the tractor drawbar pivot point.

GX-150 is a general duty tractor powered 15' Flex-wing unit designed for general duty cutting applications like parks and smaller municipalities. It has great performance at an economical price and should not be construed as a heavy duty mode and it should be used accordingly. Available in 1000 rpm 540 rpm drives.

GX-130 is a general duty tractor powered 13' Flex-wing unit designed for general duty cutting applications like parks and smaller municipalities. It has great performance at an economical price and should not be construed as a heavy duty mode and it should be used accordingly. Available in 540 rpm drive.

FX-209 is a rigid deck 9' cut 2 rotor gearbox tractor powered rotary cutter. It is considered a heavy duty unit consisting of a 7 gauge deck and 3" cut capacity. Available in 3pt or trailing versions and available in 1000 rpm or 540 rpm drives.

FX-107 is a rigid deck single rotor gearbox tractor powered rotary cutter. It is considered a heavy duty unit consisting of a 7 gauge deck and only available in 540 rpm drive. It is available in a 3pt or trailing version.

#2 Tractor PTO powered Snow Blowers, skid steer powered snow blower and FM Front Mount 3pt Frames in largest to smallest widths for roadside and airfield snow removal maintenance:

| Model | Description |
|-------|-------------|
|-------|-------------|

|         |   |
|---------|---|
| RDX-117 | is a 117" heavy duty 1000 rpm tractor power 3pt snow blower with side and center chute discharge to handle the toughest winter conditions. The rotating fan housing drum allows for side ejection of the snow directly off the fan paddles and out each side for maximum performance or if you have to control the direction the snow can be directed up through the rotating chute. Works with tractors from 140-230 PTO Horsepower. |
|---------|---|

|         |   |
|---------|---|
| SDX-117 | has the same features as the RDX-117 without the side ejection option.  |
| SDX-102 | is a 102" tractor powered 3pt snow blower which will work with tractors from 85 -140pto hp. This heavy duty unit makes easy work of the toughest snow conditions. |

|        |   |
|--------|---|
| SBX-87 | is a 87" tractor powered 3pt snow blower or this unit can be powered with a skid steer set up with a hydraulic motor and rotation deflection system along with a skid steer electronic harness interface. This unit works well in either set ups and can cover all skid steer track widths. |
|--------|---|

|       |   |
|-------|---|
| FM350 | is a front mount 3pt system that brings power from the back of the tractor to the front via a frame and gearbox system and 3pt hitch at the front. This system can work with tractors from 85-230 PTO hp and improves the working conditions and performance of 3pt snow blowers having it in front of the tractor verses the rear. Available gearbox ratios to work with tractor specific snow blower pto needs. |
|-------|---|

|       |   |
|-------|---|
| FM115 | is a front mount 3pt system that brings power from the back of the tractor to the front via a frame and gearbox system and 3pt hitch at the front. This system can work with tractors from 55-115 PTO hp and improves the working conditions and performance of 3pt snow blowers having it in front of the tractor verses the rear. 1:1 ratio 540 rpm gearbox only. |
|-------|---|

# 3 Rock Removal Units for roadside build and maintenance:

| Model | Description |
|-------|-------------|
|-------|-------------|

|                  |   |
|------------------|---|
| Spartan RWP-1935 | is a rock rake rock picker combo unit with 2 rock rakes attached to a rock picker that combs 19' or ground and can pick rocks from 2" to 27" diameter with a 3 batt reel system into a 3.5 cu yard hopper. Tractors must be 125 PTO HP minimum and have at least 16 GPM Hydraulic flow with minimum 2 remote outlets. These units can prepare ground for road building and maintenance.                 |
| Titan 5000       | is our largest rock picker with a 5 cu yard hopper. This unit will pick 2" -27" rocks with ease with a 3 batt reel system and with the larger hopper it can stay working longer in the field without dumping. The tractor operating this unit will need at least 125 hp minimum and 12 GPM flow with 4 outlets and a case drain line. These units can prepare ground for road building and maintenance. |

|            |  |
|------------|--|
| 3500 Giant | rock picker has a 3.5 cubic yard hopper. Picks 2" to 27" rocks with a 3 batt reel system. The tractor operating this unit will require 12 GPM minimum with 3 remote hydraulic outlets preferably. Tractor HP required 75 HP. These units can prepare ground for road building and maintenance. |
|------------|--|

|             |  |
|-------------|--|
| RS320 Jumbo | rock picker has a 3.2 cubic yard hopper. Picks 2" to 27" rocks with a conveyor style 4 batt pick up system. The tractor operating this unit will require 12 GPM minimum with 3 remote hydraulic outlets preferably. Tractor HP required 75 HP. These units can prepare ground for road building and maintenance. |
|-------------|--|

|            |  |
|------------|--|
| 2500 Giant | rock picker has a 2.5 cubic yard hopper. Picks 2" to 27" rocks with a 3 batt reel system. The tractor operating this unit will require 12 GPM minimum with 3 remote hydraulic outlets preferably. Tractor HP required 75 HP. These units can prepare ground for road building and maintenance. |
|------------|--|

|              |   |
|--------------|---|
| SRW-1400 14' | Rock Rake will windrow rocks from 2"-25" diameter into a neat row of rocks on the right discharge side. Tractor requirements for PTO version will be 540 rpm drive with tractors from 40-150 Horse Power. These units can prepare ground for road building and roadside gravel maintenance. |
|--------------|---|

