

**MASTER AGREEMENT #050625****CATEGORY: Roadway Maintenance Equipment****SUPPLIER: Federal Signal Corporation dba Mark Rite Lines Equipment Company, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Federal Signal Corporation dba Mark Rite Lines Equipment Company, Inc., 1333 Butterfield Road, Suite 500, Downers Grove, IL 60515 (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 July 7, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #050625 to Participating Entities. In Scope solutions include:
 - a. Asphalt recyclers and reclaimers, hot boxes;
 - b. Patchers, seal coaters, joint and crack sealers, crack routers, mastic and adhesive melters;
 - c. Chip spreaders, asphalt brooms, and pavement grinding or grooving equipment; and,
 - d. Pavement marking application and removal equipment.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) **Supplier Representations:**
 - i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted

Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).**

Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders

or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The

right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

**Article 2:
Sourcewell and Supplier Obligations**

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement

and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be

deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

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

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

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

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

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) Termination. Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.**20) Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

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

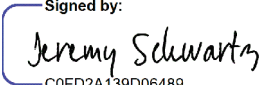
050625-MAR

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.

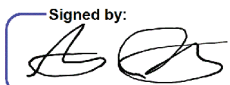
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating 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

Federal Signal Corporation dba Mark Rite
Lines Equipment Company, Inc.

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/1/2025 | 8:20 PM CDT

Signed by:

D374F2FBFFDC40D...

By: _____
Steve Johnson
Title: General Manager
Date: 7/1/2025 | 5:08 PM CDT

RFP 050625 - Roadway Maintenance Equipment

Vendor Details

Company Name: Mark Rite Lines Equipment Company, Inc.

Does your company conduct business under any other name? If yes, please state: MRL Equipment Company, Inc.

Address: 5379 Southgate Drive
Billings, MT 59101

Contact: Martha Schneider

Email: mschneider@markritelines.com

Phone: 406-869-9900 321

Fax: 406-896-8880

HST#: 32-0598795

Submission Details

Created On: Tuesday April 01, 2025 16:13:03

Submitted On: Friday April 25, 2025 11:48:15

Submitted By: Martha Schneider

Email: mschneider@markritelines.com

Transaction #: ae64261e-2cf1-4489-94df-66f5c3c47817

Submitter's IP Address: 147.243.203.204

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. | Federal Signal Corporation | * |
| 2 | In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N. | No, our subsidiaries will execute the master agreement with Sourcewell/CANOE. | * |
| 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). | Mark Rite Lines Equipment Company, Inc. Trackless Joe Johnson Equipment LLC, FS Solutions Liquidators/ Blasters Hog Technologies | * |
| 4 | Provide your CAGE code or Unique Entity Identifier (SAM): | Federal Signal Cage Code: 1MAD8 UEI: M18SGN9VAEX5 Mark Rite Lines CAGE Code: 104V4 UEI: ZP1HHMJQBJB1 Hog Technologies CAGE Code: 4KMP1 | * |
| 5 | Provide your NAICS code applicable to Solutions proposed. | 237310-08 237310-15 237310-07 237310-13 | * |
| 6 | Proposer Physical Address: | 1333 Butterfield Road, Suite 500, Downers Grove, IL 60515 | * |
| 7 | Proposer website address (or addresses): | https://www.markritelines.com https://www.federalsignal.com https://tracklessvehicles.com/ https://thehog.com https://jjei.com | * |
| 8 | Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer): | Steve Johnson General Manager Mark Rite Lines Equipment Company, Inc 5379 Southgate Drive, Billings, MT 59101 sjohnson@markritelines.com (406) 869-9900 | * |

| | | |
|----|--|--|
| 9 | Proposer's primary contact for this proposal (name, title, address, email address & phone): | <p>Boyd Montgomery</p> <p>National Director of Sales</p> <p>Mark Rite Lines Equipment Company, Inc</p> <p>5379 Southgate Drive, Billings, MT 59101</p> <p>bmontgomery@markritelines.com</p> <p>406-869-9900</p> |
| 10 | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone): | <p>Martha Schneider</p> <p>Sales Coordinator-Mark Rite Lines Equipment Company, Inc.</p> <p>5379 Southgate Drive, Billings, MT 59101 mschneider@markritelines.com</p> <p>(406) 869-9900</p> <p>Joe McIntyre</p> <p>Director of Sales – Trackless</p> <p>55 Thunderbird Dr, Courtland, ON Canada N0J 1E0</p> <p>jmcintyre@tracklessvehicles.com</p> <p>519-698-0370 Ext 212</p> <p>Dennis Braswell</p> <p>Vice President Sales - Liquidators</p> <p>7813 Professional Place, Tampa, FL 33637</p> <p>dbraswell@blaster.net</p> <p>813-985-4500</p> <p>Melissa Harper</p> <p>Sr. Manager, Rentals – FST Canada, Joe Johnson Equipment</p> <p>2521 Bowman Street</p> <p>Innisfil, ON Canada L9S 3V6</p> <p>mharper@jjei.com</p> <p>705-229-9620</p> <p>Matt Butcher</p> <p>Director of Sales – Hog Technologies</p> <p>3920 SE Commerce Ave</p> <p>Stuart, FL 34997</p> <p>matt@thehog.com</p> <p>484-951-1141</p> |

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, | Mark Rite Lines Equipment Company, is headquartered in Billings, MT, with satellite |

including your company's core values, business philosophy, and industry longevity related to the requested Solutions.

operations in Tampa, FL (Liquidators). For over 36 years, we have been manufacturing and supplying customized highway and road striping and removal equipment. Through continuous refinement of our products, we have established ourselves as a proven leader in the road striping and removal equipment industry, both nationally and globally.

Founded on extensive first-hand knowledge and a background in striping operations, Mark Rite Lines Equipment Company, designs and builds traffic paint, thermoplastic, plural component, water blasting, and line removal/pavement grooving equipment with a strong reputation for reliability, durability, efficiency, and high productivity. We focus on creating equipment tailored to our customers' specific needs, recognizing that regulations vary based on geographic location and district requirements. Our commitment to customization and innovation allows us to solve our customers' challenges effectively.

With an emphasis on innovative engineering and a relentless pursuit of continuous improvement, Mark Rite Lines Equipment Company, brings a diverse portfolio of products to the market to meet customer needs. Our Mini Series products, such as the Mini Mac 400 and Mini Grinder, have been widely adopted by municipal customers for their versatility, durability, and reliability. Our ThermoPro Series offers trucks ranging from 4,000 lbs. to 24,000 lbs., ensuring a thermoplastic truck suited to any operation size. The Paint Pro Series includes air atomized and airless options, customizable for non-CDL or CDL units, with tank capacities ranging from 80 to 1,200 gallons. The EpoxyPro Series leads the industry with its impingement technology, which minimizes material waste and maximizes efficiency, making it the fastest application truck available. Our GrindPro Series provides non-CDL and CDL truck options with one-person operation capabilities, capable of performing plunge cuts and more. Additionally, the MRLiquidator, a high-pressure water truck, efficiently removes paint and rubber from roads and runways to prepare surfaces for repainting. Mark Rite Lines Equipment Company also collaborates with customers to design specialized trucks, including bituminous and broom trucks, to meet unique needs.

Beyond manufacturing, we provide exceptional support through our parts operations, backed by over 65 years of industry experience and \$15M in inventory. Our team of skilled technical service technicians offers in-field training and troubleshooting to ensure optimal performance.

Commitment to Innovation and Safety

At Mark Rite Lines Equipment Company, we are dedicated to road safety and the advancement of road marking and removal equipment. By leveraging extensive research, customer feedback, and technician field experience, we continuously develop improved products that enhance operator safety and productivity. Our innovation philosophy is rooted in a "customer-back" approach rather than a traditional "research and development-out" strategy. We actively partner with key customers to tackle complex technical challenges and improve operational efficiency.

Our Operating Principles

At Mark Rite Lines Equipment Company, we hire, operate, and evaluate based on the following 15 core principles. These are not just words on a wall but guiding tools that help us maintain the highest standards of operational excellence. They set the standard for every individual across our organization:

Have Gratitude – Appreciate the opportunities we have, our great customers, teammates, and limitless potential.

Be Positive – Choose optimism in every situation; attitude is within our control.

Be Disciplined – Hold yourself accountable and always meet the required standards.

Be Loyal – Build trust by being loyal to customers, teammates, and company standards.

Be Goal-Oriented – Set, pursue, and achieve goals to maintain progress and focus.

Learn Every Day – Embrace continuous learning to improve skills, mindset, and attitude.

Take Initiative – Be proactive, take ownership, and seek ways to contribute.

Accept Responsibility – Own mistakes, learn from them, and grow as a leader.

Lead by Example – Do the right thing, even when no one is watching.

Be Selfless – Put the team first and add value in every interaction.

Provide Value – Be a problem solver and enhance experiences for those around you.

Be Humble – Stay open to learning, practice humility, and let your work speak for itself.

Believe – Confidence in yourself and your mission leads to success.

Stay the Course – Overcome adversity by staying committed and moving forward.

Control the Controllable – Focus on what you can influence: thoughts, words, attitude, and actions.

Federal Signal Corporation - Our Mission

To remain the global leader in road striping and removal equipment by delivering customer-driven innovation, high-quality products, superior customer support, and cutting-edge solutions.

Mark Rite Lines Equipment Company's strength comes not only from our years of industry experience and market leadership but also from the backing of our parent company, Federal Signal Corporation. Federal Signal Corporation's journey began in the early 20th century when the Gilchrist brothers founded the Federal Electric Company, which initially manufactured electric store signs in Chicago. Since going public on the New York Stock Exchange in 1969, Federal Signal Corporation has grown into a diversified industrial manufacturer. Today, they produce specialized vehicles for maintenance and infrastructure markets, as well as safety and security products, serving municipal, government, industrial, and commercial sectors.

Federal Signal Corporation (NYSE:FSS) enhances the safety, security, and well-being of communities and workplaces around the world.

Founded in 1901, Federal Signal Corporation is a leading global designer and manufacturer of products and total solutions that serve municipal, governmental, industrial, and institutional customers. Federal Signal Environmental Solutions Group (includes Elgin, Vactor, TruVac, Trackless, Switch-N-Go, FST Canada, and Joe Johnson Equipment LLC).

With clean air and clean water at the forefront of today's concerns - now is the time to think about how the environmental risks will affect communities, businesses, and governments worldwide. To meet these challenges, Federal Signal Corporation has created the Environmental Solutions Group (ESG). This group includes industry-leading solutions from Elgin Sweeper Company, Vactor and TruVac Manufacturing, Trackless, and Switch-N-Go each with a large, innovative, and productive line of environmental cleaning and management products. In 2019, Federal Signal Corporation acquired Mark Rite Lines Equipment Company.

A key aspect of Federal Signal Corporation's approach is its understanding of the power of strategic partnerships, such as its collaboration with Sourcewell/Canoe. Federal Signal holds contracts with Sourcewell/Canoe for major brands like Elgin, Vactor, Trackless Equipment, Truevac, and Joe Johnson, enabling them to provide customers with exceptional value and streamlined purchasing options. This partnership further strengthens their commitment to delivering the highest quality products and services to meet the evolving needs of communities worldwide.

At the core of Federal Signal's mission is a dedication to quality. They build equipment that moves material, cleans infrastructure, and protects the communities where we live and work. Federal Signal is committed to solving some of society's toughest challenges in a sustainable and ethical way. With every product they manufacture and every service they provide, Federal Signal stays focused on doing what's right.

This commitment is reflected throughout the organization, from leadership to the 4,500 dedicated employees who work tirelessly to make this vision a reality. Federal Signal's core values guide their every action:

Integrity, Honesty, and Equality: These values form the bedrock of all our actions.

Intellectual Curiosity: We embrace the "why" and encourage exploration and innovation.

Adaptability: We develop our workforce to meet challenges head-on, ensuring that we stay on course no matter what changes arise.

Focus: Our strategy remains clear, and while tactics may shift, our dedication to customer satisfaction does not.

Clarity: We communicate openly, with transparency and purpose.

Judgment: We make thoughtful decisions, leveraging our knowledge for the benefit of our customers, employees, and company.

Passion: We care deeply about our customers and our colleagues, and we are relentless in solving problems and delivering solutions.

Optimism: A belief in our success is essential to achieving our goals, and we remain confident in our ability to overcome obstacles.

Federal Signal operates 23 manufacturing facilities around the world and manages over 30 service centers, supported by an extensive network of distributors and dealers. This global presence ensures they can meet the diverse needs of their customers wherever they are.

Trackless

In 2019, Trackless celebrated 50 years of business. Trackless factory upgrade was completed in June of 2002, our 110,000 sq. ft. plant sits on 28 acres of land in Courtland, Ontario. The factory is equipped with a 500hp Cummins generator that ensures no loss of production time during power outages. Trackless Vehicles continues to invest in our facilities, building a separate storage facility in 2016 and adding a 10,000 sq. ft. warehouse extension to our main building in 2017.

In 2023, Federal Signal Corporation purchases trackless. Jennifer Sherman, President and Chief Executive Officer of Federal Signal Corporation stated "The acquisition of Trackless represents a strong addition to our municipal product offerings and further bolsters our position as an industry-leading diversified manufacturer of specialized vehicles for maintenance and infrastructure markets," "With our Joe Johnson Equipment subsidiary currently the largest distributor of Trackless products in North America, we have a great appreciation of Trackless' products and reputation for quality and innovation. We are excited about the opportunities to leverage Federal Signal Corporation's distribution channel in the U.S. and Canada to expand the geographic reach of Trackless products and accelerate the growth trajectory of the business".

Hog Technologies

Hog has over 25 years in the airport and roadway industry. It began in 1988 when James Crocker owner & founder started as a pressure cleaning company pressure washing driveways and roofs in South Florida. The pressure washing led to the painting of large commercial buildings which in some cases required him to remove the paint before repainting, and to do this he needed higher and higher water pressures. The higher-pressure pumps led to an opportunity one day to remove a road marking for a local contractor which in time led James to the creation of our flagship product, the world-famous Stripe Hog waterblasting system. The Stripe Hog is used to remove pavement markings and striping from roads and airport runways and also clean the rubber from airport runways. It can also do surface preparation or cleaning the road or airport striping or makings to bring back the reflectivity. Stripe Hog has been sold in more than 56 countries worldwide and the first units built over 16 years ago are still out in the field working. Since 2014 by customer demand, we have innovated additional products to serve our customers. Today we offer many more pieces of equipment like our Rumble Hog that cuts rumble strips, grinds or grooves, Grinder Hog that grinds off markings, grooves for inlaid markings or cuts sinusoidal rumble strips, Hydro Hog for bridge deck patch repair, and airport runway repair, Crack Hog for crack sealing, Broom Hog for sweeping, Surface Hog for cleaning pervious pavements or just cleaning large areas, and there are many more innovations on the drawing board! Because we were a contractor first, our systems are built to be the most productive, easiest to maintain, dependable, and long-lasting systems on the market. We continue to evolve with our in-house team of engineers who continuously develop cutting-edge advances to provide the latest technology in the industry. Our goal is to provide our customers with the best equipment and customer support possible to ensure their success. Customers are the most important part of our business, without the customer there wouldn't be a company.

Core Values:

PASSION: With passion at the heart of everything we do, we nurture ideas, inspire excellence, and find creative ways to eliminate obstacles to cultivating growth.

INNOVATION: Customer input helps us develop products that best serve their business needs. Providing continual technology gives our customers a competitive advantage.

CUSTOMER SUCCESS: When our customers succeed, we succeed

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| | | <p>INTEGRITY: Nothing is more important than our reputation. We are straightforward and honor our commitments every time.</p> <p>RESULTS DRIVEN: We are driven by a strong, results-driven work ethic.</p> <p>TEAM: To maintain an energetic, productive work environment that drives innovation and excellence.</p> <p>MISSION: To continue to be the global leader for water blasting systems by providing the most innovative top-quality equipment and having exceptional relationships with our customers.</p> | |
| 12 | What are your company's expectations in the event of an award? | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is committed to utilizing the Sourcewell/Canoe platform to enhance and improve our members' ability to access the latest technologies in the road striping and removal industry. Our goal is to drive innovation and expand our product portfolio with solutions that serve our targeted customers across the U.S. and Canada. By partnering with Sourcewell/Canoe, we will be able to more efficiently and cost-effectively meet the growing demand for our products.</p> <p>Recognizing the success that many of Federal Signal Corporation's subsidiaries have had in leveraging Sourcewell/Canoe contracts, Mark Rite Lines Equipment Company, Trackless, Hog, and Liquidators understand the crucial role this partnership plays in expanding our reach, particularly within municipalities. This contract offers a significant opportunity to grow our customer base and strengthen our presence in the market.</p> | * |

