

Justification for Utilizing a Piggyback Contract

Piggyback or Lead Agency: Sourcewell

Contract No./Description: #032525-GCL

Vendor(s) Name(s): STERLING MAY EQUIPMENT COMPANY and JESSE MACK COMPANY Authorized distributors for Green Climber of North America Inc..

We have reviewed and completed due diligence on the aforementioned piggyback contract. As part of the due diligence review, we have confirmed that the contract complies with our procurement rules and practices. We have further confirmed that all purchases will comply with the terms and prices in the contract. It has been determined that it is in the best interests of the City to utilize this contract for the reasons cited below:

Item	Issue	Comments
1	Is there a Piggyback Purchase Agreement allowing use of the contract? If "Yes", please attach to this form.	YES
2.	Are there local suppliers or contractors who could provide the product or service at competitive rates?	NO
3.	A copy of the solicitation has been obtained from the originating agency and reviewed for compliance with the City's purchasing ordinance. Please attach to this form.	YES
4.	A written documentation has been made of a thorough investigation of the <i>current</i> market and determination that the originating agency's' solicitation is the most advantageous	YES
5.	Does the cooperative contract provide the most advantageous solution? Why? <i>Factors may include advantageous terms, conditions, prices, quality, performance, timing, experience & ability to perform etc.</i>	Yes. The cooperative contract provides the most advantageous solution by offering competitively solicited pricing, proven product quality, and reliable vendor performance through Sourcewell Contract #032525-GCL. It ensures compliance with procurement requirements while providing favorable terms, expedited delivery, and strong post-sale support—resulting in the best overall value to the City.
6.	The specifications of the item or service required by the City are not materially different from those originally specified in the originating agency's solicitation	YES
7.	The price of the purchase is lower than that estimated for the purchase if made directly by the City pursuant to the purchasing ordinance	YES
8.	The price of the purchase is within fifteen percent (15%) or \$2,500 of the originating agency's solicitation	YES
9.	The contract resulting from the original solicitation is current or the solicitation is within thirty-six (36) months from the date of the City's order, or written justification is provided justifying use of an older solicitation	YES

Darin Fitzpatrick 10/5/25

Signature Date

Signature Date

Signature Date

Darin Fitzpatrick

Requisitioner Name

Department Head Name

Director of Finance Name



MASTER AGREEMENT #032525
CATEGORY: Road Right-of-Way Maintenance Equipment
SUPPLIER: Green Climber of North America, 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 Green Climber of North America, Inc., 411 Rockwell Ct., Burr Ridge, IL 60527 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on May 15, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
1. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #032525 to Participating Entities. In Scope solutions include: manned, robotic, or remote Road Right-of-Way Maintenance Equipment, including equipment, attachments, and accessories designed or primarily intended for use in the maintenance of road and highway rights-of-way, including but not limited to:
- a. Flail, boom, rotary, wing, sickle, and slope mowers;
 - b. Brush cutters;
 - c. Seeders, tillers, mulchers, and sprayers;
 - d. Erosion stabilization and prevention products;
 - e. Ditch maintenance equipment; and
 - f. Dust abatement water trucks.
- 7) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 8) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 9) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 10) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 11) **Open Market.** Supplier's open market pricing process is included within its Proposal.

12) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 13) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 14) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 15) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by 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 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.

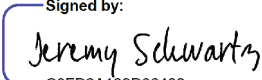
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

Green Climber of North America, Inc.

Signed by: 
 By: C0FD2A139D06489...
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 5/13/2025 | 12:08 PM CDT

Signed by: 
 By: 00CC9828F3EE49F...
 Zoe Halm
 Title: Vice President
 Date: 5/13/2025 | 8:05 AM PDT

RFP 032525 - Road Right-of-Way Maintenance Equipment

Vendor Details

Company Name: Green Climber of North America
Does your company conduct business under any other name? If yes, please state: ILLINOIS
Address: 500 E Cossitt Ave
La Grange, IL 60525
Contact: Zoe Zawacki
Email: zoe@greenclimberna.com
Phone: 708-354-2171 13
Fax: 708-354-2171
HST#: 471554810

Submission Details

Created On: Tuesday February 04, 2025 09:26:14
Submitted On: Monday March 24, 2025 15:06:53
Submitted By: Zoe Zawacki
Email: zoe@greenclimberna.com
Transaction #: 9e88257a-0dfe-45b1-8747-092d5b0e98c7
Submitter's IP Address: 147.243.245.230

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.	Zoe Halm, Vice President Ph: 708-354-2171 zoe@greenclimberna.com
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	YES
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Green Climber of North America, Inc, is the primary supplier for this Proposal. Raymo USA is the only subsidiary that is also responsible for offering and performing delivery of solutions within this Proposal. Both Green Climber of North America, Inc and Raymo USA operate under FEIN 47-1554810
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Green Climber of North America Inc. Unique Entity ID: G4NJR3MSK884, CAGE: 7KJM5
5	Provide your NAICS code applicable to Solutions proposed.	333112
6	Proposer Physical Address:	411 Rockwell Ct, Burr Ridge, IL 60527
7	Proposer website address (or addresses):	www.GreenClimberNA.com www.RaymoUSA.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):	Please accept the following Authorized Representatives: Zoe Halm, Vice President 411 Rockwell Ct. Burr Ridge, IL 60527 zoe@greenclimberna.com Ph: 708-354-2171 Martin Halm, President 411 Rockwell Ct. Burr Ridge, IL 60527 marty@greenclimberna.com Ph: 708-354-2171 Elena Khio Controller 411 Rockwell Ct. Burr Ridge, IL 60527 elena@greenclimberna.com Ph: 708-354-2171x 20
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Zoe Halm, Vice President 411 Rockwell Ct. Burr Ridge, IL 60527 zoe@greenclimberna.com Ph: 708-354-2171