|               |   |
|---------------|---|
| SRW1400 H 14' | is our hydraulic drive version information same as above unit except it will require tractor with hydraulics to operate it at minimum 15 GPM flow from one remote outlet. These units can prepare ground for road building and roadside gravel maintenance. |
|---------------|---|

|             |  |
|-------------|--|
| SRW1000 10' | Rock Rake will windrow rocks from 2"-25" diameter into a neat row of rocks on the right discharge side. Tractor requirements for this PTO unit will be 540 |
|-------------|--|

|    |  |   |
|----|--|---|
|    |  | <p>rpm drive with tractors from 40-150 Horse Power. These units can prepare ground for road building and roadside gravel maintenance.</p> <p>SRW800 8' 3pt Rock Rake will windrow rocks from 2"-25" diameter into a neat row of rocks on the right discharge side. Tractor requirements for this PTO unit will be 540 rpm drive with tractors from 35-100 HP. These units can prepare ground for road building and roadside gravel maintenance.</p> <p>SMR800 is a 8' Landscape power rake and rock windrower powered by skid steer tractors and hydraulic motors and electronic harnesses to pair up with the available skid steer tractor. Hydraulic flow required 18 -35 GPM. These units can prepare ground for road building and roadside gravel maintenance.</p> <p>SMR600 is a 6' Landscape power rake and rock windrower powered by skid steer tractors and hydraulic motors and electronic harnesses to pair up with the available skid steer tractor. Hydraulic flow required 18 -35 GPM. These units can prepare ground for road building and roadside gravel maintenance.</p> <p>All of the above units can be viewed at <a href="http://www.schulte.ca">www.schulte.ca</a> under our product section and detailed literature will be provided in the Marketing download section of this RFP.</p> |
| 75 | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | <p>Sub categories may include these terms:</p> <ul style="list-style-type: none"><li>Rotary Cutters</li><li>Rotary Mowers</li><li>Flex-Wing Mowers</li><li>Rigid Deck Mowers</li><li>Brush Hogs</li><li>Offset Mowers</li><li>Tractor Pulled Rotary Cutters or Mowers</li><li>Field Mowers</li><li>Tractor Powered Mowers</li><li>Snow Blowers</li><li>Tractor Powered Snow Blowers</li><li>Skid Steer Powered Snow Blowers</li><li>Front Mount 3pt Snow Blower Frames</li><li>Rock Pickers</li><li>Rock Rakes</li><li>Rock Windrowers</li><li>Landscape Rakes</li><li>Power Rakes</li></ul>  |

**Table 7B: Depth and Breadth of Offered Solutions**

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

| Line Item | Category or Type                                    | Offered *  | Comments  |   |
|-----------|---|--|---|---|
| 76        | Flail, boom, rotary, wing, sickle, and slope mowers | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Schulte provides Flex Wing rotary mowers in sizes from 42' down to 10.5' and almost every where in between. Schulte also offers rigid deck rotary mowers in 7' and 9' cutting widths.   | * |
| 77        | Brush cutters                                       | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Schulte rotary cutters are also considered brush cutters and can handle brush from 2" diameter up to 5" diameter on our heavier duty XH models.   | * |
| 78        | Seeders, tillers, mulchers, and sprayers            | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Schulte's tractor powered rock rakes and skid steer powered landscape rakes are used in a mulching fashion to separate rock and debris from the soil and leave very nice soil for seed bed preparation.   | * |
| 79        | Erosion stabilization and prevention products       | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Schulte Tractor powered rock rakes and skid steer landscape rakes can be used to reclaim gravel that has washed off to the side of the road ditch edge and help to put it back on the gravel roads which prevents erosion and saves in cost of new gravel, hauling new gravel and spreading new gravel.   | * |
| 80        | Ditch maintenance equipment                         | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Schulte entire line of equipment is used in ditch maintenance. Rotary cutters maintain the grass, rock pickers help build roads, clear stones in road and ditch building and the rock rakes and landscape rakes help as mentioned previously in building roads and reclaiming gravel. Our snow blowers can be used to clean out snow from the bottom of the ditches so that when spring melt occurs the water can flow effortlessly through the ditches and culverts. | * |
| 81        | Dust abatement water trucks                         | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Sorry we do not have anything in this area to offer.  |   |

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

**Line Item 82. 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<br><input checked="" type="radio"/> No |

## Documents

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

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

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

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

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

- [Pricing](#) - SOURCEWELL Schulte Industries Ltd Price pages w 32 percent discount for RFP.zip - Friday March 14, 2025 16:02:08
- [Financial Strength and Stability](#) - Schulte Financial Strength and Sales History for RFP.zip - Monday March 17, 2025 14:22:15
- [Marketing Plan/Samples](#) - Schulte Marketing samples for Sourcewell Road Right of Way Maintenance RFP.zip - Tuesday March 18, 2025 11:06:17
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Schulte Sourcewell Sales Procedures and documents.zip - Friday March 14, 2025 17:25:22
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Schulte Sourcewell RFP additional documents.zip - Tuesday March 18, 2025 10:51:00



## 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. - Hal Carnago, VP of Sales & Marketing, Schulte Industries Ltd.

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 |
|--|--|-------|
| There have not been any addenda issued for this bid. |  |       |