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| 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>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators are a subsidiary of Federal Signal Corporation, and as such, we do not release independent financial information. However, we have included our 2024 annual report and the 10-K filing for your review. We understand that partnering with a financially stable company is essential, and to further demonstrate our financial health, we've also provided Letters of Reference from many of our larger vendor partners (uploaded in financial strength and stability files).</p> <p>As the market leader in road striping and removal equipment, Mark Rite Lines Company and Liquidators serves customers worldwide and is the preferred choice of contractors and municipalities alike. Our reputation for innovation and reliability continues to drive growth within the industry.</p> <p>Our financial strength is also evident in the continued strategic growth of Federal Signal Corporation. Since 2022, Federal Signal Corporation has successfully completed four major acquisitions: TowHaul, Blasters, Standard Equipment, and most recently (2/13/25) Hog Technologies.</p> <p>Elgin Sweeper Co. has been manufacturing street sweepers for over 100 years. Today Elgin is the leading manufacturer of sweepers for municipalities, contractors, airports, and industrial entities in North America. We offer the broadest selection of street sweepers including all variations of today's sweeping technology. Elgin is a subsidiary of the Federal Signal Corporation.</p> <p>Vactor/Truvac Manufacturing is a world leader in high-quality sewer cleaning and hydro-excavation solutions. For well over 50 years Vactor has been enhancing their expertise in air conveyance and use of high-pressure water for sewer cleaning and hydro-excavation. Vactor/Truvac, are also both a subsidiary of Federal Signal Corporation.</p> <p>Trackless is the Industry leader in municipal sidewalk tractors and for over 50 years has equipped Public Works Departments, Parks Departments, Airports, Universities, and Military facilities with equipment to tackle their toughest challenges. Trackless provides snow removal equipment from Alaska to Antarctica and from Newfoundland to Russia. Mowing, asphalt repair, leaf loading, and sweeping equipment is also sold to numerous governmental agencies all over the world. Trackless is a subsidiary of Federal Signal Corporation.</p> <p>Switch-N-Go has been a leader in manufacturing interchangeable municipal truck body systems for over 20 years. Switch-N-Go is a subsidiary of Federal Signal Corporation.</p> <p>Joe Johnson Equipment is a North American leading equipment distributor with over 35 years of sales and aftermarket support, rental, and used equipment experience both in the USA and Canada. Joe Johnson Equipment, too, is a subsidiary of Federal Signal Corporation.</p> <p>Hog Technologies was founded in 1988, Hog has established itself as a leading innovator serving infrastructure, municipal and airport markets, with a broad portfolio of products, including rubber- and paint-removal systems, pavement-marking and grinding trucks, and advanced waterblasting units. One of Hog's unique innovations is a patented runway rubber-removal system, which is widely recognized and used by major airports across the globe.</p> <p>Federal Signal Corporation Completes Record Year with Impressive Fourth Quarter Results, including 15% Net Sales Growth, 35% Operating Income Increase, and Strong Cash Generation; Issues 2024 Outlook.</p> <p>(Please refer to the attached documents for further details on our financial strength and stability.)</p> |
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| 14 | <p>What is your US market share for the Solutions that you are proposing?</p> | <p>Currently, our industry is a non-reporting industry. Therefore, no independent data on market share exists for the road lining and removal markets.</p> <p>Mark Rite Lines Equipment Company manufactures equipment for both contractor and municipal markets. More Mark Rite Lines Equipment Company trucks are in operation across the U.S. than those of any competitor. Built for durability, our equipment is designed to last for years with proper maintenance. Many customers choose to refurbish their Mark Rite Lines Equipment Company trucks to extend their lifespan even further. Our marketing research indicates that we enjoy the following market share:</p> <p>Mark Rite Lines Equipment Company Inc.'s U.S. Market Share by Product Category:</p> <p>70% Thermoplastic Trucks</p> <p>75% Removal/Grooving Trucks</p> <p>65% Epoxy Trucks</p> <p>25% Paint Trucks</p> <p>30% Detail Trucks</p> <p>95% Mini Mac</p> <p>90% Mini Grinder</p> <p>20% Liquidator Trucks – waterblasting removal</p> <p>75% Melters</p> <p>With the acquisition of Hog Technologies into the Federal Signal Corporation portfolio, we now are the market leader when it comes to waterblasting removal equipment with an estimated 95% share. Stripe Hog has more waterblasting systems operating around the world than our three closest competitors combined. 93% of North American airports (US and Canada) that own a waterblaster, own a Stripe Hog.</p> <p>Mark Rite Lines Equipment Company, Trackless, and Liquidators anticipates that leveraging the Sourcewell/Canoe contract will enable us to expand our product portfolio and increase our presence in the municipal market by 25%.</p> |
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| 15 | What is your Canadian market share for the Solutions that you are proposing? | <p>Currently our industry is a non-reporting industry. Therefore, no independent data of market share exists for the road lining and removal markets.</p> <p>Mark Rite Lines Equipment Company supplies numerous trucks to Canada each year. Given Canada's challenging climate and the high demand for quality road striping and removal equipment, many Canadian customers turn to Mark Rite Lines Equipment Company for their needs. They recognize the durability and resilience of our equipment and trust Mark Rite Lines Equipment Company to keep their operations running efficiently when it's time to get the job done. Our marketing research indicates that we enjoy the following market share:</p> <p>Mark Rite Lines Equipment Company Inc.'s Canadian Market Share by Product Category:</p> <p>60% Thermoplastic Trucks</p> <p>25% Removal/Grooving Trucks</p> <p>50% Epoxy Trucks</p> <p>10% Paint Trucks</p> <p>5% Detail Trucks</p> <p>90% Mini Mac</p> <p>90% Mini Grinder</p> <p>5% Liquidator Trucks – waterblasting removal</p> <p>60% Melters</p> <p>With the acquisition of Hog Technologies into the Federal Signal portfolio, we now are the market leader when it comes to waterblasting removal equipment with an estimated 95% share. Stripe Hog waterblasting systems operating around the world than our three closest competitors combined. 93% of North American airports (US and Canada) that own a waterblaster, own a Stripe Hog.</p> <p>Mark Rite Lines Equipment Company, Trackless, and Liquidators anticipates that utilizing the Sourcewell/Canoe contract will allow us to expand our product portfolio and grow our presence in the municipal market by 25%.</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>To date, Mark Rite Lines Equipment Company has never petitioned for bankruptcy. Federal Signal Corporation (including the Elgin, Vactor, Truvac, Trackless, Switch-N-Go, JJE LLC, Hog Technology, and FST Canada subsidiaries) has never been the subject of a bankruptcy action.</p> | * |

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| 17 | <p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p> | <p>Mark Rite Lines Equipment Company, Elgin Sweeper, Vactor/TruVac Manufacturing, Trackless, Liquidators, Hog Technologies, and Switch-N-GO are manufactures. JJE LLC and FST Canada (Joe Johnson Equipment) are a Dealer/Distributor of Elgin, Vactor, TruVac, Trackless and Switch-N-Go products and are also a part of the Federal Signal Family.</p> <p>Mark Rite Lines Equipment Company and Hog Technologies defines itself as both a manufacturer and a service provider. We manufacture, sell, ship, and service equipment directly for end-use customers. MRL Equipment operates with a full, active staff across multiple departments, including sales, marketing, engineering, parts, sourcing, financing, shipping & receiving, fabrication, assembly, and service—ensuring comprehensive support for our customers.</p> <p>Our sales team consists of in-territory representatives who meet directly with customers at their locations. Additionally, we provide both in-house and field service technicians to support our customers' needs. Our engineering and marketing teams are readily available to assist our service and sales staff whenever necessary.</p> <p>To further enhance customer understanding and support, Mark Rite Lines Equipment Company Inc. has integrated our engineering and marketing staff into field visits alongside our sales and service teams.</p> <p>Our headquarters is located in Billings, MT, with a satellite location in Tampa, FL. To support continued growth, Mark Rite Lines Equipment Company also works with distributors and agents covering international markets.</p> <p>Federal Signal Corporation brings to Mark Rite Lines Equipment Company a rich history of varying go-to-business strategies to service customer segments. This allows the subsidiaries to leverage knowledge and best practices to collaborate and solve customer problems.</p> <p>Elgin, Vactor and TruVac, Trackless and Switch-N-Go products are sold, rented and serviced through a dealer network of more than 100 factory-trained dealer locations. Our dealer network consists of independently-owned, third party contracted entities with their own sales and service personnel. (See upload map of coverage areas)</p> <p>Joe Johnson Equipment, LLC and FST Canada dba Joe Johnson Equipment (JJE) are both a distributor/dealer subsidiary of Federal Signal Corporation. Joe Johnson Equipment is Canada's largest and one of North America's leading infrastructure-maintenance equipment suppliers. JJE proudly serves municipalities, contractors, haulers and industrial companies in Canada and the U.S. JJE has a longstanding reputation for distributing industry-leading products through its national branch network with a keen focus on customer support. JJE specializes in serving municipalities, municipal contractors and industrial contractors with high quality products, rentals and used equipment sales, parts and service. These products include street sweepers, sewer cleaners, vacuum trucks, snow removal equipment, and refuse collection equipment</p> |
| 18 | <p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p> | <p>Our industry does not require any specific licenses or certifications; however, we currently hold the following licenses and certifications:</p> <p>Montana Secretary of State Certificate of Authorization</p> <p>Montana Department of Justice MVD New Motor Vehicle Manufacturers, Distributors, and Importers License</p> <p>Montana Department of Justice MVD Transporter of New Motor Vehicles License</p> <p>ANSI</p> <p>ASTM</p> <p>ASME</p> <p>Federal Motor Vehicle Safety Standards (FMVSS)</p> <p>AWS Welding Society</p> <p>Florida business license</p> <p>Florida vehicle dealer license</p> <p>Our Elgin facility is •ISO 9001 certified. We are ISO 9000 and 14001 at our Vactor/TruVac facility. This means that we adhere to appropriate manufacturing and quality process and procedures.</p> |

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| 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. | N/A. To date, Mark Rite Lines Equipment Company, Trackless, Liquidator, JJE, Hog Technologies, and Federal Signal Corporation have never been issued a notice of suspension or debarment throughout their years of operation. | * |
| 20 | Describe any relevant industry awards or recognition that your company has received in the past five years. | <p>Throughout its years of operation, Mark Rite Lines Equipment Company has received numerous recognitions and accolades. Notable awards include:</p> <p>Federal Signal Workplace Hazard Reduction Award: 2020, 2021, 2023</p> <p>Roads & Bridges Contractor's Choice, Pavement-Marking Removal: 2022</p> <p>Graco Distributor of Distinction: 2013, 2014, 2021</p> <p>State of Montana Governor's Excellence in Exporting, Exporter of the Year: 2012</p> <p>Prominent Member of the American Traffic Safety Services Association (ATSSA): 1989–2025</p> <p>American Traffic Safety Services Association Mark of Excellence Award: 2012</p> <p>American Traffic Safety Services Association Industry Achievement Award: 2010</p> <p>Active Member of National Truck Equipment Association: since 2010</p> <p>Active Member of Montana Contractors Association: since 2020</p> <p>Montana Contractor Compensation Fund Safety Committee Safety Award: 2012</p> <p>Distinguished Beneficiary of The National Economic Commission of The American Legion: since 2000</p> <p>Established Affiliate of The Associated General Contractors of America Association</p> <p>Recipient of the 2024 Federal Signal President's Award for a 0.0 TCIR (total case incident rate) via MRLiquidator</p> <p>Hog - Road & Bridges Contractor's Choice Award 2007, 2005</p> <p>Hog - Senate Small Business of the week 2019</p> <p>Hog - Vision Awards - Grounds 2019</p> <p>Hog - Martin County Headquarters of the Year 2018</p> <p>Hog - Governor's Business Diversification Award 2009</p> <p>Hog - Export Excellence Award 2009</p> <p>Hog - ATSSA Innovation Award 2005</p> <p>Hog - Better Roads Top Rollout 2005</p> <p>Hog – South Florida Manufacturer of the Year 2024</p> <p>Liquidators was recently recognized (2025) by Federal Signal Corporation - President's Award for small facilities. This award recognizes the hard work the manufacturing team does to reduce their total case incident reporting from 2023-2024.</p> <p>On November 27, 2019, Federal Signal Corporation was named a multi-award winner in the 2019 Best in Biz Awards. Federal Signal Corporation was awarded the Gold award for "Fastest-Growing Company of the Year - Large Companies (1,000+ Employees)". This award recognizes impressive operational and financial performance over the last 18 months. It also acknowledges the strong growth that has resulted from a combination of strategic acquisitions and organic growth initiatives, including the impact of several new product introductions.</p> <p>In 2020, acknowledged by Fortune Magazine, Federal Signal Corporation was recognized as one of the "100 Fastest Growing Companies."</p> <p>In 2020, Jennifer Sherman, President and CEO of Federal Signal Corporation, was named one of Crain's Notable Women Executives Over 50 who have jumped hurdles to reach the highest levels of business, medicine, higher education and nonprofits. A</p> | * |

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| | | <p>number defied the odds in rising to influential positions in male-dominated fields such as banking and financial services, law and manufacturing. Women, of course, still face formidable obstacles. They represent only 11 percent of top earners at S&P 500 companies, according to a January study by Catalyst. And they make up just over a quarter of executive and senior-level officials and managers. However, they see the big picture and are bringing their sisters along by leading diversity and inclusion efforts, supporting women's resource groups, pushing for more family-friendly policies and mentoring younger colleagues. That should provide encouragement to already influential millennial women who have the opportunity to dramatically reshape the workplace in the years ahead.</p> <p>At the National Pavement Exposition, held in Nashville January 29th to February 1st of 2020, the WorldSweeper.com/World Sweeping Association's Award of Excellence in Power Sweeping was awarded to Elgin Sweeper Company. The award wording, as presented by Ranger Kidwell-Ross, the Editor of WorldSweeper.com and Director of the World Sweeping Association: Although unquestionably a worthy recipient as a result of what the company has brought to the power sweeping industry in the 105 years since it was started, they were chosen as this year's Award recipient for another specific reason. This year's Award recognizes the extraordinary expenditure of effort and investment the company made during the development of its newest product, the RegenXTM. To come up with a final design for its RegenX product, the company's representatives traversed the United States, speaking to hundreds of customers at all levels within the street sweeping industry, both municipal and contractor, in pursuit of what it termed "true voice-of the- customer insights." "For its willingness to conduct such extensive, real-world prototype testing and feedback before bringing its RegenX model to market, at this time it is my great honor to present the WorldSweeper.com/world Sweeping Association's 2020 Award of Excellence in Power Sweeping, the United States power sweeping industry's highest honor, to Federal Signal Corporation's Elgin Sweeper Company."</p> | |
| 21 | What percentage of your sales are to the governmental sector in the past three years? | Approximately 40% of Mark Rite Lines Equipment Company's sales over the past three years have come from governmental agencies. For Hog Technologies and Liquidators, 25% of their sales are governmental. Most governmental agencies choose to contract out this service. As a company, Federal Signal Corporation generates around 65% of its revenue from municipal sales. | * |
| 22 | What percentage of your sales are to the education sector in the past three years? | Less than 1% of Mark Rite Lines Equipment Company's and Hog Technologies sales have been directed to the education sector. This is because very few educational institutions handle their own road striping or removal. As a company, Federal Signal Corporation generates around 2% of its revenue from the education sector. | * |
| 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? | <p>Mark Rite Lines Equipment Company has conducted business with various Department of Transportation (DOT) departments across the U.S. where we are registered as a vendor. These include:</p> <p>Washington DOT</p> <p>Missouri DOT</p> <p>Minnesota DOT</p> <p>Alabama DOT</p> <p>CalTrans</p> <p>Utah DOT</p> <p>Mississippi DOT</p> <p>Oregon DOT</p> <p>Annual Sales Value: \$3.5M</p> <p>In addition, Mark Rite Lines Equipment Company does business with numerous cities across the U.S. and Canada, including:</p> <p>Atlanta</p> <p>Austin</p> <p>Billings</p> <p>Charleston</p> <p>Charlotte</p> <p>Chico</p> <p>Columbus</p> | |

Edmonton
Fort Smith
Garland
Hillsboro
Holyoke
Kelowna
Kokomo
Los Angeles
LaFayette
Laredo
Lincoln
Medford
Memphis
Modesto
Montgomery
Newport
Ridgecrest
Salt Lake
San Marcos
Stockton
Vancouver
Winchester
Annual Sales Value: \$4M
Mark Rite Lines Equipment Company also conducts business with multiple counties across the U.S., including:
Clark
Ocean
Deschutes
Harrison
Los Angeles
Osceola
Queens
Annual Sales Value: \$650K
Buy Board: Annual Sales Value: \$350K
Furthermore, Mark Rite Lines Equipment Company sells to several third-party agents that hold contracts with federal entities for truck bodies. Annual Sales Value: \$750M
Hog Technologies has a HGACBuy contract - \$1,081,575 annually
Federal Signal Corporation, benefits from numerous agreements, which include:
Commonwealth of Pennsylvania
State of New Mexico

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| | | <p>Region 8, ESC, TX (Tips)</p> <p>State of Minnesota</p> <p>State of Tennessee</p> <p>State of Oregon</p> <p>State of Iowa</p> <p>State of Kansas</p> <p>State of Maine</p> <p>State of Ohio</p> <p>State of Missouri</p> <p>City of Los Angeles</p> <p>Additionally,</p> <p>Federal Signal Corporation currently holds Sourcewell contracts for Elgin, Vactor, Truvac, Trackless, Switch-N-Go equipment sales of sweeper, sewer cleaner and vacuum excavation products.</p> <p>Elgin Sweepers holds an HGACBuy contract and a Sourcewell Contract 093021-ELT</p> <p>Vactor is on HGACBuy and holds Sourcewell Contract 101221-VTR.</p> <p>Joe Johnsons Equipment also holds a Sourcewell Contract 040924-FSC.</p> <p>TruVac holds a Sourcewell Contract 101221-VTR</p> <p>Trackless Equipment holds a Sourcewell/Canoe Contract 093021-ELT</p> <p>The annual sales volume for that contract is \$104m in 2024 combined.</p> <p>Several of our dealer partners do hold state and/or local purchasing contracts. Entirely utilized by our local dealers, these purchasing contracts do not necessitate specific pricing discounts from the manufactures. Sales volume is unknown as the contracts are not held by us and are not tracked.</p> | |
| 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? | <p>Mark Rite Lines Equipment Company currently does not hold a GSA contract. However, we have made sales to the Federal Government through third-party agents that hold GSA agreements, with total sales valued at \$850K. Currently, we do not offer any Standing Offers or Supply Arrangements.</p> <p>Hog Technologies has its products listed on GSA through our partnership with Fedharmony aka Global Enterprises, Cage #4KMP1. We have only sold to Air Force Bases through GSA and for 2022 is \$249,999. Prior to that is 2018 \$623,785.76, 2017 \$350,000.00</p> <p>Federal Signal, along with several of its subsidiaries, participates in GSA contracts. Federal Signal solutions are available via GSA Advantage and TLS Contracting, under GSA Contract # GS-07F-5965P and GSA Contract # GS-07F-0115Y. Additionally, GSA contracts are held by ELGIN (Contract #SPM500-01-D-0099) and VACTOR (Contract #SPM500-01-D-0116).</p> | * |

Table 2B: References/Testimonials

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

| Entity Name * | Contact Name * | Phone Number * | |
|---|--|------------------------------------|---|
| Washington State DOT | Sean Hoffert | 907.942.0458 | * |
| City of Ridgecrest | Owen Hartley | 760.449.5092 | * |
| Los Angeles County | Frank Ochoa | 626.476.0173 | * |
| City of Los Angeles | Alan Riddle | 213.344.8782 | |
| Minneapolis-St Paul International Airport | Wayne Steele, Fleet Manager wayne.steele@mspmac.org | O: 612.726.5882 C: 612.772.3074 | |