10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	<p>Martin Halm, President 411 Rockwell Ct. Burr Ridge, IL 60527 marty@greenclimberna.com Ph: 708-354-2171</p> <p>Elena Khio Controller 411 Rockwell Ct. Burr Ridge, IL 60527 elena@greenclimberna.com Ph: 708-354-2171x 20</p>
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Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Green Climber of North America was established in 2014 as a distributor of MDB SRL, an Italian OEM. Martin Halm, owner of GCNA was presented with the opportunity to represent MDB SRL products exclusively in the United States. In 2014 MDB SRL was producing material handling equipment and had just created their first remote control tractors. The tractors, called Green Climbers, were developed to offer a safe alternative to slope mowing along with offering multiple attachments for the end user.</p> <p>MDB SRL is a proud family run company whose mission has always been to provide high quality innovative products while supporting & strengthening their local community. Their stated mission is SAFETY, INNOVATION and DESIGN. Martin Halm grew up in a family business and started his own construction company in 1991. The main core values of the construction company were hard work, loyalty to employees and kindness to others. 34 years later the original construction company still operates in LaGrange, Illinois with the average employee tenure being 24 years. The philosophies of MDB SRL and GCNA were fundamental with the goal of offering the most innovative, highest quality slope mowing equipment, accessories, and service to the growing marketplace. 2014-2015 saw MDB SRL operating in approximately 20,000 square feet of space with less than 20 employees and Green Climber of North America, Inc. (GCNA) having 2 dealerships with 3 direct employees. In 2024-2025 MDB SRL is operating out of a state of the art 160,000 square foot manufacturing facility with over 100 employees and GCNA has grown its network to over 120 dealership locations supporting a staff of 10 fulltime employees and over 3 million dollars of direct inventory. In a short 10 years the Green Climber line has grown from one model to 7 models sold in the US and is by far the most diversified line of remote-controlled right-of-way slope mowers.</p> <p>In early 2023 Green Climber of North America Inc. partnered with Czech Republic manufacturer Raymo Electric and began distributing the Raymo remote-controlled electric mowers. The Raymo mower is the highest quality "green" alternative for remote-controlled right of way slope mowing. Raymo Electric Mowers aligned perfectly with the innovative and niche philosophies of Green Climber of North America, Inc. In just two years, these units have gained popularity across Universities, Municipalities and Solar Farms and sales have surpassed 100 units. Across the niche market of remote-controlled Right-of-way Mowing equipment, Green Climber of North America, Inc., and its Subsidiary now offer a complete line of safe right-of-way remote slope mowers.</p> <p>11 years ago, slope mowers were few and far in the United States. The category of right-of-way slope mowers has grown exponentially and has gained ground. Green Climber of North America Inc.'s line of slope mowers continues to improve with 100 horsepower units being launched in the coming year and fully autonomous electric mowers coming to market in the 4th quarter of 2025. Green Cimber of North America, Inc. offers the largest line of slope mowers and accessories, giving the operators in our category a safe solution for each challenge. GCNA's growing dealership network anchors the longevity of our business with an estimated sales of 80 million dollars per year by 2030. The need for safe, innovative right-of-way equipment increases every year and we are growing with that demand.</p>
12	What are your company's expectations in the event of an award?	<p>Green Climber of North America, Inc. expects to see increased sales and traction in the Municipal Market as well as the Non-For-Profit Market. In order to do this, we must turn to our sales staff and dealers to make the award known to current and future customers. Our mandatory expectations for our Sales Force are as follows: To take the time to educate themselves on the new Sourcewell Contract. Take advantage of the Sourcewell events, opportunities and tools. Share with potential customers the advantages of using the contract. Encourage contract usage across all permitted sales platforms. Finally, to report all usage back to Green Climber of North America, Inc in a neat and timely manner. Through education, we can be assured to see exponential growth in both municipal and Non-Profit sectors.</p>
13	Demonstrate your financial strength and	In the past decade, GCNA's network has expanded to over 120 dealership locations,

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.

supported by 12 full-time employees and over \$3 million in direct inventory with the Green Climber line growing from a single model to seven models sold in the U.S., making it the most diversified line of remote-controlled slope mowers. This growth reflects the company's commitment to innovation and quality in right-of-way slope mowing equipment.

From 2017 to 2021, the company experienced steady revenue growth, averaging nearly 20% annually. This growth was driven by key factors, including the expansion of product lines, increased customer demand, and internal workforce improvements. Transitioning from subcontracted labor to an in-house team increased operational efficiency and reduced costs. The introduction of a new inventory management system in 2023 further improved cash flow, shortened order fulfillment times, and increased customer satisfaction.

In early 2023, GCNA partnered with Czech Republic manufacturer Raymo Electric to distribute Raymo remote-controlled electric mowers, an environmentally friendly alternative for right-of-way slope mowing. Raymo Electric mowers align perfectly with the innovative and niche market focus of GCNA. In just two years, sales of Raymo units have surpassed 100, gaining traction among universities, municipalities, and solar farms.

Dealer expansion has been a key driver of growth. Adding Raymo to the product line opened up new dealer opportunities and increased market share. Green Climber dealers typically take about two years to achieve a return on investment from lead to purchase, while Raymo dealers are expected to reach capacity and ROI faster due to the high demand for electric models.

The Sourcwell contract, established in 2021, has also been instrumental in expanding sales, particularly among municipalities. This contract has created a steady pipeline of institutional buyers, and continued Sourcwell partnerships are expected to drive further sales growth through 2025 and beyond.

In 2024, the company achieved significant financial milestones, reporting total revenue of \$10.4 million.

This growth was fueled by continued operational improvements, sustained customer demand, and strategic expansion into electric mowers. While material costs increased due to higher production volumes, improved labor efficiency and streamlined supply chain management offset potential margin erosion, preserving profitability.

The company's performance in early 2025 has exceeded expectations, positioning it for a strong year. Revenue for January and February 2025 reached over \$2 million, doubling the initial goal of \$1 million per month forecast in 2024. If this momentum continues, annual revenue is projected to exceed \$13 million, reflecting a growth rate of over 25% from 2024.

Several key factors are expected to drive this growth. Expansion into new sectors and customer segments will diversify the company's customer base and create additional revenue streams. Strategic hiring and workforce optimization also allows the company to scale operations efficiently while maintaining profitability.

Increased demand for electric mowers, driven by sustainability trends and regulatory shifts, is also expected to boost sales. The introduction of a 100-horsepower unit in the coming year and the planned release of a fully electric autonomous mower in the fourth quarter of 2025 will further strengthen the company's product offerings and market position.

The company's financial outlook remains highly positive, with strong growth projections through 2027.

For 2026, projected revenue is estimated to reach between \$16 million and \$18 million, assuming a conservative sustained annual growth rate of over 20%. By 2027, revenue is expected to climb to between \$19 million and \$22 million, driven by market expansion into new geographic regions, increased adoption of electric equipment, and ongoing operational efficiencies.

Market expansion into new regions will broaden the company's customer base and increase market share. The transition to electric models has strengthened the company's competitive edge as demand for sustainable solutions rises. Additionally, continuous improvements in cost management and production processes will support long-term profitability.

To maintain growth and profitability, the company will focus on several strategic priorities.

First, scalability in operations will be essential. Investing in automation and production systems will streamline manufacturing, fulfillment, and logistics, improving efficiency at scale. Proactive cost management will be crucial in mitigating inflationary pressures. Monitoring material costs and optimizing supply chain logistics will help protect profit margins.

Diversified revenue streams will also play a key role in sustaining growth. Expanding into new markets and product lines, particularly electric-powered solutions, will reduce dependency on single revenue sources and create new growth opportunities.

The company's growing dealership network will be a foundation for long-term success. Green Climber dealers have an established track record of ROI within two years, and the added Raymo product line will accelerate this cycle. With increased dealer coverage and market penetration, GCNA expects annual sales to reach \$80 million by 2030.