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 * |
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| 26 | Sales force. | <p>We have the backing of Federal Signals Environmental Solutions Group (ESG - Elgin, Vactor, Truvac, Trackless, Switch-N-Go and JJE) sales force for North America sales consists of 4 Vice Presidents of Sales, 8 Directors of Sales, with 38 Regional Sales Managers (RSM) reporting to them. 100% of their time is dedicated to the sales, rentals, and dealer support of Elgin, Vactor and Truvac, Trackless and Switch-N-Go products. The RSM's live and work within defined territories located throughout the US and Canada. Our rentals team consists of 9 dedicated individuals that are 100% focused on rental support. Joe Johnson Equipment has 42 Regional Sales Managers promoting sales and rentals within our territories.</p> <p>Mark Rite Lines Equipment Company and Liquidators employs an extensive team to support all sales efforts. The team is composed of the following members:</p> <p>General Manager</p> <p>Director of Sales</p> <p>Director of Operations</p> <p>Manufacturing Manager</p> <p>5 Territory Sales Managers: Two of these Territory Sales Managers are based in their respective territories (one on the East Coast and one in Florida), while the other three are based in Montana and travel to their designated territories.</p> <p>1 Inside Sales Coordinator: The Inside Sales Coordinator supports the sales team, handles equipment invoicing, and coordinates shipments and governmental contracts.</p> <p>2 Sales Demo Technicians: The Demo Technicians assist the sales team with product demonstrations in the market. One demo technician is based in Montana, and the other is based in Florida.</p> <p>1 Marketing Manager: The Marketing Manager oversees all marketing activities for Mark Rite Lines Equipment Company Inc., including managing responses to customers and the public on the company's established social media platforms.</p> <p>1 Refurbish and Retrofit Sales Manager: The Refurbish and Retrofit Sales Manager coordinates all retrofit and refurbishment business generated by Mark Rite Lines Equipment Company Inc.</p> <p>3 Inside Parts Sales Personnel: The Inside Parts Sales team consists of one Parts Manager and two Parts Sales Representatives, with over 65 years of combined industry experience to support customers with parts orders.</p> <p>7 Service Technicians: The Service Technicians assist Mark Rite Lines Equipment Company Inc.'s customers with service or operational inquiries. Of the seven team members, two are based in Florida. The Service Technicians also provide on-location training and startup assistance for our equipment directly to customers.</p> <p>12 Engineers: The engineering team consists of 12 professionals who support the sales team with new builds, providing engineering drawings for customized trucks, minis, and melters. The team encompasses expertise in electrical, mechanical, and industrial engineering.</p> <p>Hog Technologies</p> <p>Vice President/General Manager</p> <p>Director of Sales</p> <p>Sales Support Manager</p> <p>8 Outside sales representatives (Domestic/International)</p> <p>3 Inside Sales Representatives</p> <p>4 Parts Sales Representatives</p> <p>7 Engineers: They are dedicated to supporting the sales team with layout design and customer customization requests.</p> |
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| 27 | Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods. | <p>Mark Rite Lines Equipment Company and Hog Technologies sell factory-manufactured products directly to customers through an experienced sales team. The equipment is shipped from three locations: Billings, MT, Stuart, FL, and Tampa, FL.</p> <p>For international sales, we employ a dual approach. Mark Rite Lines Equipment Company works with distributors who have specific geographic coverage territories, and we also utilize sales agents who cover designated regions. Our domestic sales team is responsible for all sales within the U.S. and Canada.</p> <p>The domestic sales team will also support the sale of products internationally.</p> <p>Mark Rite Lines Equipment Company prides itself on maintaining direct connections with its customers. This close relationship helps our teams stay informed about current customer challenges or trends. Additionally, direct contact with our customer base enables Mark Rite Lines Equipment Company teams to respond quickly, working closely with contractors and government agencies to meet their needs.</p> <p>We also have the backing of Federal Signals dealer network with dedicated factory RSM support throughout their respective territory. The Dealer network are third party entities with 100 dealer locations throughout the US and Canada and 230 dealer sales and rental personnel covering all North America. (See upload map of coverage areas)</p> |
| 28 | Service force. | <p>Mark Rite Lines Equipment Company and Liquidators has a comprehensive after-market service support team designed to assist customers throughout the life of their equipment. Building customized road marking and removal equipment requires us to stay connected with our customers, ensuring they receive support from startup to full operation. Our service technicians and sales team are readily available to address any customer concerns.</p> <p>At Mark Rite Lines Equipment Company and Liquidators, our sales team members are responsible for guiding customers through any service issues that may arise. The seven service technicians on staff are accessible through multiple communication channels, providing convenience and ensuring prompt resolution of issues. In the past year, we have implemented a service support technology provided by HubSpot, allowing us to manage service tickets efficiently and respond quickly to customer needs. HubSpot provides visibility throughout the sales and service teams to the tickets so that we can resolve the customers' concerns quickly.</p> <p>Our service technicians have direct access to our engineering team, enabling fast issue diagnosis and the development of solutions for customers. We understand that equipment downtime results in additional costs for our customers, and we are committed to minimizing that impact.</p> <p>In addition, our parts team and refurbishment sales manager assist with many service calls, thanks to their extensive knowledge of our equipment. Since many of our employees have hands-on experience with our products, we understand the specific requirements of the equipment firsthand.</p> <p>Mark Rite Lines Equipment Company's and Liquidator technicians and trainers are available to travel in the field on a weekly basis to ensure ongoing support. They are available 24/7.</p> <p>Trackless factory-certified technicians are available 24/7 to answer customer concerns. They offer a 24-hour toll-free helpline in USA and Canada that is staffed by factory personnel. The idea is to provide an immediate response to the dealers and end-users.</p> <p>support@tracklessvehicles.com 519-688-0370, option 2</p> <p>Parts@tracklessvehicles.com</p> <p>All parts orders received by Trackless before 1:30 pm are shipped the same day. Order fill rate is over 99%.</p> <p>The Trackless MT, along with Trackless attachments, were designed with serviceability in mind. Our service department is here to ensure your Trackless MT experiences minimal downtime, should it arise. Trackless customers also have access to Municipal Tractor University (MTU), a free online platform that serves as a comprehensive self-service resource, providing 24/7 access to documentation and information to enhance your trackless MT and attachment experience.</p> <p>Hog Technologies provides a complete aftermarket service and support for the life of the equipment. Included with every sale is our 24/7/365 Customer Service & Technical Support. A skilled representative will answer a call within 10 minutes 24 hours a day. Warranty and Parts orders can call in on an 800-phone number, email, or online ordering. This department includes:</p> |

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| | | <p>1 Chief Operating Officer</p> <p>1 Director of Technical Support</p> <p>1 Lead Customer Support and Parts Representative 3 Customer Support Representatives</p> <p>6 Technical Support Representatives</p> <p>1 Director of Hog University online training courses 6 Equipment Trainers</p> <p>1 Training Assistant</p> <p>Our Technical Support Reps and Trainers are available to travel to the customer's location as needed.</p> <p>Customer focus is a core value at Mark Rite Lines Equipment Company, Trackless, Hog, and Liquidators and all our employees are committed to making this happen.</p> <p>Federal Signal Corporation supports the subsidiaries with a service model that consists of a Senior Internal Service Manager at many of the subsidiary's locations. Each service manager has 5-6 technical service specialists (TSS) focused on their respective product lines and dedicated themselves to answering service-related issues from dealers and end-user customers. Field Customer Service Senior Manager with three Regional Service and Support Managers (RSSM) that live across the country and provide training, warranty, and other customer support functions within their territories. These individuals travel extensively providing dealer and customer support. Joe Johnson Equipment (JJE) also has over 68 dedicated factory trained technicians to support products for both rental and sales.</p> <p>(See upload map of coverage areas)</p> | |
| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators handle all sales orders directly through our dedicated sales team. The process begins when a customer reaches out to one of our professional Territory Sales Managers. Through a thorough discovery process, the Sales Manager listens closely to understand the customer's unique needs and creates an official proposal to meet those requirements. (Examples of sales documents are uploaded)</p> <p>During this initial phase, our sales team often collaborates with our engineering team to develop concept drawings, ensuring the customer fully understands the proposal. Once the purchase order is received, the sales team will issue a production order, prompting our engineers to create official engineered drawings of the equipment. These drawings are then presented to the customer for approval and sign-off.</p> <p>After receiving customer approval of the drawings for the desired unit, our sales, engineering, sourcing, and production teams meet daily to review the build's progress and ensure timely execution.</p> <p>Mark Rite Lines Equipment Company's in-house Sales Coordinator works closely with the sales team and the customer to facilitate account setup, credit applications, titling, and invoicing once the purchase order is received.</p> <p>Customer focus is a core value at Mark Rite Lines Equipment Company, Trackless, Hog, and Liquidators and all our employees are committed to making this happen.</p> | * |
| 30 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises. | <p>When Mark Rite Lines Equipment Company and Liquidator receives a request for customer service, our factory-certified technicians are required to respond within 12 hours of contact. Both our sales and service personnel operate 24/7 and are generally reachable via their mobile contact numbers. We have direct emails that are monitored 24/7 at:</p> <p>sales@markritelines.com</p> <p>parts@markritelines.com</p> <p>service@markritelines.com</p> <p>customersupport@markritelines.com</p> <p>In the event that a service ticket is issued, our system (HubSpot) has notifications set up based on time, response, and severity level. To ensure a thorough understanding of the situation, our service technicians have access to all production files and drawings for each of our trucks. This access allows our staff to begin diagnosing issues immediately. Additionally, technicians can directly contact the production engineer or manufacturing manager for expert assistance.</p> | |

Once the root cause is determined, the technician, in coordination with the sales representative, can issue warranty work orders for fabrication or procurement of the necessary parts. Mark Rite Lines Equipment Company then works closely with the customer to establish a timeline for repairs.

Management receives system-generated reports that provide Key Performance Indicators (KPIs) on service. Mark Rite Lines Equipment Company and Liquidators use this data to improve customer satisfaction, internal processes, turnaround time, and supplier quality. Our entire team is committed to continually enhancing these metrics.

Mark Rite Lines Equipment Company keeps \$15 million in parts on hand, and our parts team strives to ship 100% of in-stock items the day they are ordered. We also provide expedited services for emergency situations. Management closely monitors fulfillment metrics and adjusts processes based on internal and external factors.

When sales inquiries are received, our sales team responds on the same day. If a sales team member is unavailable, customers (both potential and existing) can contact another team member for assistance. Mark Rite Lines Equipment Company and Liquidators offer multiple ways for customers to reach our sales team. Our website provides contact information for each sales representative, and we maintain a variety of social media channels for 24/7 accessibility. Customers can also email sales@markritelines.com or use our website's submission form, which routes inquiries directly to the territory salesperson.

All inquiries are logged into HubSpot, and our service and sales team utilize the system to track and record all relevant details.

Mark Rite Lines Equipment Company and Liquidators strive to deliver equipment orders on time. Once received, orders are slotted into our production schedule. As each truck is customized to the customer's specifications, build times can vary based on production requirements. However, many of our MiniPro Series and ThermoPro Pre-Melter Series products are kept in stock. Orders for these items can be shipped out within two weeks, depending on any changes requested by the customer. *

Trackless factory-certified technicians are available 24/7 to answer customer concerns. They offer a 24-hour toll-free helpline in USA and Canada that is staffed by factory personnel. The idea is to provide an immediate response to the dealers and end-users.

support@tracklessvehicles.com 519-688-0370, option 2

Parts@tracklessvehicles.com

All parts orders received by Trackless before 1:30 pm are shipped the same day. Order fill rate is over 99%.

The Trackless MT, along with Trackless attachments, were designed with serviceability in mind. Our service department is here to ensure your Trackless MT experiences minimal downtime, should it arise. Trackless customers also have access to Municipal Tractor University (MTU), a free online platform that serves as a comprehensive self-service resource, providing 24/7 access to documentation and information to enhance your trackless MT and attachment experience.

Hog Technologies provides with the purchase of every piece of equipment includes our 24/7/365 Customer & Technical Support. When the call comes in Mon-Fri 8:00 am to 5:00 pm it is automatically routed to a live qualified technician. If for some reason the person is on another call and the customer gets voicemail, we commit that a returned call will happen within 10 minutes. After hours the call is forwarded to a technician's cell phone 24/7. Should the customer have an issue with their system a "Case" is opened in our CRM database and assigned to the appropriate department for follow-up and resolution. All Cases are tracked and reported daily.

Parts Orders can be ordered 24/7 with our online portal, email the order to orders@thehog.com or call our toll-free phone number. We have \$4-5M in parts inventory and we ship 98% of parts the same day the order is placed. The Hog Management Team tracks the actual statistics to ensure this delivery goal is met. We also provide overnight shipping via FedEx and in emergencies we can fly a technician with parts to a customer's location to get their system back up and running.

All sales inquiries for equipment are handled on the same day as received. Should a rep not be able to get an actual quote to the customer same day, the Member will at least be responded to with an anticipated timeframe they can expect to receive it. In some cases, we may need to wait to get a price/timeframe from a component vendor to quote the system. Delivery on equipment purchases can vary, our systems are typically built as ordered and at this time our standard delivery timeframe is within 150 days from the Purchase Order. We try to keep spec trucks on our Production

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| | | <p>Calendar being built, so there is the possibility of a sooner delivery. Delivery options will be reviewed with the customer at the time of order to provide them with the soonest possible option.</p> <p>Customer focus is a core value at Mark Rite Lines Equipment Company, Trackless, Hog, and Liquidators and all our employees are committed to making this happen.</p> <p>(See uploaded map of coverage areas)</p> | |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities. | <p>Mark Rite Lines Equipment Company and Hog Technologies have done business globally, with a focus on bringing innovative road striping and removal equipment to both domestic and international markets.</p> <p>Our primary business serves U.S. and Canadian municipal and contracting customers. We receive inquiries weekly from both current customers and prospects interested in Sourcewell/Canoe. Our professional sales team works closely with municipal clients to understand their needs, helping them build durable, efficient, and productive products that deliver the ROI they desire.</p> <p>As the procurement landscape evolves, cooperative purchasing remains an essential way for our customers to specify their desired products. Mark Rite Lines Equipment Company, Trackless, and Liquidators is committed to driving the growth of Sourcewell/Canoe utilization across the U.S. and Canada. As the market leader in road striping and removal equipment, we are well-positioned to promote Sourcewell/Canoe through our marketing and sales efforts.</p> <p>Mark Rite Lines Equipment Company leads the industry in social media followers, surpassing all competitors. Our extensive customer database is a valuable resource for targeting both existing and new Sourcewell/Canoe members. With locations in Montana and Florida, and a professional sales team strategically positioned across the U.S. and Canada, we are uniquely capable of promoting Sourcewell/Canoe, bringing new members to the platform, and driving growth for both Sourcewell/Canoe and our business.</p> <p>With the backing of Federal Signal Corporation, and the extensive dealer network that covers all North America with their factory sales and service support personnel, Mark Rite Lines Equipment Company, Trackless, and Liquidators is more than capable and will fully support all Sourcewell/Canoe member sectors for sales, rentals and used equipment.</p> <p>(See uploaded map of coverage areas)</p> | * |
| 32 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators already has a strong and established business presence in Canada. We understand the unique requirements of the Canadian market, including the differences in products and materials needed. As a market leader in the industry, we are committed to approaching the Canadian market with the same passion and dedication that we apply in the U.S.</p> <p>We recognize that the Canadian procurement system differs from that of the U.S., with varying regulations across provinces, Canadian free trade agreements, and additional rural purchasing groups. The Sourcewell/Canoe agreement helps to address and mitigate some of these challenges. Our dedicated sales and service teams, who cover the Canadian market, will actively promote Sourcewell/Canoe to both existing customers and potential prospects.</p> <p>With the backing of the Federal Signal Corporation and the extensive dealer network that covers all of North America with their factory sales and service support personnel, Mark Rite Lines Equipment Company, Trackless, Hog, and Liquidators are more than capable and will fully support all Sourcewell/Canoe member sectors for sales, rentals and used equipment.</p> <p>(See uploaded map of coverage areas)</p> | * |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators are fully equipped to service all U.S. territories and Canadian provinces through this contract. With our extensive network of sales, service, and support teams across North America, we are well-positioned to meet the needs of our customers in both the U.S. and Canada.</p> <p>(See uploaded map of coverage areas)</p> | * |
| 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. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators are fully committed to selling and servicing all sectors of government covered under the Sourcewell/Canoe contract. We provide high-quality equipment and exceptional customer service to meet the diverse needs of government agencies at all levels.</p> | * |

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| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories. | Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators have no restrictions that would apply to our sales or services. We already sell and provide support for our products in Hawaii, Alaska, and U.S. Territories, ensuring that all regions are fully serviced with the same commitment to quality and customer satisfaction. (See uploaded map of coverage areas) | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities? | Yes, we will extend terms of any awarded master agreement to nonprofit entities. | * |