Finally, cash flow optimization will ensure financial stability. Leveraging strategic financing or reinvesting retained earnings will support sustainable expansion and

		<p>Research and Development investments.</p> <p>With a strong start to 2025, exceeding revenue targets, the company is positioned for substantial growth through 2027. The expansion into electric mowers, the strengthening of the dealer network, and continued operational improvements will drive long-term profitability.</p> <p>This financial projection reflects my nearly 20 years of accounting expertise across multiple industries, including non-profit, real estate, law, retail, and manufacturing. This comprehensive, data-driven approach ensures that the company remains on a sustainable path to long-term growth and market leadership.</p> <p>Elena N. Khio, Controller</p>	
14	What is your US market share for the Solutions that you are proposing?	As an extremely niche family of equipment, Green Climber of North America, Inc. holds most of the Market Share in the remote-controlled slope mower brush clearing market. Our units, while comparable to other remote-controlled tool carriers' range in size, capacity and application. Green Climber of North America, Inc (GCNA) does not fit into one Market Share due to the depth and breadth of the line. Our variety of sizes, capacity, attachments and power style make our offer truly unique to the market.	*
15	What is your Canadian market share for the Solutions that you are proposing?	As an extremely niche family of equipment, Green Climber of North America, Inc. holds the majority of Market Share for the remote-controlled slope Mower and brush clearing market for Canada as well as the USA.	*
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.	Not Applicable to Green Climber of North America, Inc. We have never applied for or completed bankruptcy proceedings.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	A) Green Climber of North America, Inc. is classified as a Master Distributor for both Green Climber Slope Mowers and Raymo Electric Mowers.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>Green Climber of North America, Inc. Is proud to be fully certified by both MDB Srl - OEM of the Green Climber Right-of-Way Slope Mowers and Raymo Electric. To additionally assist our customers and Dealers, our staff has obtained and maintained additional certifications as servicers for the following Engines, Remote-Controls and Components on the Green Climber and Raymo Mowers:</p> <ul style="list-style-type: none"> - Kohler KDI Certified Servicing Shop with two (2) Kohler Certified Technicians: Adam Booe and Alex Soria - Yanmar Diesel Trained Staff with two (2) Master Distributor Trained Technicians: Adam Booe and Alex Soria - NBB Remote Control Repair Shop with two (2) OEM Trained Technicians: Adam Booe and Alex Soria - iMET Remote Control Repair Shop with two (2) OEM Trained Technicians: Adam Booe, Alex Soria - Anku Lithium Ion Battery Holding Facility with Full Staff Trained, Certified by OEM - OSHA 10 Compliance – Held by Head Technician & Shop Manager - Adam Booe - HAZMAT40 Compliance– Held by Head Technician & Shop Manager - Adam Booe - Authorized DOT Private Carrier for transport and delivery of Green Climber and Raymo USA Goods & equipment, DOT# 3361377 <p>During Covid, Green Climber of North America Inc. was classified as an Essential Business. This allowed our company to service and support our customers and dealers throughout the pandemic, upholding our promise to service our right-of-way equipment and goods to current and potential Sourcewell users.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Not Applicable	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Relevant Industry Awards are largely held by the Original Equipment Manufacturers of the Green Climber Right-of-Way Slope Mowers and Raymo Electric Mowers. We have provided a list of awards and accomplishments received by each Manufacturer below. Their respective Public Relations Contacts have also been included.</p> <p>MDB Srl: OEM of the Green Climber Right-Of-Way Slope Mowers</p> <ul style="list-style-type: none"> • EIMA 2024 Technical Award Honorable Mention • Best Value Award 2023 – Given to Italian companies that have added the most value to their shareholders • Meet the Champions Award 2023 – Fastest growing central Italian small company • Felix Industria Award 2022 - Best medium enterprise in management performance and financial reliability in Italy • Agritecnica Silver Award 2022 – For work on the SIS Remote autonomous driving system • Innovation Prize Fieragricola Verona 2020 – Green Climber GPS Sprayer <p>Contact: Paul Pontecorvo – Marketing Manager: T. +39 0872 50221, p.pontecorvo@mdbsrl.com</p> <p>Raymo Electric: OEM of the Raymo Electric Slope Mowers</p> <ul style="list-style-type: none"> • 2021 Gold Medal for Innovation - Gardenia Fair Poland • 2021 Third Place for Innovation at “Have & Landskab” in Slagelse, Denmark • 2022 Recognition for Ecological Contribution - Polish Ecological Club Poland • 2023 Third Place for Innovation at “Have & Landskab” in Slagelse, Denmark <p>Contact: Jan Formánek – Owner Raymo Electric: +420 777 078 911, jan.formanek@raymoelectric.com</p>
21	What percentage of your sales are to the governmental sector in the past three years?	Green Climber of North America Inc.'s overall sales to the government sector is 35%, This is a sum of both Government-Contract and Government-Noncontract
22	What percentage of your sales are to the education sector in the past three years?	Green Climber of North America, Inc. has a growing presence in the education sector. Currently our educational sales equate to 9% of our total Non-Profit sales. We expect to see these numbers grow with the additional of our electric line and autonomy.
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>HGACBuy</p> <p>State of Illinois</p> <p>State of Minnesota</p> <p>State of Ohio</p> <p>State of Pennsylvania</p> <p>State of New Jersey</p> <p>State of Georgia</p> <p>State of Virginia</p> <p>State of California</p> <p>North Carolina County Sheriffs</p> <p>State of Kentucky Transportation Cabinet</p> <p>Oklahoma City and Trusts</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?	Green Climber of North America Inc. currently does not hold a GSA Contract.

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 *	
Green Climber Reference: East Bay Regional Parks 2501 Grizzly Peak Boulevard Orinda, CA 94563	Jason McCrystal - Fleet Manager	P 510-544-2705 E-mail: jmccrystle@ebparks.org	*
Green Climber Reference: TriMet – Oregon 4012 SE 17th Ave Portland, OR 97202	Sean Hall – Assistance Manager Maintenance of Way	Ph: 971-201-0316 E-mail: hallse@trimet.org	*
Green Climber Reference: City of Manassas Park, VA 331 Manassas Drive Manassas Park, VA 20111	Donald Jenkins - Stormwater Supervisor and Site Inspector	Cell: (571) 835-0396 Ph: (703) 335-8801 E-mail: d.jenkins@manassasparkva.gov	*
Raymo Reference: University of Michigan 109 E Madison St Ann Arbor, MI 48109-2993	Mathew Rankin - Administrative Assistant Senior Custodial & Grounds Services Grounds Management	Ph: 734-763-5539 E-mail: mgrankin@umich.edu	
Raymo Reference: Niagara County Parks 59 Park Ave., Lockport, NY 14094	Jeff Gaston - Deputy Commissioner B&G/Parks & Roadside Maintenance	Ph: (716) 439-7951 E-mail: Jeffrey.Gaston@niagaracounty.com	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	<p>Green Climber of North America Inc.'s sales force is comprised of over 122 dealerships throughout the USA and Canada with a combined total of over 220 salespeople. Most of these dealerships have territory sales specialist that represent the Green Climber Slope Mowers and/or Raymo Electric mowers. Each dealership’s sales team receives in-person classroom training from Green Climber of North America Inc staff along with assistance with demos, quotes and tradeshow until said dealership and sales team is fully trained. Most of our dealers have established accounts and relationships with local municipalities, public entities, and state governed bodies. Green Climber N.A. employs six fully trained sales staff members that assist in contracts, sales, rentals and troubleshooting. The corporate territory sales staff cooperates regularly with dealership salesmen to make sure all potential leads are taken care of. The Green Climber of North America Inc sales force promotes our products to potential Sourcewell customers by participating in national trade shows, attending educational Sourcewell events and marketing to a government, municipal and non-profit potential Sourcewell customers.</p> <p>To keep sales staff regularly engaged, Green Climber of North America, Inc. provides yearly training if needed and rewards dealership salespeople by offering bi-annual sales contests. These sales contests provide volume sales incentives from trips to year-end bonuses. Green Climber of North America Inc. recognizes that our growth and success is directly impacted by the salespeople representing our product line. One of the main objectives is to make sure that the salesperson is appropriately appreciated and given the best tools to succeed.</p>	*

<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Our network starts with Green Climber of North America Inc. being the Authorized Distributors for Green Climber Right-of-Way Slope Mowers and Raymo Electric. It is our obligation to grow the Remote-Control ROW maintenance category and to stock adequate machines and parts for the end users. In part, Green Climber of North America, Inc, does so through organizing the imports from both Original Manufacturers. Estimates for equipment orders are created one year in advance using information generated from authorized dealers along with average close rates. On an average month, Green Climber of North America Inc. will receive 2-4 containers equaling +/- \$1,000,000 to \$3,000,000 in equipment and parts. Green Climber of North America, Inc has grown to accommodate for the growing rate of distribution throughout North America. Since Incorporation, we have expanded from 3,000 sq.ft. to 30,000 sq ft. Our warehouse holds an average equipment inventory totaling \$2,000,000 including at least \$1,000,000 in spare parts. From our warehouse, both parts and equipment are distributed to our Dealership networks across North America. Items not stocked are available at the Green Climber of North America, Inc. warehouse outside of Chicago, IL.</p> <p>The network continues through our growing network of authorized sellers who are mostly equipment dealers of varying size and capability. Our website dealer locators provide the end user with information and locations for the 122 locations that represent our Green Climber line, our Raymo line or both. Dealerships are authorized to sell, service and support Green Climber and/or Raymo and are required to offer.</p> <ul style="list-style-type: none"> - Adequate Sales staff to support Dealership territory - Active and engaged Salespeople - Knowledge of State and National Contracts - Structured to provide State, Municipal and Private Sales - Adequate Service staff to support Dealership territory - Satisfactory Shop to perform Service & Repairs - Adequate Parts staff to support Dealership territory - Satisfactory Parts Inventory to perform customer service <p>Our dealers fall into several categories including.</p> <ul style="list-style-type: none"> -Smaller dealerships that handle less than 5 product lines and truly specialize in our products. These dealers typically have a smaller sales force that is very dedicated. -Medium size dealerships that sell to the public along with contractors and some municipalities. These dealers typically sell many products with our mowers being the most expensive item that they sell. Their sales force usually consists of counter sales and 1-3 outside salespeople. -Medium size dealerships with 1-3 locations that specialize in Municipal sales and handle several lines offering the end user many options. These dealers typically have a sales force that is assigned to zones of each state and know our product well but don't sell them every day. -Large dealerships with multiple locations that sell a major brand name and sell our line as a value-added product that some of their customers may need. These dealers typically have a large sales force but assign a specialist to represent the Green Climber and Raymo mowers. <p>Finding the perfect dealer(s) to add to our network is always evolving. As the category of remote-controlled mowers continues to grow, we add and take away based upon performance and need.</p> <p>"Boots on the Ground"</p> <p>All authorized dealers are required to provide sales, service, demos, parts and assistance in their given territory. All dealers are required to have stock demo units. If they are out of stock GCNA staff will assist in demonstrations. For Sourcewell customers, authorized dealers are the appropriate contact for any Green Climber or Raymo Electric inquiries. From Demo to Delivery any one of our 122 dealerships will provide Sourcewell with excellent, accurate service.</p> <p>In cases where a Sourcewell member does not have a local dealer, GCNA will deal directly with the end user to deliver a product and use that sale to generate a new dealer in that territory. Over the years we have continued to expand our dealer network by generating sales and profit for the dealer.</p>
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28	Service force.	<p>Thanks to our vast Dealership Network, Green Climber of North America Inc. is capable of offering dynamic and reliable Service across North America. Service is provided on multiple layers to ensure any service issues are resolved promptly:</p> <p>Local Dealers & Trained Technicians: Each Green Climber of North America Inc. Dealership is trained by GCNA staff to understand how to troubleshoot and repair all units. The Dealers are required to have available adequate staff, facilities and tools to service our units. Appropriate parts are stocked at each dealership to ensure a quick turnaround. Dealerships are trained yearly to ensure all employees are educated on the latest equipment updates.</p> <p>GCNA Service Trucks & Staff: Green Climber of North America Inc. additionally assist dealers and customers with the use of our Service Fleet. Trained technicians will travel to the Dealer and/or customer to service units, provide scheduled maintenance or remedy any issues. Service Staff are CDL certified, Diesel Certified and Factory Trained.</p> <p>GCNA Service Hotline & On-Call Technicians: Dealers and customers may call Green Climber at any time to speak with a technician. By calling our Main line, (708-354-2171 x Ext 4), Any one of our Factory Trained Technicians will receive the call. If items cannot be remedied over the phone, a Service Truck or Dealer Service Truck will be dispatched with 24 hours.</p> <p>On-Line Service Resources: Green Climber of North America Inc. Offers many online tools to assist both dealers and customers in Service and Preventative Maintenance. Customers may sign up for the Customer Portals. Here they can obtain Service Bulletins, Manuals, How-To Videos, Parts Books and more. Dealers may also Sign up for their Dealer Portal to obtain additional information regarding the Service, Troubleshooting and care of the Green Climber of North America, Inc. units. Additional online Social Media tools such as the Green Climber Owner-Operator Page have been created to assist end users. Dealers and technicians from across the world participate on this page to assist customers with various issues.</p> <p>Hands-On Front-End Service: Green Climber of North America, Inc. believes in their units and will do their absolute best to make sure customers experience as little downtime as possible. As a small, family-owned company, we are available to you. Ownership is available 24/7 to assist in expediting service and support.</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>Green Climber of North America Inc. (GCNA) is the Authorized Distributor for our two Original Manufacturers. MDB SRL and Raymo Electric. Machines & parts are ordered throughout the season to fulfill orders from our dealership network.</p> <ul style="list-style-type: none"> -GCNA provides an annual forecast for each OEM. -GCNA and the OEM discuss timing of machines and divide the orders into containers as efficiently as possible. -GCNA creates purchase orders for each full container which are approved by the OEM. -GCNA works with a broker to arrange delivery to our warehouse in Burr Ridge, IL. -GCNA will order specialty accessories from time to time to fulfill orders. In this case we provide a purchase order as needed and then add it to the next container or use air freight when necessary. <p>Sales of both Green Climbers and Raymo remote-control mowers for Right-of-Way Maintenance are handled through our authorized dealers. The ordering process is as follows:</p> <ul style="list-style-type: none"> -Dealers provide a request for a quote listing all items needed once they receive a purchase order from their end user. -GCNA generates a Quote Confirmation including delivery cost and availability to the dealer. -Dealer provides a purchase order for the Quoted equipment. -GCNA processes the order via Oracle issuing a Sales Order Confirmation and Picking Ticket. -GCNA arranges delivery with the dealer-salesman. -Dealer delivers the unit to the end user and provides training. -GCNA records the original purchase order, confirms Sourcewell User Membership and pays Sourcewell 2% fees at date of quarter.