Table 4: Marketing Plan (100 Points)

| Line Item | Question | Response * |
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| 37 | <p>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> | <p>Upon being awarded the contract, Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators will initiate a comprehensive marketing campaign to introduce Sourcewell/Canoe to our customers and prospects. Our efforts will be focused on the following key areas:</p> <p>Training Sales and Service Teams: We will provide specialized training for our sales and service teams to ensure they can effectively utilize the Sourcewell/Canoe contract with municipal customers. We plan to collaborate with Sourcewell/Canoe resources to support training and relationship development, empowering our sales team to maximize opportunities and close business effectively.</p> <p>(Please see upload Sales Project Planner for detailed training plan)</p> <p>Marketing Initiatives: Our Marketing Manager will lead a thorough marketing campaign that includes the following strategies:</p> <p>Digital Strategies:</p> <p>Website: Sourcewell/Canoe branding will be prominently displayed across our website. Later this year, we will be launching a new website that will feature a dedicated landing page for purchasing, highlighting Sourcewell/Canoe with links to the contract award pages and sign-up page. We will also optimize search terms and metadata to ensure high visibility.</p> <p>Membership will be proudly displayed on our Mark Rite Lines website www.markritelines.com with a dedicated purchasing option page</p> <p>Membership will be proudly displayed on our JJE website https://www.jjei.com/about-us/</p> <p>Membership will be proudly displayed on our Elgin website https://www.elginsweeper.com/contact/purchasing-contracts</p> <p>Membership will be proudly displayed on our Vactor website https://www.vactor.com/purchasing-contracts</p> <p>Membership will be proudly displayed on our Trackless website https://tracklessvehicles.com/</p> <p>Membership will be proudly displayed on our Trackless website https://www.thehog.com/</p> <p>Email Marketing: We will promote the contract award through our monthly e-newsletter, reaching our distribution list. Each edition will include details and links about Sourcewell/Canoe. Additionally, any new campaigns will incorporate Sourcewell/Canoe logos and links.</p> <p>Social Media: Sourcewell/Canoe will be promoted across all of our social media channels (Facebook, X, Instagram, LinkedIn, and YouTube), with regular posts scheduled to appear in our monthly social media calendar.</p> <p>Print Media: We will update our print materials and mailings to include Sourcewell/Canoe. This will also include advertisements in industry publications such as Road & Bridges, Airport Business, American City & County, and Allied Paving Equipment.</p> <p>Trade-Show Branding: Our trade show materials, including pull-up banners and booth backdrops for events like ATSSA, APWA, AAEE, and PaveX, will be updated to showcase Sourcewell/Canoe.</p> <p>(Please see upload Marketing Project Planner for detailed training plan)</p> <p>Providing Marketing Resources for Sales Team: To support our sales team in effectively communicating the benefits and utilization of Sourcewell/Canoe, we will equip them with all the necessary marketing resources.</p> <p>The Federal Signal Corporation subsidiaries that already have a Sourcewell/Canoe contract have developed robust training of their dealer partners on Sourcewell/Canoe. They educate and train the factory RSM's on how to promote Sourcewell/Canoe and the benefits of leveraging Sourcewell/Canoe for purchasing and renting. These materials will be available to Mark Rite Lines Equipment Company, Trackless, and Liquidator if we are successfully awarded the contract.</p> <p>This strategic approach will ensure that Sourcewell/Canoe is effectively introduced and promoted within our industry, benefiting both our customers and our company.</p> <p>There are marketing examples that have been uploaded to show examples of how we would brand Sourcewell/Canoe with our Marketing efforts.</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>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators actively use various social media platforms to promote our brand, celebrate employees, share innovation, and highlight customer success stories. We are proud to have the largest following in the industry, and we post daily across our channels to continually engage with our customers and refine our messaging.</p> <p>In 2025, we will launch a new website, designed to offer more opportunities for customer engagement. As part of this initiative, we will focus on optimizing the website for search engines (SEO), ensuring that Sourcewell/Canoe is prominently featured as a key part of our strategy. The goal will be to make it easier for customers to find us and engage with our offers.</p> <p>Additionally, Mark Rite Lines Equipment Company sends out a monthly e-newsletter to our extensive database, where Sourcewell/Canoe will be highlighted as a central feature. This will help ensure our customers are aware of the value Sourcewell/Canoe can bring to their purchasing process.</p> <p>To track our effectiveness and maximize the reach of our efforts, we utilize several systems that monitor our performance across social media, e-blasts, and print advertising. As we continue to build our brand, develop training modules, and produce additional content, Sourcewell/Canoe will remain an integral part of our strategy, with performance outcomes tracked to adjust and optimize future campaigns.</p> <p>With the utilization of HubSpot we are able to build out robust digital, content/email, and social campaigns and utilize metadata, cookie-obtained, and keyword search data. Our system allows us to set up automatic interactions based on the data we are receiving while building a robust customer profile from all the interactions.</p> <p>Hog Technologies utilizes live stream webinars that are hosted quarterly to interact with customers and for them to learn about the products. They also offer Hog University which is a training database for new customers as well as providing operational and technical information as well to current operators.</p> <p>We leverage the Federal Signal Corporation marketing communications group to utilize the latest technologies to promote products and keep users and followers informed on what is happening. Examples can be seen using the following links:</p> <p>https://www.linkedin.com/company/mrlequipmentcompany</p> <p>https://www.instagram.com/mrlequipmentcompany/</p> <p>https://www.facebook.com/mrlequipmentcompany</p> <p>https://www.youtube.com/c/MRLEquipmentCompanyInc</p> <p>https://www.markritelines.com/</p> <p>https://x.com/mrlcompany</p> <p>https://www.facebook.com/ElginSweeper</p> <p>https://www.twitter.com/elginsweeper?lang=en</p> <p>https://www.facebook.com/JoeJohnsonEquipment</p> <p>https://www.linkedin.com/company/joe-johnson-equipment-inc</p> <p>https://www.linkedin.com/company/vactor-manufacturing</p> <p>https://www.facebook.com/federalSignal/</p> <p>https://www.linkedin.com/company/federal-signal-corporation</p> <p>https://tracklessvehicles.com/</p> <p>https://thehog.com/</p> |
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| 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>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators value the expertise and resources that Sourcewell/Canoe offers, and we view this partnership as a crucial element for success. We would greatly appreciate the opportunity for your representatives to train our professional teams, particularly in areas of procurement best practices and how to leverage Sourcewell/Canoe for maximum impact.</p> <p>(Please see uploaded Sales Project Planner for detailed training plan)</p> <p>We would expect Sourcewell/Canoe to promote the awarded contracts by ensuring their membership is aware of the products and services that are available from the reputable and responsive contract holders. Also promote the pricing advantages and ease of procurement and the significant benefits of utilizing these Sourcewell/Canoe contracts. The awarded vendors have been determined to be the best providers of the required solutions/products. Also, we expect Sourcewell/Canoe to be responsive and communicative so that together, we can provide outstanding purchasing/rental experience and maximize customer satisfaction.</p> <p>We envision a collaborative relationship where Sourcewell/Canoe representatives build strong connections with our professional sales and marketing teams. Having access to your marketing materials would greatly enhance our efforts, and we are eager to integrate these resources into our campaigns. Additionally, we would welcome the opportunity for Sourcewell/Canoe representatives to participate in our bi-weekly sales team meetings, whether monthly or quarterly, to provide insight, feedback, best practices, and guidance on the opportunities we're working on.</p> <p>To further motivate our teams, the company's professional sales team is highly goal-driven, and we would set specific Sourcewell/Canoe-related sales targets. These goals would be tied to incentives and additional compensation to keep the team engaged and focused on driving Sourcewell/Canoe business. We look forward to working closely with Sourcewell/Canoe to create a mutually beneficial partnership.</p> <p>We would welcome the opportunity to visit your headquarters in MN to present our products and service to your team. We would also like to participate in Sourcewell/Canoe trainings opportunities.</p> <p>We would communicate to our Sourcewell/Canoe rep our Tradeshow calendar so that they could attend and be in our booth, if they desire, to promote the partnership.</p> <p>We are committed to learning everything we can about Sourcewell/Canoe and will commit to have our team attend training sessions and conferences as they become available.</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>Mark Rite Lines Equipment Company, Trackless, and Liquidators do not currently have an e-procurement system. However, with the redesign of our website, we have included this in our statement of work. The complexities and customization of our products make it challenging to implement a fully functioning e-procurement site. Nevertheless, we have developed a roadmap to utilize e-procurement for parts and service orders.</p> <p>Hog Technologies offers an online e-procurement system on our website for our existing customers where they can log in to order parts, request support, ask questions, or request training. Once the customer submits their request an email is generated to the appropriate department. 98% of Parts Orders are shipped the same day, our last FedEx pickup is at 4:30 pm. Most customers choose to order online, but we also offer a toll-free number to call in or email to orders@thehog.com</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>Mark Rite Lines Equipment Company, Trackless Hog Technologies, and Liquidators provide new equipment startup training with every equipment purchase at no charge. The on-site training for larger equipment is scheduled with the customer once the equipment is delivered. Our factory trainers will arrive on-site to train the staff on basic operation and maintenance and then accompany them on the road to assist with operating the truck. To ensure a successful training experience, we ask that a project be ready for support when the assigned trainer arrives.</p> <p>Equipment maintenance and service are essential for maximizing the lifespan of the products. Each customer receives a comprehensive printed manual for operating the specific equipment they have purchased along with manuals for critical components (e.g., compressors, pumps, etc.). For certain trucks operating systems, we upload the manuals into the system so they can be accessed directly from the truck.</p> <p>(Please see an uploaded example of manuals)</p> <p>During the equipment's warranty period, customers receive support from our sales, service technicians, parts representatives, and engineering team at no additional charge. After the warranty period expires, we continue to assist customers with diagnosing equipment issues at no charge, although any necessary parts, repairs, or technician services will incur a fee.</p> <p>Mark Rite Lines Equipment Company and Liquidators also offers additional training services for customers who need to train new personnel due to staff turnover. These re-training sessions are available for a fee. We will work with customers that want to send their operators to our manufacturing facility for training. Customers are responsible for travel and cost of accommodations.</p> <p>The Trackless MT, along with Trackless attachments, were designed with serviceability in mind. Our service department is here to ensure your Trackless MT experiences minimal downtime, should it arise. Trackless customers also have access to Municipal Tractor University (MTU), a free online platform that serves as a comprehensive self-service resource, providing 24/7 access to documentation and information to enhance your trackless MT and attachment experience.</p> <p>https://tracklessvehicles.canto.com/v/MTU/folder/HNK6M?display=list&viewIndex=1&gSortingForward&gOrderProp=name&referenceTo=&from=list</p> <p>Hog Technologies offers that every piece of equipment we manufacture comes with training that covers operation, maintenance, and repair and is included at no cost to the Member. The training will include our online "Hog Tech University" program which offers state-of-the-art videos with 3D animations, product experts explaining safety and Hog systems, and comprehensive testing to assess the knowledge of operators before the trainer arrives for the in-person training. In-person training includes a hands-on event for each person. Once the operator completes the training they will be "Licensed and Certified" to operate the equipment. Our water blasting systems are 40,000 psi and can cause damage to surfaces, so we must ensure the operators are qualified to operate the equipment. The operators will also have access to continued education refresher courses and yearly recertification to keep operators up to date on all the best practices.</p> <p>The standard practice for Federal Signal Corporation subsidiaries is for their dealers or trainers to offer product operation and service training as part of the initial installation process during, or shortly after, product delivery and installation and/or rental pick-up.</p> |
| 42 | Describe in detail your warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response. | <p>Mark Rite Lines Equipment Company's standard warranty covers all Mark Rite Lines Equipment Company products, parts, and labor related to the repair or replacement of defective components or poor workmanship for one year.</p> <p>We utilize several components manufactured by other companies, and the warranties for these components are transferred to the buyer upon purchase (e.g., Boss compressors).</p> <p>The chassis is covered under the manufacturer's warranty policy. Our chassis partner also offers extended warranty coverage for the chassis.</p> <p>Rentals of Mark Rite Lines Equipment Company equipment are covered under the standard warranty time for the equipment. With our rentals being a minimum of three months, we do offer extended warranty coverage if the renter desires. The customer is responsible for all consumables, wear items, and damage.</p> <p>Liquidators warrants the head assembly against defects in material under normal use and service, and which shall not have been subject to misuse, negligence, or accident, for a period of (1) one year from startup or 500 hours of operation, whichever occurs first.</p> <p>Each Waterblast Unit, Bareshaft Pump, and Fluid End manufactured by Jetstream of Houston LLP ("Jetstream") is warranted against defects in material and workmanship for a period of 12 months or 1,000 hours of operation, whichever occurs first The Jetstream Limited Warranty shall NOT apply to (and Jetstream shall NOT be responsible for):</p> |

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| | <p>1. Major components or trade accessories that have a separate warranty from their original manufacturer, such as, but not limited to: diesel engines, electric motors, electronic soft starter and/or across the line starter panels, control panels, axles, tires, PTO's, clutch packs, high pressure gauges, third party high pressure hoses and flex lances, tornado gun air motors.</p> <p>2. Normal adjustments and maintenance services.</p> <p>3. Normal wear parts such as, but not limited to: oil, clutches, belts, filters, packing, cartridges, univalves, face seals, diffusers, gland nut bushings, plungers, nozzles, rupture disks.</p> <p>4. Failures resulting from the product being operated in a manner or for a purpose not recommended by Jetstream, or in accordance with Jetstream's published operating and safety instructions provided with the product, including failures or malfunctions resulting from corrosion, misapplication, over pressurization, inadequate pump suction conditions, improper water quality, improper maintenance, or misuse.</p> <p>5. Repairs, modifications or alterations which in Jetstream's sole judgment, have adversely affected the product's stability, operation or reliability as originally designed and manufactured.</p> <p>6. Items subject to misuse, negligence, accident or improper or inadequate maintenance.</p> <p>Hog Technologies manufactured components are warranted for 1 year, 100% Parts, and 100% Labor. Purchased parts and chassis are covered by the specific manufacturer warranties. Hog will assist the customer with warranty claims on components not originally manufactured by Hog.</p> <p>There are no usage restrictions as long as the equipment is used as designed and for its intended purpose, and there is no evidence of neglect or abuse of the system.</p> <p>Rentals of Mark Rite Lines Equipment Company equipment are covered under the standard warranty time for the equipment. With our rentals being a minimum of three months, we do offer extended warranty coverage if the renter desires. The customer is responsible for all consumables, wear items, and damage.</p> <p>Liquidators warrants the head assembly against defects in material under normal use and service, and which shall not have been subject to misuse, negligence, or accident, for a period of (1) one year from startup or 500 hours of operation, whichever occurs first.</p> <p>Each Waterblast Unit, Bareshaft Pump, and Fluid End manufactured by Jetstream of Houston LLP ("Jetstream") is warranted against defects in material and workmanship for a period of 12 months or 1,000 hours of operation, whichever occurs first The Jetstream Limited Warranty shall NOT apply to (and Jetstream shall NOT be responsible for):</p> <p>1. Major components or trade accessories that have a separate warranty from their original manufacturer, such as, but not limited to: diesel engines, electric motors, electronic soft starter and/or across the line starter panels, control panels, axles, tires, PTO's, clutch packs, high pressure gauges, third party high pressure hoses and flex lances, tornado gun air motors.</p> <p>2. Normal adjustments and maintenance services.</p> <p>3. Normal wear parts such as, but not limited to: oil, clutches, belts, filters, packing, cartridges, univalves, face seals, diffusers, gland nut bushings, plungers, nozzles, rupture disks.</p> <p>4. Failures resulting from the product being operated in a manner or for a purpose not recommended by Jetstream, or in accordance with Jetstream's published operating and safety instructions provided with the product, including failures or malfunctions resulting from corrosion, misapplication, over pressurization, inadequate pump suction conditions, improper water quality, improper maintenance, or misuse.</p> <p>5. Repairs, modifications or alterations which in Jetstream's sole judgment, have adversely affected the product's stability, operation or reliability as originally designed and manufactured.</p> <p>6. Items subject to misuse, negligence, accident or improper or inadequate maintenance.</p> <p>Our warranty disclosures are included in the upload document section. We have uploaded ours as well as many of the component and chassis warranties</p> <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators warranties cover the expense of technicians' travel time and mileage to perform warranty</p> | |
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| | | <p>repairs, if needed.</p> <p>There are no geographic regions in the U.S. and Canada where Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators cannot provide service for warranty repairs. All regions are covered.</p> <p>Warranties for other manufacturers are passed on to the customer and are the responsibility of those manufacturers.</p> <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators will assist customers in obtaining the necessary information to process their warranty claims. Our service technicians are available to support customers throughout this process.</p> <p>A product return or exchange is extremely rare. If circumstances merit that a product be returned or exchanged due to performance or other situations, we will review and handle it on a case-by-case basis. Due to the customized nature of our equipment, which is designed specifically for each customer, we are unable to offer returns or exchanges on equipment. However, part returns and exchanges are accepted. The customer is responsible for the freight cost to return the item unless the return is due to an error on our part. A 25% restocking fee applies, unless the return is the result of a Mark Rite Lines Equipment Company mistake.</p> <p>Our goal is always customer satisfaction, and we strive to work with our customers within reasonable bounds to resolve any issues.</p> <p>We do offer service contracts to our customers. They are tailored to meet the specific needs of each customer's equipment. These agreements are developed in collaboration with our sales and service teams. Since every customer's requirements are unique, the service packages are customized to suit their individual needs and preferences.</p> <p>Many customers choose to utilize our Retrofit business to do their annual service for their equipment. They chose to send the equipment back to Mark Rite Lines to ensure that items such as (not an all-encompassing list):</p> <ul style="list-style-type: none"> • Skip timing system updates • Hydraulic hose replacement • Upgrades to grinding heads • Compressor updates • Material pump replacement • Burner replacements <p>(Please see warranty documents under the additional document section upload)</p> |
| 43 | Describe any technological advances that your proposed Solutions offer. | <p>Mark Rite Lines Equipment Company has been at the forefront of innovation in road striping and removal equipment for over 36 years. We pride ourselves on customer-driven innovation, with a team dedicated to understanding the challenges faced by our customers. This collaboration enables us to build the most productive, efficient, durable, and reliable equipment in the industry. We leverage technology to continually drive improvements!</p> <p>In 2025, all of our products will feature the new MRL Dynamic Touchscreen system (Page 15 of MRL Product Portfolio brochure uploaded), a game-changing technology that enhances the operation of our equipment. This innovative touchscreen allows truck operators to customize their interface to suit their specific application needs. The all-in-one system integrates customizable crosshair guidance, multiple camera feeds, an expansive field of view, and essential operating information. The MRL Dynamic Touchscreen delivers zero-delay High-Definition Video Guidance for a real-time striping experience. It is an all-in-one striping assistant providing customizable guidance cross-hairs, multiple camera feeds, peripheral function control, and key operating information at a glance. Advanced System Diagnostics minimize downtime with diagnostic feedback and precise troubleshooting tips. Real-Time Monitoring of your operation. Control Peripheral Functions features optional controls for most peripheral vehicle functions. Simple Configuration with highly customizable screen and easy to configure. The crew can place whichever metrics and controls they deem most important right on the video feed. Build and save setup parameters for a quick system set up.</p> <p>Key benefits of the MRL Dynamic Touchscreen include:</p> <ul style="list-style-type: none"> • Minimized downtime with advanced diagnostics • Simplified training for new employees • Real-time data sharing for the entire crew • Integrated video guidance system • MRL-designed monitor mounts for rear operators and vehicle drivers • Control of peripheral functions • Customizable screens based on driver/operator preferences • Monitoring of critical operating information • Increased safety with multiple camera feeds • Consolidated, easy-to-read information in one central location • Temperature monitoring for materials with the tank temperature widget (thermocouples required) <p>Specific features provided by the Dynamic Touchscreen system include:</p> |

Thermo:

- Bead Tank and Atomized Air Pressure Controls
- Semi-Automatic Blow Down Controls
- Fuel Transfer System (Chassis to Aux Tank, Aux Tank to Aux Tank)
- Updated Hydrostatic Drive Controls
- Furnace Control
- Melter Burner Controls (Skip-Line input and output modules directly control burners)
- Burner Control Boxes removed from Melter
- Skip-Line Temperature Display at Melter Bagloader Area
- Reduced wiring and troubleshooting time for burner controls
- Burner Swap: Change primary and secondary burners directly in the Dynamic

Touchscreen settings

- Melter Conveyor Controls
- Temperature Monitoring (thermocouples required)
- Speed Monitoring
- Bead Air Injection
- Bead Vibrators
- Water Pump
- Black Paint Pump On/Off & Black Agitator
- Skip-Line integrated Video Guidance with or without Line Pilot Crosshair Generator
- Laser Guidance Control
- Arrow Board Actuator Controls
- Pointer Bar Controls
- Work Lights, Strobes, and Beacon

Grinder:

- Video Cameras
- Camera Actuators
- Work Lights
- Air Compressor
- Hydraulic Filter Condition
- Air System Pressure
- Saw Pump Pressure
- Saw and Vacuum RPMs
- Hydrostatic Drive Pressure
- Hydraulic Temperature with Over Temp Warning
- Hydraulic Low-Level Warning
- Saw Lift/Down Pressure
- Hopper Level Warnings
- Air Filter Puffer Pressure
- Vacuum System Differential Pressure
- Advanced Diagnostics

Paint/Epoxy:

- Tank Capacity Monitoring
- Material Pressure
- Temperatures
- Agitators
- Video Guidance
- Lights
- Individual Color Controls

This cutting-edge technology is designed to be paired with data logging and video guidance systems, offering operators of our trucks the most precise and accurate tools in the market. Data logging enables customers to track product application and usage, providing valuable insights into their operations. These advancements improve efficiency, help meet state and jurisdiction specifications, and provide real-time monitoring, ultimately reducing costs for municipalities.