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>Green Climber of North America Inc. strives to provide the best customer service program for both current and potential customers in need of right-of-away maintenance equipment. Our customer service team is divided into categories: Dealer Support and Customer Support and Parts Support.</p> <p>Dealer Support: GCNA employs two dedicated team members who are available to generate and support dealer territory leads and sales.</p> <ul style="list-style-type: none"> • Provide dealers with all content necessary including but not limited to marketing pieces, pricing, and sales and support tools. • Promote dealer salespeople to Sourcewell members through email campaigns which are launched by and tracked by GCNA. • Works with dealerships' sales managers to track demonstrations and leads through Oracle to enhance sales and understand inventory needs. • Promote local trade shows and conferences so that our dealers will have more opportunities to sell to Sourcewell members. • Work with dealerships' sales team on specifications, sales tools and quotes. <p>Customer Support: GCNA staff three in-house salespeople, two full-time technical support members, and one warranty specialist to provide timely support to end users. Staff are subdivided into Customer Staff and Technical Customer Staff.</p> <p>Customer Support Staff:</p> <ul style="list-style-type: none"> • Receives and tracks and incoming calls and emails to provide less than 24 Hr. turn-around on issues or concerns • Sets up new customers with accounts • Assists customers with Registrations and End User Tools • Provides Sourcewell members with proper pricing and applicable information • Connects customers with Servicing Dealer • Emails requested documents to end users • Provides Potential Sourcewell users with How-To Links to sign up for Sourcewell • Relays any other requests to proper departments for processing <p>Technical Customer Support Staff:</p> <ul style="list-style-type: none"> • Factory trained staff with certifications on all machines, engines, and components • Solutions Driven: Trained in tracking and document issues from start to finish using in-house Service programs • Provides Training, Support and guidance to dealer mechanics in a timely manner along with site support and field support when needed. • Available to troubleshoot machine issues by phone or video call. • Provides 24-48 Hr. turn-around on repairs for remote controls and receivers. • Processes warranty claims in a timely manner through our 2 OEM's along with components such as remote controls and engines. <p>Parts Support: GCNA employs two full-time parts specialists to support end users.</p> <ul style="list-style-type: none"> • Parts department stocks more than \$1,000,000 in spare parts and consumables. • Next day shipping guaranteed on orders placed before 3PM that are less than 30 lbs. All shipments are tracked through our Oracle ERP system. • LTL and UPS/Fed-ex expedited freight for larger shipments picked up daily. • All inventory is catalogued in our ERP system, giving our team up to date cycle counts to ensure that all parts are available. • Provide parts diagrams and part numbers via email to ensure accuracy. • Airfreight shipments from OEM's if there are any supply bottlenecks. <p>Green Climber of North America Inc. staff are available each day during regular working hours through our phone system and email. After hours, phone calls are directed to our staff's cell phone via Ring Central and emails through Outlook. All staff members are committed to getting our customers and end users the information they need as efficiently as possible. Ownership prides itself on being available to facilitate the best experience possible and oversees all requests to double check that service is not slow or missed.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Green Climber is incredibly honored and willing to provide our niche safety products and services to the Sourcewell participating entities. As a small business we are thankful for the opportunity and promise to do our absolute best to provide outstanding sales and service.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Green Climber of North America Inc is willing to provide products and services to Sourcewell Participants throughout Canada, however, to better serve the country, we have partnered with OEM Canadian "master" dealers throughout the Country. These dealers are willing and able to service Canadian Sourcewell Participants and are able to do so without added customs, freight or currency exchanges making the price to customer more affordable than purchasing through Green Climber of North America inc. The participating Canadian dealers are listed on the Green Climber of North America Inc. Authorized Dealership List.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Due to geographic aridity and low population, (Ex. high desert of southwest) there a certain remote area of the United States that are not fully serviceable by Green Climber of North America Inc. If a Sourcewell end user were to require assistance, Green Climber of America Inc. would work with current dealers to provide a service as requested.</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.	Green Climber of North America Inc. will not limit access of our products or services to any participating entity as long as they are properly registered with Sourcewell.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Green Climber of North America, Inc. has a participating Dealership in the state of Hawaii. These dealer is fully capable of performing the duties of sales, service, parts and assistance to any interested Sourcewell end user. End users may see higher transportation costs due to the distance between dealer and Distributor. At this time, Green Climber of North America, Inc is actively searching for an Authorized Dealer for the State of Alaska. If a sale were to be executed in the state of Alaska, Green Climber of North America Inc staff will facilitate the sale and provide hands on training for the Sourcewell end user. Alaska end users may see higher transportation costs due to the distance between dealer/distributor and end user. Current customer in Alaska includes Military & Airforce. These customers are additionally assisted with remote and digital Service assistance.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Green Climber of North America, Inc. 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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<p>37</p>	<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>Green Climber of North America, Inc (aka. GCNA) is proud to provide a 6-pronged Marketing Strategy to Promote the Sourcewell Opportunity.</p> <p>1) E-mail Marketing: Green Climber of North America Inc. provides end users and dealerships with bi-monthly e- mail campaigns. For our Sourcewell End users, GCNA creates specialty marketing campaigns which announce our Sourcewell contract. This will include links to the contract itself, how to use or sign up for the contract, the full line which is available on the contract, and who to contact at Green Climber N.A. to use the contract. For Dealers, GCNA will communicate to all sales staff that the Sourcewell contract is available for their end users. These emails will also include links to the contract itself, how to use or sign up for the contract, the full line available on the contract, and who to contact to use the contract. In an effort to provide continued support, Green Climber will e-mail blast success stories about Sourcewell sales, including interviews with the dealer and/or end user about their Sourcewell ease of use and reason to purchase.</p> <p>2) Promotional Materials: Green Climber of North America, Inc. prints and distributes our own promotional materials. Printed items are distributed to dealerships and to end users. All promotional materials shall include our Sourcewell contract and how to access the contract. Any Backdrops, Pop-Ups and signage produced by Green Climber of North America Inc. is also branded with the Sourcewell Contract and logo. At any event hosted by Green Climber of North America, Inc. or one of its dealers, you will see promotional items with both the Green Climber of North America, Inc. brands AND the Sourcewell logo and contract number. These GCNA-Sourcewell items are free to our dealers and available for reorder free of charge.</p> <p>3) Tradeshows: Green Climber of North America exhibits at municipal and governmental trade shows every year. Between Green Climber of North America, Inc and its dealers, will be attending a total over 20 tradeshows this year, all of which revolve around municipal equipment. Our list of Trade Shows includes Public Works Expos, Tree Care Industry, Utility Maintenance Expo, Roadside Vegetation Management Conference, Tree and Utility Expo, Invasive Species Conference and more. To stay current, we improve our videos and signage to include vital information for the audience. We shall include the Sourcewell contract information on all tradeshow literature, videos, and signage.</p> <p>4) Social Media: Green Climber is at the forefront of social media, with our posts reaching an audience of 555 thousand viewers and growing. Using all social platforms like Facebook, twitter, Youtube, Instagram, Tiktok, LinkedIn, sites and blogs, Green Climber of North America Inc. would share our Sourcewell contract with our followers, using the direct links back to both Sourcewell and their site. Additionally, we would share all Sourcewell sales as Press Releases amongst the applicable platforms. A Note from the Marketing Manager: GCNA dominates many hashtags on social media platforms. Under hashtags: #flaimower, #rightofway, #slopemower, GCNA videos are the first to be seen. Our social media posts are in the Top 10 most popular content under these hashtags across platforms. Garnering over 3.5 million views, Green Climber of North America Inc.'s brands receive constant exposure. These key words bring an interested audience directly to Green Climber North America's social media platforms where an audience can further learn more about our products, find dealers and discover our Sourcewell Contract and usage.</p> <p>5) Advertising, Analytics and Google Ads: Green Climber uses social media analytics and Google analytics to attract potential customers. Using paid advertising and audience sorting, Green Climber of North America Inc. can drive ads and posts to Sourcewell users who have congruent likes or occupations (ie. Public Works). This has helped our social media and online advertising reach current or potential users of the Sourcewell contract. Green Climber of North America, Inc. has continued to foster these audiences with the use of key phrases: On Sourcewell, Right-of-way Equipment, Slope Mowers, Right-of-way Mowers. Coupled with co-branded pictures (Unit with Sourcewell Logo & Contract #), the Green Climber of North America Inc. brand is visually partnered with Sourcewell Cooperative Purchasing. Across brands, Green Climber of North America, Inc. spends over \$1,000 per month on Google Advertising like the examples attached.</p> <p>6) Sourcewell Education and Marketing Resources: As a part of the implementation process, Green Climber of North America, Inc., will utilize the available tools provided by Sourcewell to amplify Marketing Efforts. Magnets, Flags and information packets will be obtained from Sourcewell to increase visibility and authenticity at events and tradeshows. Educational Academies have and will continue to be shared with our growing sales force. Green Climber of North America, Inc. invites any opportunity to cross market with Sourcewell and is available to improve the proposed marketing plan as Sourcewell sees fit.</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>Green Climber of North America, Inc. actively uses digital data to enhance and improve marketing effectiveness on a daily basis.</p> <p>Website Analytics: Green Climber of North America Inc. invests in website analytics for both Green Climber and Raymo USA. These analytics help our staff to determine the best times to engage audiences, the types of audience we attract, the demographic of visitors and from which platform we attract most browsers. This information is analyzed by our Marketing staff then steps are taken to improve traction and advertising. Since most of our traffic arrives from Google, we spend most of our online advertising with Google Ads.</p> <p>Digital Data in Email marketing: Thanks to our innovative e-mail programs, Green Climber of North America, Inc. can analyze the success of campaigns. Once sent, our email campaigns provide live data reflecting demographic, open rate, click rate, and audience engagement. With the assistance of historical digital data, we are capable of fine-tuning what times and dates are ideal for sending a campaign to a specific demographic of subscribers.</p> <p>Audience Improvement: Digital Data provides us with the opportunity to analyze audiences across platforms and improve searchability. From social media to Website traffic, each platform provides vital information that helps our Marketing and IT Departments refine our online keywords making it easier for Browsers to find our products. Application of these keywords AND negative keywords create smoother online searches. For Example, searching "right of way slope equipment on Sourcewell "will lead you to discover Green Climber of North America, Inc and its Sourcewell Contract!</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Green Climber of North America Inc. asks that Sourcewell make the awarded contract open to the public, published online in an easy to navigate format. This will allow for all marketing approaches to share and distribute the contract easily. Having the contract openly published online will allow us to integrate the information into our daily practices, whether it is emailing customers and dealers directly, or sharing the link via social post or social campaigns.</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>Due to the niche nature of all of Green Climber of North America Inc's products it is preferred that all orders go through an authorized salesperson. We feel that the authorized salesperson will be able to help guide the end user to the right machine, the right attachment and best financing that meets their best interests. 100% of the government and educational sales have been processed through a salesperson. We feel person-to-person ordering is the best approach for niche equipment as it reduces buyer's uncertainty and allows for positive relationship building between local representatives and end users.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Each machine sold by Green Climber of North America includes six (6) hours of operation and maintenance training which is provided by Green Climber of North America Inc. or any of their authorized dealers.</p> <p>Equipment Training Includes: Equipment Walk-Through, Field Operation, Field Maintenance, Shop Maintenance, Customer Online Tools Registration, Online Tool Review, Equipment Application, Individual Operator Training (must be present day-of)</p> <p>Training is free of charge with the initial delivery of the machine/s. Training for Green Climber Slope Mowers and Raymo Electric is required by the Original Equipment Manufacturers. Training must be scheduled at the same time of delivery. Additional training may be scheduled upon request at rates determined by the delivery entity.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Green Climber of North America Inc. is proud to offer the largest line of remote-controlled slope mowers to the North American Market. Our primary technological advancement is our innovative safety through remote-controlled technology. Collectively, our brands create steep terrain safety while eliminating risk of rollovers and bodily injury by removing the operator from the machine.</p> <p>The REMOTE CONTROL: Both brands hold consistent signals by channel swapping. If one channel drops, the signal is immediately picked up by the next channel. This style of channel swapping allows for consistent and smooth field operation. The remotes additionally offer the operator with real-time status information. From the remote the operator sees:</p> <ul style="list-style-type: none"> Battery Status Connection Status Engine Status RPM/Speed Fuel Level Maintenance/Error Notifications Direction / Offset Attachment On/Off Attachment RPM <p>Technology is provided by iMET and NBB, industry leaders in radio remote control technology. Patented Lubrication for Steep Slopes: Steep terrain technology is another technological advancement offered by Green Climber of North America, Inc. The Green Climber Slope Mowers are capable of operating on slopes up to 60 degrees. This is possible through MDB Srl's Lubrication System which is patented to keep the engine lubricated on steep terrains. This system allows for steep slope operation, all directions, increases terrain</p>

capabilities and prevents engine stress or burn out.

On-Board Battery Charger: The Green Climbers are equipped with a spare battery and charger to allow the operator to charge a spare battery while they are operating the machines.

Patented Extendable Track System: From the remote control, Green Climbers can extend the undercarriage of the machine by spreading the tracks to increase weight distribution on steep hills. This technology was installed on the Green Climbers to add stability to the machines while on steep terrain.

Cleanfix Reversible Fan Technology: All Green Climbers are equipped the Cleanfix automatic blowback fans. These fans help to keep the radiator clean of debris and discharge heat. The Cleanfix fans are programmed to blow back every 7 minutes but also can be initiated by the iMET remote from the push of a button.

Easy Electrical Access - MDB Srl designed the chassis of the machine to have all fuses and relays to be at an easy to access point on the machine. In the scenario that electrical is lost, the main components are easy to access and trace.

Patented Design to Protect Vital Components: Both Raymo Electric and Green Climber have a patented design for both the machine and attachments. The ergonomic designs help to protect vital electrical components while making them resistant to damage in aggressive environments. Each design is uniquely patented by Original Equipment Manufacturer.

Field Resources: All Green Climber and Raymo Electric Mowers leave our shop with on-body QR codes for both Warranty Registration and Service Assistance Files. These QRs link to an open database containing Videos, Manuals, Parts Lists and Service Bulletins. This is a quick reference for any operator or service personnel.

Online Resources: Green Climber of North America Inc. uses online platforms to offer operation and maintenance resources. From their phone an end user can access manuals, breakdowns, Service Bulletins, Operation videos, Help groups and more.

Fleet Management: Both the Raymo Electric and Green Climber offer Fleet Tracking Software.