For Thermoplastic trucks, we offer an additional feature called Stingray, which provides real-time monitoring of application thickness, width, and overall material usage through a laser system. It delivers zero-delay High-Definition Video Guidance for a real-time striping experience.

(Flyer uploaded under product information in the additional document upload section)

Our paint trucks also have the ability to utilize SkipLine Llama, a system that measures paint and bead applications, enabling municipalities to fine-tune their usage for maximum efficiency. Long-Line Automated Material Application is an easy-to-use HDVO/DL-18 add-on that enables the driver/operator to maintain a consistent mil thickness while painting. LLAMA calculates in real time to automatically adjust paint pressure to achieve your targeted mil thickness. It will control the pressure exerted on the material system to match the target material application rate.

(Flyer uploaded under product information in the additional document upload section)

All trucks equipped with a SkipLine system come with one year of free Spec Rite Online, ensuring seamless integration and tracking. Manage your jobs anywhere with Spec-Rite

Online. The Spec-Rite cloud-based platform seamlessly integrates with Skip-Line Smarter Striping technology. The combination of hardware and software gives operators unparalleled visibility to their crews in real-time: material usage, line accuracy, paint thickness, and more – all from their PC or smartphone. (<https://spec-rite.io/>)

(Flyer uploaded under product information in the additional document upload section)

We can equip our trucks with ACCU-Bead flow sensors that integrates into the monitoring system. This gives the customer real-time bead flow monitoring to ensure application rates match specification on the first pass.

(Flyer uploaded under product information in the additional document upload section)

Our paint trucks are compatible with Limntech (<https://limntech.com/>), a system that allows for GPS-based layout and re-striping. The top-tier system can even perform autonomous machine vision camera-guided maintenance striping.

Layout systems - THE LifeMark®- 100 AUTOMATED LAYOUT SYSTEM was designed for the roadway stripers market. Using real-time kinematics (RTK), enhanced GPS-based location and machine vision camera technologies, this system provides stripers with the ability to accurately record the location of roadway markings before the roadway is repaved. Once the roadway is repaved, the original markings can then be duplicated in the same GPS location with workers safely off the road and out of harm's way.

Re-striping systems - THE LifeMark®-300 AUTOMATED RE-STRIPING SYSTEM is designed to control the re-stripping of pavement markings without a rear operator. Cameras are used in conjunction with patent-pending real-time artificial intelligence machine learning techniques and computer algorithms to accurately define restriping actions. The LifeMark®-300 recognizes all colors and types of lines, new and worn, over new and old concrete or asphalt, and will turn paint guns on and off as needed. The equipment is available to retrofit any long-line paint, thermo, epoxy, or polyurea striping truck. The LifeMark®-300 monitors the paint and glass bead installation via an in-cab video view. The system can control both sides of the striping truck.

(Flyers uploaded for each system offered)

We offer Epic Solutions skip timing and data logging systems on our trucks. The basic timing system for new equipment or retrofits that connect by traditional methods. The STS2000 has all the standard features found in existing timing systems, with new improvements and options. The base system is a three-gun double bead drop configuration with standard features like advance/retard, alternate cycle and duster capabilities. Gun setup and operation from left or right controller, or central control. The control box can work on either side of the truck. Options: GPS Mapping and Tracking, Setup and Operate Gun From Left, Right, or Center Controller, Data Logging, Stroke Counter for Material Usage, Material Temperature, Surface, Ambient Material Temperatures, Dew Point and Humidity, Stand-alone system for complete truck setup, Printer option

M7 data logging system by Epic Solutions – Highway Striping Control System Real-time Paint Striping Material Measurement
The M7 Monitoring System is the most accurate, versatile and cost-effective way to manage road striping and applications. Now, you can know what product you are applying, where you are applying it and how much is being used, without ever getting out of the truck!

(Flyer uploaded under product information in the additional document upload section)

EASY ON-THE-ROAD MONITORING

The PLC makes calculations, analyzes data and sends reports to the computer screen in the cab of the truck, so the driver can effectively manage the use of materials while driving down the road. Reports can be programmed to provide data tailored to your needs, the present job or your equipment. Reports can be printed on a portable printer.

For water removal, our products utilize Jetstream high-pressure pumps operating at 15 GPM, making them the most efficient and economical high-pressure water removal products on the market.

In 2024, Mark Rite Lines Equipment Company introduced the Traffic Printer, a machine designed to eliminate the need for feet-on-the-ground personnel when painting traffic symbols for thermoplastic application. This one-man operation uses technology to accurately print road symbols in the correct locations.

Mark Rite Lines Equipment Company Inc. Low-Speed Cruise feature allows the operator to dial in the ideal speed for operations.

Our Thermo trucks and Mini Mac products offer various application techniques, enabling operators to customize equipment to meet specific requirements. Thermo applications include:

- Screed Profile
- Ribbon Extrusion

- Spray Applications

Additionally, Mark Rite Lines Equipment Company offers Thermoplastic and Grinder trucks with the ability to automatically control the propulsion unit, ensuring smooth drive engagement.

Liquidators has a patent (US8,510,905 B2) that is for their vacuum debris collection box having a sloped debris chute.

Liquidators offers an optional wireless remote control that can control the operation from outside the cab.

We leverage Federal Signal Corporation resources to develop many of our technological advances. Collectively we have the knowledge and horsepower to truly innovate and bring to market equipment that benefits our customers. Here are innovations that Federal Signal Corporation subsidiaries have brought to market:

We have developed sweepers that utilize innovative single-engine technology that minimizes complexities and reduces emissions. (Green Initiative)

We also offer Vactor Combination Sewer Cleaners that incorporate water recycling capabilities.

We can also equip some of our Sweeper and Vactor units with industry leading sanitizing & disinfection features for -enhanced cleaning capabilities.

We offer our Truvac Vacuum Excavation line of units with both Water and/or Air digging capabilities for safe digging.

Many of our Truvac units are equipped with Hot Water producing capabilities for cold weather users and/or sanitizing and cleaning applications.

With continued advancements in electrification, we have also developed dedicated resources and partnered with industry experts to research and identify the most relevant state and federal funding information for sweepers, actively linking our customers to funding opportunities for electric vehicle ("EV") purchases. Approximately 20% of our annual Research and Development expense is dedicated to our electrification efforts.

Elgin Sweeper is a pioneer in the development of cleaner, alternative-fuel street sweeper solutions. In the last three years, we have introduced three electric/hybrid street sweeper offerings that are important tools for municipalities and operators looking to reduce their own carbon footprint without compromising performance. We also offer a single-engine sweeper that eliminates the diesel auxiliary engine, thus reducing the carbon emissions of the machine.

In March 2023, we launched our full-size, 100% electric, zero-emission Broom Bear mechanical sweeper at the ConExpo tradeshow. Powered by a 396 kWh, lithium iron phosphate battery, the electric Broom Bear is one of the industry's first forays into an all-electric sweeping solution. Users can eliminate emissions, reduce noise, cut maintenance costs and still complete a day's work on one charge.

The fully-electric Broom Bear joins the other hybrid offerings in Elgin's suite of high-performance sweepers in serial production, including the plug-in hybrid electric Broom Bear and the plug-in hybrid electric Pelican which is our popular 3-wheeled sweeper.

At our Switch-N-Go business, acquired in December 2021, we recently launched a new Switch-N-Go system built on a Class 4 electric chassis.

The new Switch-N-Go system utilizes interchangeable dump bodies and a patented electric hoist. By installing a hoist and employing a few interchangeable truck bodies on a single electric chassis, users can complete the work of several electric work trucks with just one. More work, fewer trucks, and all electric - a compelling combination for reducing carbon emissions.

Our Rugby team also successfully incorporated their Vari-Class body platform onto a fully-electric class 7 chassis, which was also showcased at ConExpo in March 2023. The heavy-duty Vari-Class platform line can function as six different truck bodies, providing utility for the lifetime of the product.

Trackless now offers an optional diagnostic feature which allows our electronic diagnostic team to connect directly into all 11 MT7 ECUs, including the engine ECU using WiFi. This can reduce downtime and service calls should there be a problem or concern.

After the onetime charge for the option, there are no fees or charges of any kind. Simply call Trackless Tech Support and a technician will connect through your cell phone allowing a connection anywhere there is cell phone service.

This option complements the onboard diagnostic system that comes standard in every MT7

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| | | <p>tractor.</p> <p>Hog Technologies has a history of challenging the way something has been done for years and looking for a more productive, less expensive way and innovating or changing equipment to complete this.</p> <p>STRIPE HOG water blasting system innovations & advancements:</p> <ul style="list-style-type: none"> - Triple Spray Bar: Patented blasting head that offers the largest rubber removal and cleaning width in the industry. 144" wide cleaning path available on the SH24, 98" wide path on SH8000, 48" wide path on SH7500 & SK3000. - Hog Tusk: Patented blasting head that provides the ability to Grind, Groove and/or Waterblast paint or thermoplastic off the pavement or runway. - Bladder: Patented bladders that can be placed inside the freshwater tank, as the clean water is being used the dirty water is vacuumed up and pumped into the bladder allowing the dirty water to be stored in the same footprint of the clean water, this provides a longer runtime for the equipment before needing to refill the water or dump the debris. - Independent RPM control of blasting heads: The Stripe Hog is the only water blasting system that has independent RPM control, which gives the operator the ability to adjust the rotation of each spray bar which controls the aggressiveness of the removal. Rubber or paint removal takes a less aggressive set-up than thermoplastic. Surface conditions also play a part in how aggressive you want the system to be when doing the removal. - PTO Driven: The SH8000 and SH7500 models run off the chassis engine which eliminates the maintenance and gas needed for auxiliary driven systems. This lowers the customer's operating costs. We also offer auxiliary engine-driven systems for those customers that prefer this build. - Dewater: Patented system that allows the dirty water to be drained off before dumping the debris, this allows the debris to be dumped in a dryer state vs a slurry mix. This saves the customer clean-up time and can get back on the job quicker. - Jetstream High Pressure Pump: Stripe Hog is exclusive and is the only system that uses this brand pump which is known to be the easiest-to-maintain pump on the market. It doesn't require a torque wrench, and to completely rebuild the pump it only takes one person 15 minutes, while our closest competitors take two people 4 hours. <p>SURFACE HOG: Hog is the only manufacturer that builds a hard surface cleaning system mounted on a chassis that can be driven to the jobsite vs being trailered.</p> |
| 44 | Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each. | <p>Mark Rite Lines Equipment Company is actively exploring electric chassis and painting systems as part of our ongoing product development efforts. We are working on a strategic roadmap to bring these innovative products to market.</p> <p>All of our diesel chassis units meet Tier 4 compliance and can be customized to run on biodiesel (B20) upon request. Additionally, we have successfully built several trucks on CNG chassis.</p> <p>Our manufacturing facility is designed with sustainability in mind, featuring energy-efficient LED lighting controlled by motion sensors to reduce energy consumption. We also have a dedicated recycling program for scrap steel, wood, and cardboard waste. To further support our sustainability efforts, our onsite restrooms are equipped with low gallons per flush (GPF) fixtures.</p> <p>While challenges remain with electric systems—particularly around power draw, load capacity, and range—Mark Rite Lines Equipment Company is committed to exploring and integrating new technologies to improve efficiency and performance for our customers.</p> <p>In addition, the rise of autonomous vehicles (AVs) and automated driver assistance systems (ADAS) is transforming the driving experience. These systems provide automated steering, speed control, and braking, making driving safer and more convenient. However, their functionality relies on the presence of clearly marked roads. Without distinct road markings, AVs may struggle to function properly, requiring human intervention. To support this shift, Mark Rite Lines Equipment Company has been actively engaged with global autonomy standards-setting organizations, ensuring our road striping solutions meet the evolving needs of AV/ADAS technologies.</p> <p>The Stripe Hog uses only water to clean the rubber and paint off of airport runways vs the only other method for rubber removal is using chemicals and grinding for paint. With waterblasting the operator and environment are not exposed to chemicals and detergents from run-off. Grinding off the paint creates airborne dust that can be inhaled by the operator causing Silicosis which is permanent lung damage. The Stripe Hogs vacuum up the dirty water and debris as the system is doing the removal and it is filtered down to 100 microns before disposal. Hog systems also utilize Tier 4 auxiliary engines which meet emission standards.</p> <p>Our new manufacturing facility was built with:</p> <p>High efficiency hurricane proof windows.</p> <p>Toilets and urinals with low consumption per flush</p> |

LED lighting throughout the 105,000 sf facility with sensors to turn off the lights if no motion is detected.

All exterior lighting is LED

Hog operations always reclaims and recycles, when possible, to reduce waste.

Federal Signal Corporation, our parent company, is deeply committed to sustainability. With a long history and a vision for a long future, we prioritize the sustainability of our planet, our communities, and our business practices. This commitment is shared by our over 4,500 employees, who work tirelessly each day to make this vision a reality.

We leverage Federal Signal Corporation resources for our "green" initiatives. Collectively we have the knowledge and horsepower to truly innovate and bring to market equipment that benefits our customers and meets our goals. Here are "green" initiatives that Federal Signal Corporation subsidiaries have brought to market:

Elgin Sweeper is committed to providing environmental solutions that reduce storm water and air pollution. We have recently introduced Eco-infused Technology into our brand, which defines new technology from Elgin Sweeper that combines science and innovation to produce more environmentally efficient sweepers. From our alternate fuel sweepers and waterless dust control sweepers to our regenerative filtration systems, Elgin Sweeper is a technology leader in developing innovative products that result in cleaner streets, water and air.

Elgin's Single-engine sweeping technology has been a huge success. Using advances in power management is allowing us to power sweeping functions using the chassis or propulsion engine. This significantly reduces fuel use, maintenance and noise.

Elgin's Electric Power Sweeper technology will be available in the near future. Using advances in battery cell technology will allow us to power our sweepers without the use of historically typical combustible engines. This technology significantly reduces emissions, required maintenance, as well as noise.

We have a partnership with NASCAR Green. Our partnership is based on our ability to effectively provide track sweeping/drying in the most efficient manner available with sweepers today.

Recycler technology - This system allows the use of reclaimed water to clean sewer lines. No longer does it require millions of gallons of clean water to maintain sewer lines. The water pulled directly from the sewer can be reused to clean the lines.

CNG Chassis use - Vactor, Truvac, Mark Rite Lines, and Elgin lead the way in use of CNG chassis to build equipment for greener fleets. Vactor, Truvac Mark Rite Lines, and Elgin build on more CNG chassis' than all other sewer cleaner/road marking/sweeper manufactures combined, enabling cities to take advantage of clean burning and plentiful natural gas.

Vactor's 850 Truck Jet Drive System - Through use of advancements in electric and hydraulic design the new 850 Truck Jet is more fuel efficient than ever. This new technology allows the 850 Jetter to clean 80+% of municipal sewer lines at chassis engine RPMs just over idle.

We have the ability to equip some of our Sweeper and Vactor units with industry leading sanitizing & disinfection or cleaning capabilities. *

Within our manufacturing facilities we have upgraded to efficient LED lighting; our HVAC system has been recently upgraded to now provide more efficient environmental control.

At our Joe Johnson Equipment facilities, they are all licensed and Ministry inspected for full-service capabilities and many have facility upgrades to service and support CNG vehicles.

We have launched the 100% fully electric Broom Bear street sweeper, which will help municipalities reach their own sustainability objectives.

Organically, and through M&A, we have expanded the number of products in our portfolio that support Federal, state, and local electrification efforts.

In 2022, we expanded our product electrification offerings, by developing dump body options in the class 6 range that are compatible with, and sold alongside, electrified chassis options. Since many of our products consume or collect water as part of their functions, they must be tested for watertightness at our factories. This demand adds to the quantity of water consumed in our operations. As we did when completing the expansion of our plant in Streator, IL, we have added or expanded water reuse/recycling capabilities at several of our other facilities. As we progress, we will continue to pursue the development and implementation of technologies that minimize the consumption of natural resources and reduce pollutant emissions in our products and at our facilities.

We have participated in a voluntary "demand response" program with local utility providers to shed power usage during system events and tests to help keep the power grid up and running.

We have begun tracking our total metal consumption, alongside the fraction of metal that is unused by, or scrapped, in our production processes.

Recent facility investments (e.g., purchase of our Elgin and University Park, Illinois, locations) enabling our continuous improvement journey within our facilities.

Conducting energy consumption assessments and adopting energy efficiency measures across our manufacturing footprint.

Launching environmental education and awareness programs at each facility.

Working with local utility providers to implement best practices and capture energy reduction incentives.

We are proud of our long-standing commitment to drive our businesses towards more sustainable operations for the environment. We continue to prioritize improving our manufacturing facilities and reducing resource consumption. In this report, we highlight some of the latest actions we have taken at our facilities to improve both our businesses and their impact on local communities.

ENVIRONMENTAL COMPLIANCE

We closely monitor our facilities to ensure our operations are in compliance with all applicable environmental laws and regulations. Hazardous and non-hazardous waste from our facilities is always properly handled and then hauled away by a licensed operator for appropriate recycling or disposal. Certain facilities engage in programs focused on recycling scrap metal.

OUR SUPPLIERS

We also expect our suppliers to deliver goods and services in a manner that demonstrates respect for the environment. That includes minimizing harmful environmental impacts, conserving energy and natural resources to the extent practicable, and complying with all applicable environmental laws and regulations relating to their operations.

2025 Energy & Resource related goals: Measurable progress is key as we work to shrink our carbon footprint, both within our facilities and through the products we manufacture. We set a goal of reducing our greenhouse gas (GHG) emissions intensity 10% by 2025 (from our 2018 baseline). In addition, we aim to reduce our water, natural gas, and electricity resource consumption intensities 10% by the same year (from our 2018 baseline).

We are pleased to have made meaningful progress in reducing water and electricity intensity, despite ongoing supply chain disruption that has caused inefficiencies in our manufacturing processes. In fact, during 2022, our electricity and water consumption intensity were both more than 10% lower than our 2018 baseline, achieving our stated goal early.

We remain committed to our stated goals for GHG emissions and natural gas consumption intensities, and believe recent facility upgrades and investments will contribute to achieving those goals. Furthermore, approximately 4% of our total electricity consumption in 2022 was derived from renewable sources. We also estimate our water reuse at our largest facility at approximately 2 million gallons in 2022. Our Scope 1 and Scope 2 emissions in 2022 were approximately 50%.

With several of our acquisitions that we have completed in recent years located in colder climates, we have seen a modest increase in our natural gas intensity, with the need to heat the newly acquired manufacturing facilities. As we seek to achieve our stated goals, we will be refocusing our efforts to reduce natural gas consumption this year.

In our attached Sustainability Report, under Energy Performance, page 24, you can find our measurements for water, natural gas, and electricity consumption, normalized by dollar revenue, as well as our greenhouse gas emissions. Across all of our facilities and operations, we are committed to working towards reducing our energy and water consumption to limit our environmental impact.

(Please see the uploaded sustainability report for more details under the WMBE/MBE/SBE or Related Certificates upload section)

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| 45 | 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. | <p>Mark Rite Lines Equipment Company's equipment is not currently Eco-Labeled. However, we do uphold several industry certifications and environmental standards:</p> <p>ASME Certified: All pressure vessels and surge chambers are ASME certified. https://www.asme.org/certification-accreditation</p> <p>Tier 4 Final Diesel Engine Compliance: Our diesel engines meet EPA emissions standards for Tier 4 Final.</p> <p>CNG Options: We collaborate with chassis manufacturers to offer customers CNG options.</p> <p>DOT Exemption: We are the only company in the industry granted an exemption by the U.S. Department of Transportation, Pipeline and Hazardous Materials Safety Administration. This exemption (DOT-SP 21640) authorizes us to manufacture non-DOT specified cargo tanks, allowing for the application of UN3267 and UN1760. (Please see the uploaded DOT Exemption document)</p> <p>CE Certification: Our Mini Mac and Melter products are CE certified, meeting European safety and environmental standards. https://www.trade.gov/ce-marking</p> <p>Certified Clean Idle- The chassis we supply have the clean-idle certification. While the engine is the same, this provides the customers with and extended warranty on the emission control systems to help ensure they maintain the system https://afdc.energy.gov/laws/5802</p> <p>These certifications demonstrate our commitment to safety, environmental responsibility, and industry compliance.</p> <p>(Please see the uploaded sustainability report for more details under the WMBE/MBE/SBE or Related Certificates upload section)</p> | * |
| 46 | Describe how your equipment reduces the carbon footprint compared to traditional asphalt repair equipment. | <p>All chassis and traction units utilized by Mark Rite Lines Equipment Company, Liquidators, Hog, and Trackless comply with current EPA regulations. Mark Rite Lines Equipment Company is currently pursuing a new product development (NPD) initiative to explore the integration of electric components into trucks without compromising performance. As part of this effort, we have evaluated the feasibility of fully electrified chassis and have successfully built numerous trucks on compressed natural gas (CNG) platforms, contributing to a reduced overall carbon footprint.</p> <p>Our Trackless products are powered by Stage V John Deere engines, aligning with stringent emission standards. Additionally, Federal Signal has made significant advancements in electrification. In 2023, the company introduced the fully electric Broom Bear mechanical sweeper, expanding our lineup of electrified vehicles, which already includes plug-in hybrid electric Broom Bear and Pelican sweepers.</p> <p>Electrification initiatives are progressing across several of our other business units as well. We have launched EV-compatible versions of our Rugby and Switch-N-Go dump truck bodies and initiated electrification programs within MRL, Trackless, and Vactor.</p> <p>For both of our water blasting solutions, we have enhanced the head design to boost productivity and reduce runtime, which in turn lowers engine hours and associated emissions.</p> <p>The Trackless MT7 is equipped with an automatic anti-idle shutdown feature that limits idling once the optimal operating temperature is reached. Furthermore, its Work Mode/Standard Mode system delivers a 40–50% reduction in fuel consumption. Overall, the MT7 consumes significantly less fuel and, thanks to its Stage V engine, achieves the lowest possible emissions. Combined with anti-idle and fuel-saving technologies, the Trackless MT7 stands as a market leader in environmental innovation through its comprehensive Green Initiative.</p> <p>Our overarching objective is to reduce our carbon intensity—measured as total tons of CO₂e emitted per dollar of revenue—by 10% compared to 2022 levels.</p> <p>(Please refer to the accompanying sustainability report for further details under the WMBE/MBE/SBE or Related Certificates upload section)</p> | * |
| 47 | Describe if your solutions use low-VOC (volatile organic compound) or biodegradable materials to reduce environmental impact. | <p>Our water blasting equipment is designed with recyclable filters and debris bags, supporting sustainable waste management practices.</p> <p>Mark Rite Lines Equipment Company designs all application trucks to be compatible with eco-friendly and low-VOC (volatile organic compound) paint products. Our systems are engineered to accommodate these materials, provided that customers follow the usage guidelines recommended by the paint manufacturers.</p> | * |

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| 48 | Describe any ergonomic features your solutions offer to minimize fatigue and strain on operators. | <p>Mark Rite Lines Equipment Company, along with Liquidators, Hog, and Trackless, prioritizes operator safety, comfort, and convenience in the design of all equipment. Below are some key features implemented across our product lines:</p> <p>Water Blasting Removal Equipment: Operators can access the head, bar, and nozzles while standing, eliminating the need to crouch or lie on the ground, which enhances both safety and ease of maintenance.</p> <p>Liquidators: Offers fully remote operation of the boom and water blasting head via a wireless remote control, allowing for greater flexibility and operator safety.</p> <p>Ladders and Handles: All equipment is designed with three points of contact to ensure secure access and minimize operator fatigue.</p> <p>Trackless Units: Provide a 360-degree field of vision from the operator's seat for enhanced situational awareness. A full-color backup camera is integrated into the digital dash for additional visibility.</p> <p>Operator Comfort: Features such as a high-back air-ride seat with an integrated adjustment switch and a retractable, high-visibility orange three-point seatbelt enhance comfort and safety. The seatbelt must be buckled for the MT7 to operate above 5 km/h—a safety feature that prevents the unit from becoming disabled in critical areas like intersections or railway crossings in case of a system malfunction.</p> <p>Joystick Controls: Trackless units incorporate ergonomically designed joystick controls to maximize productivity and operator comfort.</p> <p>Chassis Design: The majority of our trucks are built on cab-over chassis for improved visibility and are equipped with air-ride seating for a smoother ride.</p> <p>Dynamic Touchscreen Interface: Mark Rite Lines Equipment Company has developed an intuitive touchscreen interface that allows operators to control the entire system from a single point. Additionally, more truck designs are being optimized for single-operator use.</p> <p>Semi-Autonomous Capabilities: GPS-enabled systems support semi-autonomous operation, enhancing productivity and reducing operator fatigue.</p> <p>Advanced Guidance Systems: Trucks can be outfitted with guidance cameras and laser systems to increase operational accuracy and efficiency. 360-degree camera systems are also available to improve visibility and situational awareness.</p> <p>(For more detailed information, please refer to the product brochures included in the additional documentation.)</p> | * |
| 49 | Describe fire prevention and handling protocols or personal protective equipment needed while using your equipment to enhance operator safety. | <p>While we outline many of our fire and safety features below, we strongly encourage all customers to thoroughly understand and comply with the specific safety and operational requirements of the environment in which they are working.</p> <p>All of our equipment comes standard with onboard fire extinguishers to support immediate response in the event of a fire.</p> <p>Thermoplastic Trucks: Mark Rite Lines Equipment Company installs an Ansul fire suppression system on all thermoplastic units. This system enables rapid detection and extinguishing of fires using a wet chemical suppressant, enhancing operator and equipment safety.</p> <p>Operator Safety Manuals & Training: Each operator's manual includes a dedicated safety section, which is reviewed during on-site training sessions conducted by our certified trainers.</p> <p>Emergency Stop Functionality: All Mark Rite Lines striping equipment is equipped with two Emergency Stop (E-Stop) buttons—one located in the chassis cab and the other at the rear operator control console. Activation of an E-Stop immediately shuts down the striping system and compressor engine, while chassis and safety lighting remain operational to ensure continued visibility.</p> | * |
| 50 | 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? | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is built on a foundation of delivering high-quality, durable, customer-inspired innovations focused on productivity and efficiency.</p> <p>For over 36 years Mark Rite Lines Equipment Company has established ourselves as the market leader in the road striping and removal industry.</p> <p>Continuing our commitment to innovation, Mark Rite Lines Equipment Company leverages our own marking company, High Mark, to test and develop new products and technologies. Our philosophy is simple: "Built by Stripers for Stripers." We offer a full portfolio of products and are constantly expanding our offerings to meet the needs of the industry. Our 140,000 square-foot manufacturing facility in Montana is dedicated to designing and building the best equipment available.</p> | |

Liquidators drive innovation and testing through their contracting fleet that is able to put hours of use on new products before they offer them on customer trucks.

Our engineering team uses SolidWorks technology for design and layout, alongside finite element testing to ensure our trucks are built with operation and maintenance in mind.

Some additional features Mark Rite Lines Equipment Company brings to the industry include:

Removable railings for easy access to components for servicing

Paint systems with "flush on the fly" capabilities

On-site service and training technicians

Lamans drying system for beads

Parts team with over 65 years of industry experience

World-class training and support

24/7 service and support availability

Engineered drawings provided to customers, including weight distributions, before production begins

MRL Dynamic Touchscreen Controls

SkipLine LLAMA System

Stingray system technology - This is a real-time monitoring system for thermoplastic that measure application thickness, application width, and overall material usage.

Epic Solutions M7 - Highway striping control system real-time paint striping material measurement

Epic Solutions skip timing systems

Data logging systems

Load cells

High-pressure paint systems

Service ticket system for faster issue resolution

PCD grinding heads

Burner Swap feature for simplified burner control

Real-time monitoring of critical truck operations

A \$15 million parts inventory to ensure top-notch customer service

Refurbishment services for equipment that needs updating

We are a one stop shop for all of our customers' needs

Industry leading impingement system for Epoxy trucks

All new trucks that have a Skipline system installed come with one-year free subscription to Spec Rite Online (<https://spec-rite.io/>) Features of the system include:

GIS Based Data Analysis - All data collected is georeferenced, which allows our proprietary technologies to create interactive queries to analyze data and summarize performance.

Material Management - Get real-time material application rates to ensure compliance with specifications. Reduce material waste and costly over application. Increase retroreflectivity readings by applying the right amount of paint for bead embedment.

Environmental Conditions - Track ambient conditions and road surface temperatures to ensure they are applied to manufacturer specifications. Speed up tort claim resolutions with environmental and GIS based data.

Trackless offers versatility and production with its Vacuum/Grinder, cold planner, infrared asphalt heater and generator, and power broom attachments that all fit onto one trackless tractor platform. This unit can be used 365 days a year if operations want to expand to

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| | | <p>other attachments that trackless offers.</p> <p>Hog Technologies</p> <p>25 years of history in the airport and roadway industry, and we continue to add new products every year.</p> <p>We strive to build a culture wherein we challenge longstanding assumptions related to how work is completed to offer better solutions.</p> <p>Our equipment is designed to be the most reliable, long-lasting and easiest to maintain systems with the fewest needed consumables as possible.</p> <p>We offer a range of product lines, so the customer only has to make one call for service, support & parts.</p> <p>Team of 7 engineering and design professionals on staff who are available to help with any customer needs.</p> <p>105,000 sf fabrication, assembly, and R & D facility as well as a seasoned production team with expertise in hydraulics, electrical, plumbing & chassis integration.</p> <p>World-Class Training and Certification Program for operators & mechanics.</p> <p>24/7/365 Technical Support Team with a live person within 10 minutes. 10 languages in-house and 175 languages supported through AT&T translation services.</p> <p>4-5 million dollars of parts inventory in stock and 98% of orders are shipped the same day.</p> <p>MRLiquidators offers Sourcewell/Canoe members the opportunity to contract with them for removal services. This service is offered for paint, thermoplastic, tape, and rubber removal.</p> <p>Mark Rite Lines Equipment Company will offer a rental program for Sourcewell/Canoe members for the Mini Mac Pro/Detail trailer and Mini Grinder product lines.</p> <p>Additionally, Mark Rite Lines Equipment Company Inc. is backed by the resources of our parent company, Federal Signal Corporation, which gives us access to an extensive pool of expertise across all functions of our business. Our project teams include not only our employees but also personnel from other Federal Signal Corporation subsidiaries, ensuring a collaborative approach to meeting customer needs.</p> <p>We are completely EPA emission compliant allowing us to meet regulations in both the. US and Canada.</p> <p>We offer full-service engineering departments which allows us tremendous flexibility to offer customized options to meet specific and unique member requirements. Both Elgin and Vactor Manufacturing facilities are ISO certified and have been for many years. This provides assurance to Sourcewell/Canoe members that our products are consistently manufactured using appropriate processes that meet high-level quality standards.</p> <p>(Please see the attached Investors report for additional reference under the financial strength and stability upload section.)</p> |
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Table 5B: Value-Added Attributes

| Line Item | Question | Certification | Offered | Comment |
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| 51 | Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply. | | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |
| 52 | | Minority Business Enterprise (MBE) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |

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| 53 | | Women Business Enterprise (WBE) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |
| 54 | | Disabled-Owned Business Enterprise (DOBE) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |

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| 55 | | Veteran-Owned Business Enterprise (VBE) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |
| 56 | | Service-Disabled Veteran-Owned Business (SDVOB) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |

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| 57 | | Small Business Enterprise (SBE) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |
| 58 | | Small Disadvantaged Business (SDB) | <input type="radio"/> Yes <input checked="" type="radio"/> No | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |

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|----|--|-----------------------------------|--|---|
| 59 | | Women-Owned Small Business (WOSB) | <div><div><div></div><div>Yes</div></div><div><div></div><div>No</div></div></div> | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is not a WMBE (Women- or Minority-Owned Business Enterprise), SBE (Small Business Enterprise), or veteran-owned business.</p> <p>However, many of our contractors who purchase our products fall into these categories.</p> <p>Additionally, we work with several suppliers who are certified as WMBE, SBE, or veteran-owned businesses, supporting diversity and inclusion within our supply chain.</p> <p>Federal Signal Corporation is a publicly traded corporation under FSS. We are female led, with an extensive diversity, equity, and inclusion policy.</p> <p>At Federal Signal Corporation, our commitment to diversity, equity, and inclusion is guided by our core values. Respect for all people is a top priority for the Company, and maintaining Federal Signal Corporation's competitive advantage is directly tied to our continued efforts to promote employee engagement and gain a better understanding of the customers and the communities who count on us. Understanding the importance of attracting diverse talent, we promote a culture and environment where employees want to stay with Federal Signal Corporation and have development opportunities to grow their career with us. We recognize each person's unique identity, background, and experiences as part of an inclusive culture, where everyone feels empowered to do their best work because they feel accepted and respected.</p> <p>(Please see the enclosed Sustainability Report in the WMBE/MBE/SBE or Related Certificates section for our inclusion strategy.)</p> |
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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 * |
|-----------|---|--|
| 60 | Describe your payment terms and accepted payment methods. | <p>Our standard payment terms require full payment within 30 days after the delivery of the equipment. We accept payment via wire transfer and ACH.</p> <p>For parts orders, we also accept credit cards and offer account credit.</p> <p>New customers of Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators are required to complete a credit application to establish a credit limit for part purchases.</p> |

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| 61 | Describe any leasing or financing options available for use by educational or governmental entities. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators offer financing options through our trusted financing partners. We work with a portfolio of finance partners to provide flexible solutions. Our sales team can provide contacts and details on any current financing promotions available to help facilitate your purchase.</p> <p>We offer several financing programs through our partners throughout the year. Here are some examples:</p> <p>-----</p> <p>No Full Payments Until 2025!</p> <p>This financing program is designed to help your business easily acquire the equipment and technology you need while minimizing upfront financial pressure. Here's how it works:</p> <p>Low Introductory Payments: For the first 3 months, you'll pay as little as \$99 per month.</p> <p>Ramp Up Before Full Payments: The low introductory payments allow you to get started and ramp up your operations before full payments begin.</p> <p>Flexible Payment Options: After the introductory period, you'll transition to regular payments for the remainder of the term.</p> <p>No or Low Down Payments: This program offers no or low down payments, making it easier to get started without a large upfront cost.</p> <p>Avoid Depleting Lines of Credit: Keep your business's credit lines intact by financing your equipment instead of using available credit.</p> <p>Match Payments to Cash Flow: You can align your payments with your business's cash flow, allowing for a more manageable financial commitment.</p> <p>-----</p> <p>MINI MAC 400 Financing Promotion</p> <p>This special limited-time financing offer is perfect for businesses looking to acquire the MINI MAC 400 system. The details are as follows:</p> <p>Promotion Period: This offer is available from January 1 - March 7.</p> <p>Introductory Payment: Pay just \$399 per month for the first 6 months.</p> <p>Low Down Payment: A 0-5% down payment is due at signing, making it easier to get started with minimal upfront costs.</p> <p>Regular Payments: After the introductory period, the loan will be amortized over 54 months, with regular monthly payments for the remainder of the term.</p> <p>This promotion makes it easier than ever to acquire the MINI MAC 400 and get your business up and running with minimal financial strain.</p> <p>-----</p> <p>In hopes that we are awarded the Sourcwell/Canoe contract, we plan on working with National Cooperative Leasing (NCL), a Sourcwell/Canoe contract holding vendor.</p> |
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| 62 | Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators create a comprehensive proposal document for each equipment build. This document outlines the specific specifications selected for the equipment, along with our terms and conditions, warranty statement, delivery terms, payment terms, and the desired painting schematic. It serves as a detailed reference for our customers throughout the purchasing process.</p> <p>Mark Rite Lines Equipment Company prepares a rental contract that is emailed to the customer. The contract outlines the customer's responsibilities and terms of rental.</p> <p>(Please see the uploaded document section for examples of sales forms, terms & conditions, rental agreement, etc, under the standard transaction document sample section.)</p> | * |
| 63 | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process? | We do currently accept P-Card payment. There is a 5% fee for utilizing P-Cards. | * |
| 64 | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators is offering Sourcewell/Canoe members a discount on the configured product-category pricing, based on our manufacturer's suggested retail prices.</p> <p>All pricing for trucks includes on-site start up technician training.</p> <p>(All proposed pricing and discount schedules are included in the uploaded documents under the pricing section.)</p> | * |
| 65 | 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. | <p>7% - ThermoPro Series Trucks – Complete Configured truck included customer specific options.</p> <p>5% - ThermoPro Series Pre-Melters – Complete Configured melter included customer specific options.</p> <p>7% - EpoxyPro Series Trucks – Complete Configured truck included customer specific options.</p> <p>7% - Paint Pro Series Trucks – Complete Configured truck included customer specific options.</p> <p>7% - Grind Pro Series Trucks – Complete Configured truck included customer specific options.</p> <p>3% - Mini Mac Pro Units</p> <p>3% - Mini Grinder Pro Units</p> <p>5% - RumblePro Trucks - Complete Configured truck included customer specific options.</p> <p>5% - Detail Pro Series Trucks – Complete Configured truck included customer specific options.</p> <p>5% - Detail Pro Series Trailers – Complete Configured trailers included customer specific options.</p> <p>5% - MarkerPro Trucks – Complete Configured truck included customer specific options.</p> <p>3% - Services</p> <p>3% - Refurbishment of MRL Equipment</p> <p>7% - MRLiquidator Trucks – Complete Configured truck included customer specific options.</p> <p>10% - MRLiquidators Contracting Services</p> <p>3% - MRL Parts</p> <p>3% - MRL Rentals (see rental agreement in uploaded documents)</p> <p>3% - SkipLine Systems upgrade retrofits</p> <p>2% - SkipLine Systems and solutions</p> | * |