Raylink: Raymo Electric offers a program called Raylink. Raylink is primarily a tracking and fleet management service. It allows end users to monitor the machine operation, evaluate its efficiency, efficiency of operators and quantify fuel and CO2 savings. It is possible to analyze jobs and generate reports. Benefits of Raylink: Raylink is a remote diagnostic system which minimizes cost for machine maintenance. It also allows end users to observe the productivity of the unit per operator, per job or per hour! Most of the faults can be diagnosed remotely and the needs for a service technician driving to inspect the machine or the need to bring the machine to a workshop are reduced. Many potential issues can be prevented by setting notifications for critical parameters. Raylink is included for users that also sign up for their standard warranty.

DAC: Data Access Connection is a maintenance and tracking software package available for the Green Climber equipment. This software allows users to access the CPU of their Green Climber Unit from a desktop. Data provided from the software includes maintenance notifications, machine & engine error notifications, fluid levels, location, distance traveled, engine hours and time until next service. DAC is available as an add-on feature for Green Climber Units.

Raymo PowerSwap & Battery Technology: The Powerswap is a patented technology that allows users to exchange battery power packs within minutes. The Powerpack is comprised of an ergonomic cart and battery cell. The cart is wheeled to allow for easy transportation. When needing to exchange batteries, the battery & cart can be extracted and replaced as one item. Additional features include the LED battery screen which displays battery power, charging status error codes and cycle life. This patented technology eliminates improper storage and heavy lifting of battery cells.

Autonomous Technology: GCNA is currently operating and testing the NEW fully autonomous Raymo ROBOT. The robot will be available to the Sourcewell marketplace fall/2025. This technology will allow end users to operate more efficiently by having the ability to run several mowers at once or to run one ROBOT while safely completing other tasks. The Raymo ROBOT is the first industrial mower of its kind and should be a great solution for many roadside maintenance challenges.

The Raymo R14SFINX Post Mower: Cutting below and around guard rails and highway cable dividers is a challenge in roadside vegetation management. The 21" low profiled electric mower with the Raymo R14SFINX post mower allows the operators to complete this task more efficiently and much safer than the traditional practice of using string trimmers.

<p>43</p>	<p>Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Green Climber of North America Inc. provides solutions that have already been vetted though many major Green Initiative agencies throughout the United States. The Environmental Protection Agency/ DOE/Clean Air Act- Taking a look at the Green Climber Engines, these machines satisfy green initiatives as they are already certified low emissions engines. Please see attached for the Certifications Provided to Engine Suppliers, Kohler Diesel and Yanmar Diesel. California Air Resources Board – Adding to their compliance, the Green Climber engines are also certified by the California Air Resources Board for low emissions California Air Resources Board (Cont.) - Raymo Electric is also a solution to the recent adoptions by the California Air Resources Board to prohibiting engine exhaust and evaporative emissions from new, small off-road engines, introduce strategies to transition the entire in-use off-road fleet to zero-emission and Zero-Emission Targeted Manufacturers rule to increase the availability and accelerate the production and sale of zero emission equipment as early as 2031 . NDC 2030 – Raymo Electric is a solution for the NDC 2023, published by the White House which states the collective goal across States to reduce emissions 50-52% by 2030 Net Zero on Campus - Raymo electric is a solution for Net Zero on Campus, an association of over 2,000 campuses with a collective goal of sustainability and reducing emission on their campus grounds. Raymo Electric has already done business with a few of these members. ICLEI – Raymo Electric has worked with many members of ICLEI: Local Governments for Sustainability. This is an action group that strives to promote low emission, nature-based, equitable, resilient and circular development. The current membership includes more than 2,500 local and regional governments committed to sustainable urban development. Many of which are also Sourcewell Members. United State Congress, Promoting Reduction of Emissions through Landscaping Equipment Act – Currently in second reading, this federal Bill offers a business tax credit for the purchase of zero-emission electric lawn, garden, and landscape equipment. This bill applies to the Raymo Electric Lawn Mowers.</p>
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<p>44</p>	<p>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>	<p>Green Climber of North America Inc. hold environmentally friendly practices in high regard. From manufacturing to storage and delivery, eco-friendly practices & applications shape our Distribution process. (Copies of certs, reports and ratings are attached)</p> <p>Green Climber: Original Equipment Manufacturer, MDB Srl, creator of the Green Climber Right-of-way slope mowers, assembles the units in a state-of-the-art facility in Lanciano, Italy. The facility itself is ISO 9001 compliant and partially powered by two installations of Solar Pannels on the rooftops of the plant. (See attached for certification of solar installation)</p> <p>The Green Climber units are powered by two vital elements: the engine and the hydraulic system. The Engines on the Green Climber Slope Mowers are Certified EPA & CARB Compliant, offering options for biofuel if the customer prefers. The hydraulic system powers everything from the attachments to the tracks. The standard oil in all units is 046 but an also run on eco-friendly Panolin Synth 46, a certified biodegradable oil. MDB additionally opts to use LED lights which reduce energy usage on all units.</p> <p>MDB Srl certifies that as a manufacturer it has taken into account the opportunities for recycling end-of-life materials in a percentage defined as 80% in the design of the machines and in choice of material and components.</p> <p>Raymo: Raymo Electric, the original Manufacturer of Raymo Electric Mowers, is unique in its manufacturing as it focuses on eco-friendly products from production to delivery. These zero-emission mowers are assembled in a state-of-the-art facility. Then tested and packed for international sale. The Raymo Facility is powered by a grid that uses combined energy sources. Their electricity sources include: Nuclear: 40.15% Coal: 42.62% Renewable Energy (solar, wind, hydro, biomass): 11.34% Gas: 4.05%</p> <p>At the end of 2025 Raymo Electric will open a new facility with 2500 m2 of floor space. This building will be fitted with 168 solar panels, each of them delivering 450Wp. The total power output of the solar panels will be 75,6 kWp, which is 74.2% of the maximum estimated power requirements.</p> <p>The Raymo Mower consists of three major components: the battery, body and attachment. The Lithium Ion Battery is manufactured by LG Chemical Limited. MSDS safety reports share that these batteries are low/no risk and recyclable under state and federal law.</p> <p>Raymo bodies and attachment are comprised of mostly steel. Raymo Electric certifies that the Raymo Unit is up to 90% recyclable when units reach end-of-life. In order to reduce waste and increase efficiency, Raymo Mowers are shipped in reinforced Paper Cartons with heat treated wood pallets that are 100% recyclable. The recyclable paper cartons are ISO14001:2015 certified. These cartons are not only designed to reduce waste but also reduce emissions by making shipping lighter and as efficient as possible.</p> <p>Everyday operations at Green Climber of North America, Inc. are overseen by our Facility Manager, Adam Booe. Adam oversees the regular recycling and disposal of reusable goods. Osha 10 and Hazmat 40 Complaint, Adam ensures that all oils and fuels are recycled properly using Warren Oil, a certified disposal contractor. Furthermore, Adam ensures proper treatment, handling and disposal of all battery or hazmat items.</p> <p>Green Climber of North America, Inc. currently utilizes one hybrid delivery truck for equipment deliveries. We intend to convert the two other vehicles to low to zero emissions within the next three years.</p>
<p>45</p>	<p>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>	<p>As a company, we feel our business experience is an attribute that offers a “uniqueness” to Sourcewell participating entities. In 10 years, we have grown from a team of two in one location to a 30,000 square foot distribution facility with a large dealership network in the US and Canada. We have developed the category or “remote controlled slope mowers” from being new and unknown to a recognized player in the Road Right of Way Maintenance category. Millions of miles of travel, demonstrations, trade shows and product development give us a unique understanding of the challenges and needs of our customers as we have intimately experienced the trials and successes of growing our company from day one. The Sourcewell members have access to the principal owners making it unique to larger corporations that may have multiple layers. We track where all of our machines are sold and make it a priority to recognize our customers when they reach out.</p> <p>Green Climber of North America is proud to offer the largest line of Remote-Control slope mowers and machines in the marketplace to Sourcewell participating entities. Electric, Autonomous, Gas and 25-100 horsepower diesel options gives the participating entities a machine that can address many, if not all their turf/brush maintenance needs along with solutions for specific applications where a remote unit is required. Our line of products is unique in that we only sell remote control units arguably making our product line the safest catalogue of mowers in the Road Right of Way Maintenance category. There may be a handful of competitors, but no-one that has the breath and scope of Green Climber of North America related to Remote Control operated mowers and machines for the Road Right of Way Maintenance entities.</p>