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| | | 2% - Epic handliners and solutions 5% - Graco handliners and solutions 3% - Trackless MT7 3% - Trackless Attachments 5% - Stripe Hog - SH15 5% - Stripe Hog - SH8000 5% - Stripe Hog - SH7500 5% - Stripe Hog - SK3000 5% - Stripe Hog - SK2000 5% - Stripe Hog - SK2000T 5% - Stripe Hog - SK5.2 5% - Surface Hog 5% - Thermo Hog - TH15 5% - Epoxy Hog 5% - Grinder Hog - GH2 5% - Grinder Hog - GH3 5% - Grinder Hog - GH4 5% - Rumble Hog 5% - Broom Hog All discounts off suggested MSRP completed configured product category sell price. | |
| 66 | Describe any quantity or volume discounts or rebate programs that you offer. | Our equipment is highly customizable and typically not purchased in large volumes. However, if a customer is considering a large volume purchase (three or more trucks within a given year), we will work with them to offer an additional incentive. | * |
| 67 | 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. | Since our pricing is based on the configured product and Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators manufacture customizable equipment, most options are covered. If we receive a non-standard request, Mark Rite Lines Equipment Company, Trackless, and Liquidators will provide a customized quote for that specific item. | * |

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| 68 | <p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p> | <p>Any costs associated with the delivery of a piece of equipment to a Sourcewell/Canoe member are additional and will be quoted and provided to the customer prior to the completion of the equipment.</p> <p>Chassis are not included in the discount structure submitted. Chassis are offered by two options:</p> <p>Customers can supply their own chassis, but they must have the necessary modifications completed prior to delivery. If modifications are required after delivery, additional costs will apply and will be figured on cost plus 3%.</p> <p>Mark Rite Lines Equipment Company can provide the chassis, but it will not be included in the Sourcewell/Canoe discount. The chassis and all necessary modifications will be provided at the chassis provider's cost, plus a 3% charge for Sourcewell/Canoe members.</p> <p>(Please see the uploaded document section for examples of sales documents, product brochures, and warranties for chassis)</p> <p>Trailers are not included in the discount structure submitted. Trailers are offered by two options:</p> <p>Customers can supply their own trailer, but it must meet all Mark Rite Lines Equipment Company specifications. We cannot build on trailers that do not meet our minimum requirements. If modifications are required after delivery, additional costs will apply and will be figured on cost plus 3%.</p> <p>Mark Rite Lines Equipment Company can provide the trailer, but it will not be included in the Sourcewell/Canoe discount.</p> <p>Mini Mac equipment training is only offered on-site at Mark Rite Lines Equipment Company Billings, MT location, unless the customer chooses to pay for on-site training. Travel costs to Billings are the responsibility of the customer.</p> <p>Hog Technologies Trainer's Travel is an additional cost. Training is included with all of our systems but to provide the training at the customer's location there will be additional costs for the trainer's travel expenses, or the customer can choose to come to our facility at no additional cost. There is no installation or setup to be done by the customer, our systems are delivered as complete units ready to work. We do not charge any additional costs for any inspections but if the customer wants to visit our facility to inspect their unit before delivery their travel expenses will be paid by them.</p> <p>It is the Sourcewell/Canoe member's responsibility to track and report IFTA fuel purchases and mileage. It is the Sourcewell/Canoe member's responsibility to provide the required insurance documentation for their rental. Any applicable taxes are the Sourcewell/Canoe member's responsibility.</p> <p>It is the Sourcewell/Canoe member's responsibility to line up and pay any fees for the Canadian border broker.</p> |
| 69 | <p>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> | <p>Mark Rite Lines Equipment Company, Liquidators, Hog Technologies, and Trackless dealers utilize various shipping and freight companies to deliver our equipment. Freight costs are quoted to the customer prior to the completion of the equipment. Most of our equipment is shipped via drive-away service or flatbed, though customers also have the option to pick up the equipment directly. We can ship to any location within the continental U.S.</p> |
| 70 | <p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p> | <p>For orders to Alaska, Hawaii, Canada, and U.S. Islands, shipments will be made based on the most efficient delivery option for the area and the type of unit(s). The customer is responsible for obtaining all necessary border paperwork and providing an established border broker.</p> <p>Delivery to these locations are standard practices that may include additional freight packaging for water/sea freight</p> <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators offer the same shipping options to customers: pick-up, freight delivery, or drive-away service.</p> |

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| 71 | Describe any unique distribution and/or delivery methods or options offered in your proposal. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators offer customers the option to pick up their units directly from the factory. Pick-up must occur by the specified date provided by the companies.</p> <p>Because of the size and varying axle configuration as well as the fluctuation of road and bridge laws from State to State or Province to Province we have internal resources that can help arrange the delivery to the Sourcewell/Canoe member location (Freight rates range \$3.00 to \$6.75 a mile + insurance coverage)</p> | * |
| 72 | 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>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators have established several checks and balances to ensure self-audit compliance with our agreements. The process begins with sales quoting and the use of HubSpot to track opportunities. If we are successful with this RFP, we will program Sourcewell/Canoe members and their member numbers into HubSpot. Additionally, we will modify our equipment configurator to include the Sourcewell/Canoe member number and to reflect that they are receiving Sourcewell/Canoe pricing.</p> <p>When an order is received, it will be cross-checked with the Sourcewell/Canoe pricing sheet by the sales territory manager, director of sales, and sales coordinator. Once verified, the order will be processed, and the engineering and production process will begin. We will generate reports from HubSpot that will be reviewed and approved quarterly by the sales team, director of sales, controller, and sales coordinator.</p> <p>Upon completion, delivery, and acceptance of the equipment by the customer, an invoice will be generated and sent for payment. Once payment is received, our internal process will notify the sales team, director of sales, sales coordinator, and controller, and the report will be updated. The director of sales and controller will then review the report, ensuring that the payment required to Sourcewell/Canoe is made, and will issue the necessary documentation and payment to Sourcewell/Canoe.</p> | * |
| 73 | 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>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators will track our utilization of the Sourcewell/Canoe contract through several key management metrics, which will be reviewed monthly by the senior management team, as well as our corporate finance and management teams. These key metrics will include Sourcewell/Canoe sales as a percentage of total sales.</p> <p>Additionally, we will track Sourcewell/Canoe opportunities by time, amount, and win rate on a weekly basis through HubSpot. We will also establish metrics to compare Sourcewell/Canoe sales with other governmental sales channels, such as bids, RFQs, and BuyBoard.</p> <p>Growth goals will be set for each sales team member based on their yearly sales targets, with progress measured and reported monthly. Our controller will track Sourcewell/Canoe discount dollars and administration fees, providing monthly reports that detail these figures as a percentage of total sales. Our marketing manager will develop KPIs for any Sourcewell/Canoe-specific marketing efforts, which will be reviewed monthly.</p> <p>Since Sourcewell/Canoe would be new for us, we would appreciate quarterly reviews with our contract manager during the first year to ensure we are properly leveraging our agreement.</p> | * |
| 74 | Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators are proposing the following administrative fee of 1%. The administration fee will be calculated on the total revenue minus chassis, trailers, freight, FET, and taxes.</p> | * |

Table 6B: Pricing Offered

| Line Item | The Pricing Offered in this Proposal is: * | Comments |
|-----------|--|--|
| 75 | The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies. | <p>Mark Rite Lines Equipment Company, Trackless, Hog Technologies, and Liquidators designs customized equipment tailored to our customers' needs. When a municipality reaches out to us to explore building a truck or tractor they typically gather specifications and operating requirements to compile a bid. Upon receiving the bids, we price the equipment based on those requirements using our manufacturer's suggested retail pricing.</p> <p>Currently, Mark Rite Lines Equipment Company the option to utilize BuyBoard, with a 3% discount, if desired. For this proposal, however, we are offering a discount off our fully configured product category manufacturer's suggested retail price due to the purchasing power of Sourcewell/Canoe members.</p> <p>The discount offered to Sourcewell/Canoe members is more advantageous than our typical discounts or other agreements. Sourcewell/Canoe also streamlines the sales process by eliminating the administrative work associated with responding to bid solicitations.</p> |

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

| Line Item | Question | Response * |
|-----------|---|---|
| 76 | Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal. | <p>ThermoPro Series Striping Trucks</p> <p>The Mark Rite Lines Equipment Company ThermoPro™ series of Thermoplastic Stripers offers superior material pre-melting capabilities to ensure faster start-ups and more productive applications. This series provides air atomized spray application, ribbon extrusion application, and screed extrusion, either flat or profile.</p> <ul style="list-style-type: none"> • 4-4,000 – Thermoplastic truck with a capacity of 4,000 lbs • 4-8,000 – Thermoplastic truck with a capacity of 8,000 lbs • 4-12,000 – Thermoplastic truck with a capacity of 12,000 lbs • 4-16,000 – Thermoplastic truck with a capacity of 16,000 lbs • 4-24,000 – Thermoplastic truck with a capacity of 24,000 lbs <p>All equipment is customizable with additional options and configurations based on the customer's specific needs.</p> <p>(Please see page 3 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)</p> <p>PaintPro Series Striping Trucks</p> <p>Non CDL Tank Capacity</p> <ul style="list-style-type: none"> • Chassis GVWR 19,500 Air Atomized Up to 200 Airless Up to 240 • Chassis GVWR 26,000 Air Atomized Up to 260 Airless Up to 320 |

CDL

- Chassis GVWR 33,000 | Air Atomized Up to 400 | Airless Up to 330
- Chassis GVWR 46,200 | Air Atomized Up to 680 | Airless Up to 600
- Chassis GVWR 66,000 | Air Atomized Up to 1200 | Airless Up to 850
- Chassis GVWR 79,500 | Air Atomized Up to 1200 | Airless Up to 1000

Non-CDL Truck

The Mark Rite Lines Equipment Company PaintPro™ Striper (Non-CDL) is built with robust construction to ensure long service life and reduced overall maintenance. This truck is designed for high-volume productivity and comes with pump or pressure tank systems for air atomized (AA) spray application or airless spray (ALS) application. No commercial driver's license is required for operation.

CDL Trucks

The Mark Rite Lines Equipment Company PaintPro™ Striper (CDL) offers the same robust construction for extended service life and low maintenance, designed for high-volume productivity. It is available in pump or pressure tank systems to provide air atomized (AA) spray application or airless spray (ALS) application. With single line widths up to 36" , this model can spray up to six guns simultaneously for airport markings. A commercial driver's license (CDL) is required for operation.

(Please see page 5 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

EpoxyPro Series Striping Trucks

Mark Rite Lines Equipment Company Plural Component Stripers prioritize high-volume output, serviceability, ease of operation, and dependability. The patented impingement material mixing system provides an environmentally friendly, solvent-free airless spray application of epoxies, polyurethanes, and polyureas. A commercial driver's license (CDL) is required.

- 8-75-E
- 8-150-E (3 color options available)
- 8-200-E
- 8-275-E (3 color options available)
- 8-350-E

Mark Rite Lines Equipment Company also builds Poly-Urea trucks that are in the same sizes of the EpoxyPro trucks

- 8-75-P
- 8-150-P
- 8-200-P
- 8-275-P
- 8-350-P

(Please see page 4 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

MarkerPro Application Truck

The Mark Rite Lines Equipment Company MarkerPro™ Application Truck offers efficient application of raised pavement markers. It includes a high-performance bituminous adhesive pre-melting kettle for rapid heat-up of the adhesive.

(Please see page 14 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

GrindPro Series of Trucks

- 3-220 – 2 Box Grinder: A versatile design for line removal grinding, high-speed pavement grooving, plunge-type saw cuts, slot-type saw cuts, and curing compound removal. No commercial driver's license is required.
- 3-420-AD8K – 4 Box Grinder: A versatile design with the same features as the 3-220, but requires a commercial driver's license.

(Please see page 7 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

RumblePro Truck

The Mark Rite Lines Equipment Company RumblePro™ makes continuous or patterned cuts with a single operator on edgelines and centerlines. This durable workhorse has proven itself over the decades to produce consistent results and reliable performance.

(Please see page 8 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

MRLiquidator Truck

The MRLiquidator Truck utilizes ultra-high pressure water with vacuum recovery to

effectively remove roadway pavement markings, curing compounds, retexturizing, coating rejuvenation, airport markings, and rubber.

- L4012UVT
- L4012MVT
- L4015UVT
- Liquidator Tractor

(Please see page 9 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

DetailPro Thermoplastic Supply Truck Series

Enhance productivity with the Mark Rite Lines Equipment Company DetailPro™ Thermoplastic Supply Truck, designed to increase your total melting capacity.

Available in a variety of configurations and material capacities. Options include transfer pumps, conveyor belt melter loading, transfer hose booms, lift gates, and more to optimize performance.

- 9-3000
- 9-4000
- 9-6000
- 9-8000
- 9-12000
- 9-16000
- 9-24000

DetailPro Thermoplastic Supply Trailer Series

The Mark Rite Lines Equipment Company DetailPro™ Supply Trailer comes configured with pre-melting kettles, material deck, and space to haul Thermoplastic Handliners or Mini Mac® 400 Thermoplastic Stripers.

- 9-3000TRL
- 9-4000TRL

(Please see page 13 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Mini Mac Pro

The Mark Rite Lines Equipment Company Mini Mac® Thermoplastic Striper offers outstanding versatility in a compact design, allowing for the quick application of detail markings.

- MM – Mini Mac 400 unit
- MMT – Mini Mac 400 with trailer

(Please see page 10 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Mini Grinder Pro

The Mark Rite Lines Equipment Company Mini Grinder offers excellent versatility in limited work zones. Designed to remove pavement markings, groove for inlaid markings, and slot-cut for raised pavement marker installation. Its agile and compact design allows for efficient production in congested work areas.

- MR – Mini Grinder unit
- MRT – Mini Grinder unit with trailer

(Please see page 11 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

ThermoPro Pre-Melter Kettle Series

Mark Rite Lines Equipment Company ThermoPro™ Pre-Melting Kettles provide superior production capabilities in a self-contained, safe, and durable skid-mounted air-jacketed vertical design.

(Please see page 12 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Customization Options:

All equipment offers additional options and configurations based on the customer's specific needs.

Propane Engine and Propane Burners

- One (1) 1000 Pound Capacity
- One (1) 1500 Pound Capacity
- One (1) 2000 Pound Capacity
- One (1) 3000 Pound Capacity
- One (1) 4000 Pound Capacity
- 1k Set (2,000 lbs total melting capacity)
- 1.5K Set (3,000 lbs total melting capacity)
- 2K Set (4,000 lbs total melting capacity)

3K Set (6,000 lbs total melting capacity)
 4K Set (8,000 lbs total melting capacity)
 3K Quad (12,000 lbs total melting capacity)
 4K Quad (16,000 lbs total melting capacity)

Diesel Engine and Diesel Burners

One (1) 1000 Pound Capacity
 One (1) 1500 Pound Capacity
 One (1) 2000 Pound Capacity
 One (1) 3000 Pound Capacity
 One (1) 4000 Pound Capacity

1k Set (2,000 lbs total melting capacity)
 1.5K Set (3,000 lbs total melting capacity)
 2K Set (4,000 lbs total melting capacity)
 3K Set (6,000 lbs total melting capacity)
 4K Set (8,000 lbs total melting capacity)
 3K Quad (12,000 lbs total melting capacity)
 4K Quad (16,000 lbs total melting capacity)

All equipment offers additional options and configurations tailored to meet the customer's needs.

Mark Rite Lines Equipment Company Truck Refurbishment

Mark Rite Lines Equipment Company Equipment's repair and retrofit services include upfit options for all brands and types of road marking and line removal equipment. Our technicians thoroughly assess the condition of your equipment and then develop a repair and retrofit plan that aligns with your budget, timeline, and performance requirements. From replacing worn-out carriages, material pumps, and hydraulic components to more complex retrofits, such as installing new electrical wiring, material/hydraulic hoses, and material monitoring systems, Mark Rite Lines Equipment Company Equipment has you covered.

(Please see page 16 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Mark Rite Lines Equipment Company Technical Support and Training

Mark Rite Lines Equipment Company Equipment's technicians are the most experienced and road-tested support team in the industry, with expertise gained from years of working as stripers. Whether you need on-site training, virtual consultations, or phone support, our experts are available to help with technical issues, answer questions, and assist with troubleshooting. Mark Rite Lines Equipment Company also offers additional training for customers who wish to train their new staff.

(Please see page 18 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Mark Rite Lines Equipment Company Parts

Mark Rite Lines Equipment Company Equipment is the industry leader in providing in-stock parts. With \$15M+ in inventory we have thousands of parts readily available for shipment, our dedicated support team is here to assist, troubleshoot, and minimize downtime. Most parts orders are shipped the same day they are received.

(Please see page 17 in the uploaded Mark Rite Lines Equipment Company Product Portfolio brochure for more details under the Additional Document Upload Section.)

Our trucks are highly customizable, there are numerous options available for customers when configuring a truck. The list below provides examples, though it is not exhaustive for all truck configurations:

Timing system (Skipline or Epic) Communication system packages
 Data Logging systems Centerline and Edgeline application systems
 Load cells Mid carriage or rear carriage systems
 Color Video Guidance 3 color application systems
 Lasers Inlaid marking capability
 Pointer bar Slot-Cut raised pavement marker capability
 Compressors Plunge-cut snow plowable marker capability
 Material Pumps 9 or 13 inch box options
 Cab One man option systems
 Split tanks Computer controlled hydrostatic chassis propulsion systems
 Single/Double Drop Bead systems Varying cut styles for rumble strip
 MRL Dynamic Touchscreen Ultra high pressure water systems
 Airless Systems Arrow board systems
 Air Atomized Systems PCD's, Diamond Blades, or Carbide Cutter drums

Black Beauty system Limntech systems
 Spray, Extrude, Profile, audible and flip profile Color options
 Heat systems Rear or corner outlets
 Recirculation systems Storage systems
 Single or dual burner systems Safety light packages
 Vacuum bead loading systems Conveyor systems

Mark Rite Lines Equipment Company Rental Equipment

We offer a rental program to customers for our Mini Mac Pro, Mini Grinder Pro, and Detail Trailer Pro products. These rentals are offered with a minimum rental of three-months. All rental units are available for sale. Terms to be negotiated at the time of purchase as pricing varies based on vintage and length of rental to provide the best value.

MRLiquidators Contracting Services

Through our MRLiquidators business, we offer a full range of contracting services for members to utilize. If it is general removal of paint, thermoplastic, tape, and rubber removal for safety, our contracting services can assist you with your operations.

(See brochure under Additional Document Upload Section.)

SkipLine System/Stingray Upgrade Retrofit

Want to update your outdated technology on your equipment? MRL offers retrofit technology to elevate your older vehicles into cutting-edge striping powerhouses. Mark Rite Lines Equipment Company offers SkipLine system retrofits. You can unlock unprecedented intelligence, efficiency, and performance from your assets. Your equipment is your livelihood. Trust the company that has been installing systems and building trucks for over 36 years!

- Intelligent Striping: Retrofit solutions empower your trucks with smart striping capabilities, ensuring precision and perfection in every stripe.
- Digital Mastery: Experience the convenience of intuitive digital controls, placing complete command over your fleet at your fingertips.
- Environmentally Conscious: Upgrade to eco-friendly technologies that reduce emissions and showcase your commitment to sustainability.
- Enhanced Productivity: Supercharge your team's productivity with faster, more efficient striping processes and minimal maintenance requirements.
- Cost-Efficiency: SkipLine.com's retrofit technology offers a cost-efficient alternative to investing in an entirely new fleet, saving you time and money.
- Seamless Integration: Our expert technicians ensure a smooth installation process, minimizing downtime and maximizing your return on investment.

Don't let your older paint trucks hold you back! Embrace the future of striping with state-of-the-art retrofit technology. Upgrade to smarter striping trucks and stay at the forefront of the striping industry.

Unlock the full potential of your paint truck Make your paint truck smarter with the SC-12 RetroCore. The SC-12 RetroCore is the striping engine, network hub, power filter, and I/O box all in one box, providing a direct upgrade path from the SkipLine SM-5 system to the industry-leading SkipLine SC-12 platform. Form-factor is compatible, with no need to re-wire or re-route any outputs. The world's fastest paint truck upgrade.

- Access the latest technology in pavement marking application
- Simple plug & play installation
- Our specialized software and hardware enable the SC-12 RetroCore to work with your system instantly. Get equipment instantly on the cloud.

<https://skipline.com/products/sc-12-retrocore/>

Mark Rite Lines Equipment Company offers both SkipLine or Epic Solution skip timing or Data logging systems for equipment.

SkipLine

We offer all the skip time and data logging systems for SkipLine. MGT-14 Grind Timer, Grind/Rumble Distance Counter, MST-14 Mini Skip Timer, SC-12 RetroCore, SC-12 Control System, DL-18, HDVO-318, LLMA and Stingray.

<https://skipline.com/products/sc-12/>

For Thermoplastic trucks, we offer an additional feature called Stingray, which provides real-time monitoring of application thickness, width, and overall material usage through a laser system. Delivers zero-delay High-Definition Video Guidance for a real-time striping experience. <https://skipline.com/products/stingray/>

Our paint trucks also have the ability to utilize SkipLine Llama, a system that measures paint and bead applications, enabling municipalities to fine-tune their usage for maximum efficiency. Long-Line Automated Material Application is an easy-to-use

HDVO/DL-18 add-on that enables the driver/operator to maintain a consistent mil thickness while painting. LLAMA calculates in real time to automatically adjust paint pressure to achieve your targeted mil thickness. It will control the pressure exerted on the material system to match the target material application rate.
<https://skipline.com/products/llama/>

We can equip our trucks with ACCU-Bead flow sensors that integrates into the monitoring system. This gives the customer real-time bead flow monitoring to ensure application rates match specification on the first pass. (Flyer uploaded)

All trucks equipped with a SkipLine system comes with one year of free Spec Rite Online, ensuring seamless integration and tracking. Manage your jobs anywhere with Spec-Rite Online. The Spec-Rite cloud-based platform seamlessly integrates with Skip-Line Smarter Striping technology. The combination of hardware and software gives operators unparalleled visibility to their crews in real-time: material usage, line accuracy, paint thickness, and more – all from their PC or smartphone. https://spec-rite.io/?__hstc=242527325.28af41e3bc0eeda5cac83da0217b3e8d.1739653696350.1739653696350.1739653696350.1&__hssc=242527325.5.1739653696350&__hsfp=746698734

(Please see the uploaded product brochures for these products under the Additional Document Upload Section.)

Epic Solutions

We offer Epic Solutions skip timing and data logging systems on our trucks. The basic timing system for new equipment or retrofits that connect by traditional methods. The STS2000 has all the standard features found in existing timing systems, with new improvements and options. The base system is a three-gun double bead drop configuration with standard features like advance/retard, alternate cycle and duster capabilities. Gun setup and operation from left or right controller, or central control. The control box can work on either side of the truck. Options: GPS Mapping and Tracking, Setup and Operate Gun From Left, Right, or Center Controller, Data Logging, Stroke Counter for Material Usage, Material Temperature, Surface, Ambient Material Temperatures, Dew Point and Humidity, Stand-alone system for complete truck setup, Printer option <https://epicsolutions.us/data-logging-timing-systems/skip-timing-sts-2000/>

M7 data logging system by Epic Solutions

Highway Striping Control System Real-time Paint Striping Material Measurement
 The M7 Monitoring System is the most accurate, versatile and cost-effective way to manage road striping and applications. Now, you can know what product you are applying, where you are applying it and how much is being used, without ever getting out of the truck! <https://epicsolutions.us/data-logging-timing-systems/m7-monitoring-dls/>

EASY ON-THE-ROAD MONITORING

The PLC makes calculations, analyzes data and sends reports to the computer screen in the cab of the truck, so the driver can effectively manage the use of materials while driving down the road. Reports can be programmed to provide data tailored to your needs, the present job or your equipment. Reports can be printed on a portable printer.

Epic Solution Handliners

The ThermoMark™ Series Handliner is built with extremely durable aluminum construction. Exclusive features like insulated reservoirs and a modular design have made them the preferred thermoplastic applicators with professionals throughout the industry.

ASE Thermomark 250 - Thermoplastic "handliner" applicator

<https://epicsolutions.us/thermoplastic-equipment/thermomark-series-handlers/thermomark-250/>

ASE Thermomark 300- Thermoplastic "handliner" applicator

<https://epicsolutions.us/thermoplastic-equipment/thermomark-series-handlers/thermomark-300/>

ASE ThermoMark 250DD - (Double-Drop) Thermoplastic applicator w/ double drop bead dispensing feature

ASE ThermoMark 300DD - (Double-Drop) Thermoplastic applicator w/ double drop bead dispensing feature

Advanced Striping Equipment has thought of everything. The FastMelt 650's fully modular design allows for complete replacement of all its parts – thus maximizing the longevity of your equipment and ensuring many years of dependable service and quality striping.

- Fills an applicator in minutes
- Melts and holds up to 650LBS (43 Liquid Gallons) at 400°F

- Fits in the back of a pickup
- Compact: 48" W x 42" D x 51" H
- Lightweight (950 LBS empty)

ASE FastMelt 650 - Standard Unit Portable Premelting System, propane fired.
<https://epicsolutions.us/thermoplastic-equipment/thermoplastic-melting-kettles/fastmelt-series-premelters/>

ASE FastMelt 650 Custom- (Right-Side Engine/Hydraulic Mount) Portable Premelting System, propane fired. <https://epicsolutions.us/thermoplastic-equipment/thermoplastic-melting-kettles/fastmelt-series-premelters/>

(Please see the upload product brochures for these products under the Additional Document Upload Section.)

Limntech Scientific systems

Our paint trucks are compatible with Limntech (<https://limntech.com/>), a system that allows for GPS-based layout and re-striping. The top-tier system can even perform autonomous machine vision camera-guided maintenance striping.

Layout systems - THE LifeMark®- 100 AUTOMATED LAYOUT SYSTEM was designed for the roadway stripers market. Using real-time kinematics (RTK), enhanced GPS-based location and machine vision camera technologies, this system provides stripers with the ability to accurately record the location of roadway markings before the roadway is repaved. Once the roadway is repaved, the original markings can then be duplicated in the same GPS location with workers safely off the road and out of harm's way.

Re-striping systems - THE LifeMark®-300 AUTOMATED RE-STRIPING SYSTEM is designed to control the re-stripping of pavement markings without a rear operator. Cameras are used in conjunction with patent-pending real-time artificial intelligence machine learning techniques and computer algorithms to accurately define restriping actions. The LifeMark®-300 recognizes all colors and types of lines, new and worn, over new and old concrete or asphalt, and will turn paint guns on and off as needed. The equipment is available to retrofit any long line paint, thermo, epoxy or polyurea striping truck. The LifeMark®-300 monitors the paint and glass bead installation via an in-cab video view. The system can control both sides of the striping truck.

LifeMark 100 Record only via GPS vehicle - one side (Airport Model)

<https://limntech.com/lm75/>

LifeMark 100 Record only via GPS vehicle - two sides <https://limntech.com/lm75/>

Lifemark 100 Single Carriage Record and Layout via GPS Paint Truck (Airport Model) <https://limntech.com/lm75/>

LifeMark 100 Dual Carriage GPS Record and layout via GPS Paint Truck <https://limntech.com/lm75/>

LifeMark 300 Single Carriage Auto Re-Stripe via Camera Paint Truck (Full Size Paint Truck) <https://limntech.com/lifemark-300/>

LifeMark 300 Dual Carriage Auto Re-Stripe via Camera Paint Truck <https://limntech.com/lifemark-300/>

LifeMark 400 Dual Carriage Record and Layout via GPS and Auto Re-Stripe via Camera Paint Truck (Full-Size Paint Truck) <https://limntech.com/lifemark-300/>

(Please see the upload product brochures for these products under the Additional Document Upload Section.)

Graco Thermolazer, Traffic Tape Machines and accessories

Traffic Tape Application Made Easy

- Apply pavement marking tape at truck speeds — up to 6 mph
- Cut on-the-fly with the push of a button
- Pre-program skip-lines — no layout required
- Apply double lines in a single pass
- Apply tape to within 3 inches of a road edge
- On-surface & deep inlay groove capable
- Permanent or temporary road tape up to 14 inches wide

<https://www.graco.com/us/en/contractor/products/pavement-marking-maintenance/traffic-tape-applicators.html>

Thermoplastic striping equipment that delivers

In areas with heavy traffic, the durability of road marking is a key priority. Traffic control typically needs to reduce flow obstruction to a minimum. Using thermoplastic material increases long-term line quality. Faster drying times ultimately lead to smoother traffic conditions. Graco thermoplastic marking equipment doesn't just simplify the process, you'll also tightly control line thickness.

<https://www.graco.com/us/en/contractor/products/pavement-marking-maintenance/thermoplastic-marking-equipment.html>

Trackless

Trackless MT7 tractor and attachments <https://tracklessvehicles.com/> - Trackless Vehicles has been in the articulated tractor manufacturing industry for over 50 years. Trackless leads the market in technological design, efficiencies, safety features, operator comfort, and overall performance. While less expensive competitive products are available, the many value-added and safety features of the MT7 are primarily due to feedback and requests from our large customer base.

The majority of our business is with municipalities and their public works departments. However, we have also equipped parks, airports, universities, military facilities, private contractors, and large corporations with equipment to help them tackle their toughest seasonal grounds maintenance challenges. The MT7 is what you, the customer, should expect; a tractor appropriately designed to do the job safely and efficiently. Our commitment is to be the best and deliver the products you need to get the job done

Attachments

Power Broom attachment <https://tracklessvehicles.com/products/power-angle-sweepers/>
Infrared Asphalt Heater and Generator attachment
<https://tracklessvehicles.com/products/infrared-asphalt-heater/>
Cold Planner attachment <https://tracklessvehicles.com/products/cold-planer/>
Vacuum and Grinder attachment (product brochure uploaded)
Line & Stencil Painter - <https://tracklessvehicles.com/products/line-stencil-painter/>

(Please see the uploaded product brochures for these products under the Additional Document Upload Section.)

Hog Technologies

Stripe Hog - - 40K psi water blasting systems for paint, thermo or rubber removal and surface cleaning and surface preparation:
SH8000 - 12 gallon per minute ultra high-pressure water blasting system, 2 blasting heads mounted on Peterbilt 520 chassis.
SH7500 - 9 gallon per minute ultra high-pressure water blasting system, 1 blasting head, mounted on Mack Granite chassis.
SK3000 - 7 gallon per minute ultra high-pressure water blasting system, 1 blasting head mounted to a tractor, skid mounted.
SK2000 - 5.6 gallon per minute ultra high-pressure water blasting system, 1 blasting head, mounted on Isuzu FTR chassis.
SK2000 Trailer - 5.6 gallon per minute ultra high-pressure water blasting system, HT1000 Ground Hog Walk-behind Tool blasting head, mounted on a trailer.
SK5.2 - 5.2 gallon per minute ultra high-pressure water blasting system with HT1000SR Walk-behind Tool blasting head, skid mounted

SURFACE HOG - Hard surface cleaning system for cleaning pervious pavements, concrete, asphalt, pavers, etc

SH15 - HYDRO HOG - 15 gallon per minute 40K psi waterblasting system with the option of addition of a rear hydro-demolition head with 3" cutting diameter for patch repair on concrete runways, along with the capability for paint and rubber removal.

BROOM HOG - Broom sweeper, dirt and debris is swept directly onto a conveyor belt that can load into a dump truck or offload material along the edge of the runway.

(Please see the upload product brochures for these products under the Additional Document Upload Section.)

| | | | |
|----|--|--|---|
| 77 | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | <p>Subcategories for our products include but are not limited to the following:</p> <p>Mark Rite Lines, Trackless, Hog, and Liquidators:</p> <p>Roadway Surface Marking Equipment Raised Pavement Markers Equipment Thermoplastic Marking Equipment Plural Components Marking Equipment Paint Marking Equipment Epoxy Marking Equipment Thermoplastic Pre-Melting Kettle Equipment Grinding, Grooving, Plunge Cut, Banana Cut, Line Removal Equipment Line Striping Removal Equipment Roadway Maintenance Equipment Line Striping Equipment Road Preparation Equipment Road Maintenance Equipment Road Striping and Removal Equipment Refurbishment Road Striping and Removal Equipment RPM applicator trucks Handliner applicator units Skip time and data logging systems Ultra High Pressure Water Removal Equipment Water Blasting Equipment Runway Rubber Surface Cleaner Equipment Porous Pavement Cleaning Equipment Surface Preparation Equipment Training for line striping and removal equipment Parts & Service for line striping and removal equipment Multi-purpose municipal tractor Line striper attachment system Grinder attachment system Cold planner system Asphalt Sweeper</p> | * |
|----|--|--|---|

Table 78: Depth and Breadth of Offered Solutions

Indicate below if the listed category or type of solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

| Line Item | Category or Type | Offered * | Comments | |
|-----------|---|--|--|---|
| 78 | Asphalt recyclers and reclaimers, hot boxes | <input checked="" type="radio"/> Yes <input type="radio"/> No | Trackless MT7 system offers a cold planner system | * |
| 79 | Patchers, seal coaters, joint and crack sealers, crack routers, mastic and adhesive melters | <input checked="" type="radio"/> Yes <input type="radio"/> No | Trackless MT7 system offers an infrared asphalt heater and generator | * |
| 80 | Chip spreaders, asphalt brooms, and pavement grinding or grooving equipment | <input checked="" type="radio"/> Yes <input type="radio"/> No | not chip spreaders or asphalt brooms. Pavement grinding and grooving equipment. Trackless MT7 system offers asphalt brooms and grooving equipment | * |
| 81 | Pavement marking application and removal equipment | <input checked="" type="radio"/> Yes <input type="radio"/> No | All material applicator types including paint, thermoplastic, RPM, and plural components. Trackless MT7 system offers line painting attachments. Retrofit, Technology systems, waterblasting removal | * |

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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](#) - 2025 Sourcewell Price Workbook.xlsx - Monday April 07, 2025 07:39:19
 - [Financial Strength and Stability](#) - Financial Strength.zip - Sunday April 06, 2025 10:13:35
 - [Marketing Plan/Samples](#) - Examples of MRKT Documents.zip - Sunday April 06, 2025 10:14:46
 - [WMBE/MBE/SBE or Related Certificates](#) - Sustainability Documents.zip - Sunday April 06, 2025 10:15:17
 - [Standard Transaction Document Samples](#) - Sales Document Examples.zip - Sunday April 06, 2025 10:15:41
 - [Requested Exceptions](#) - Requested Exceptions.pdf - Sunday April 06, 2025 11:02:56
 - [Upload Additional Document](#) - Additonal Docs-Ability to service - Warranty - Product Info.zip - Tuesday April 08, 2025 14:17:02

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. - Martha Schneider, Sales Coordinator, Mark Rite Lines Equipment Company, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

| File Name | I have reviewed the below addendum and attachments (if applicable) | Pages |
|--|--|-------|
| Addendum_2_Roadway_Maintenance_Equipment_RFP050625 Wed April 23 2025 04:17 PM | <input checked="" type="checkbox"/> | 2 |
| Addendum_1_Roadway_Maintenance_Equipment_RFP 050625 Tue April 8 2025 02:54 PM | <input checked="" type="checkbox"/> | 1 |