<p>46</p>	<p>Describe any safety features your equipment and products offer such as emergency or auto-shut off capability and roll-over protection systems (ROPS) or stability enhancements, slip resistant grips and surfaces, blade guards and throttle lockouts.</p>	<p>As the official Distributor of equipment specifically designed for safety on steep terrains, The Green Climber Right-of-Way Slope Mowers and the Raymo Electric Mowers both come with unique and practical Safety features.</p> <p>Both brands are fully remote controlled. Remote operation removes the operator from the machine, allowing them to stay out of harm's way & eliminating bodily injury from rollover. Remote operation additionally allows the operator to stay at a safe distance when mowing hazardous areas. No exposure to bee's nests, poison plants, toxic debris or chemicals.</p> <p>Green Climber Slope Mower Safety Features:</p> <ol style="list-style-type: none"> 1) Remote Operation (see above). 2) Auto Shut Off on Unit & Remote: Green Climber offers two shut off switches, on the unit itself and on the remote-control. 3) Rollover Protection: The Green Climber is designed with a roll bar and protective body. In the case that the unit is flipped, the body roll bar and protective body guards the internal components from damage. 4) Extendable Tracks: Green Climber's patented extendable tracks provide the units with added stability on steep terrain by distributing the weight of the unit across a wider footprint. The tracks can be remotely extended at any time using a lever on the iMET remote. It is recommended that the tracks be extended on slopes past 25 degrees. 5) High Performance Tracks: The Green Climbers are all equipped with high performance tracks that provide an aggressive grip on steep terrain. This added traction helps the unit hold strong on sandy or loose soils. Its rubber material is tough and durable but easy to transport compared to metal spiked tracks. 6) Low Profile Units: The Green Climbers are under 48 inches in height, far less than the height of most tractor lawn mowers. The low profile allows for steeper terrain climbing and easier clearance in confined spaces. 7) Patented Safety Protection for Flail Attachments: MDB Srl has patented their design that meets CNR STEM Certifications, stating that the TE and TF flails meet the standard for minimizing the material thrown outside of the flail thus keeping operators and pedestrians safe. 8) Remote LED Screen: The Green Climber LED Screen provides the operator with real time notifications, direct from the machine CPU. This allows the operator to monitor maintenance and error notifications keenly. Bring your unit off the hill before it gets low on fuel thanks to the LED Screen. 9) Angle Sensor: The larger Green Climber units come with an angle sensor to notify the operator of the slope. An alarm can be set in the OEM menu to audibly alert the operator when a defined slope is reached. You can also program the machine to immediately shut down when it reached a defined slope as set in the OEM menu. 10) Motion Alarm: Green Climber units come with an audible alarm similar to what is on a truck when it is in reverse. This alarm sounds when the machine is moving in all directions alerting those around it that there a machine in their vicinity. 11) Horn: All Green Climbers come standard with a loud audible horn that can be triggered by the operator on the iMET remote control. This horn also sounds when the machine is low on fuel or when the batteries are low. <p>Raymo Electric Mower Safety Features:</p> <ol style="list-style-type: none"> 1) Remote Operation (see above). 2) Auto Shut Off on Unit & Remote: The Raymo offers two shut-off switches, on the unit itself and on the remote-control. 3) Emissions Free: The Raymo's electric battery eliminates Co2 and exhaust. For both the operator and the environment, Raymo's battery operation is beneficial. 4) Fluid Free Operation: The Raymo does not need fuel or liquids. The Raymo's battery pack eliminates the need to store and transport fuel. The Raymo also needs no liquids! The unit's maintenance simply requires chain grease. No liquids are necessary. 5) Patented PowerSwap for Battery Transport & Storage: Raymo patented a safe way to store and transport the battery pack. This technology eliminates the need to carry battery packs, eliminating heavy lifting and improper storage practices. 6) Low Profile, Low Weight Units: The Raymo mowers are under 21 inches tall. With a total weight of 500 lbs, the Raymo is capable of extremely low clearance and light transport. Sloped or uneven terrain is very easy for the Raymo as it is so low to the ground. Customers can transport the units in the back of a pick up or landscape trailer. No CDL necessary. 7) Auto Blade Shut Off: There are two shut offs making it impossible for the blades to turn on when either the deck is lifted or when the deck is fully raised to inspect or clean the blades. 8) Raylink Alerts: All units come standard with Raylink which will report failures along with critical reports such as a high humidity alert. This could occur if the customer submerges the machine in water which could make the battery un-stable. As a distributor we would get an immediate report so that we could direct the end user to next steps.
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<p>47</p>	<p>Describe any ergonomic features your products offer such as adjustable operator controls, suspension seats, vibration dampening systems, enhanced visibility cab designs, assistive mechanisms for lifting heavy components, and anti-glare interfaces to reduce eye strain.</p>	<p>All Green Climber units come standard with FASTER quick connect hydraulic connections. This allows the operator to disconnect the main hydraulic connector by pressing a button and moving a lever and opposed the standard connectors which seize up with heat and can be very difficult to remove and reinstall.</p> <p>Green Climber attachments come with side support legs which allow simple and safe removal of the attachment. The connection plate can be disconnected by one person from the top of the attachment minimizing potential risk for the operator. When the correct procedure is followed the operator can easily switch attachments in the field without assistance from other equipment.</p> <p>All remote controls come with both a belt and a shoulder harness allowing for the comfortable operation of our machines.</p> <p>Since all our machines are remote operated, they are ergonomic by default. The remote operation allows the operator to stand safely away from the machine. The distance reduces exposure to loud noises, dust, noxious weeds such as poison oak, potentially hazardous materials that are found on the roadsides and insects such as wasps.</p> <p>Adding a bucket as an accessory to our Green Climber mowers or Green Climber MP-100 allow operators to clean box culverts which sometimes run under roadways complying with OSHA regulations related to carbon dioxide exposure or risking entrapment or slips & falls.</p> <p>The design of the cutting decks on our electric Raymo mowers allow the operator to easily lift the decks to maintain the blades or clean the undercarriage. Other electric mowers need to be lifted off the ground to access the blades. This feature not only adds safety but also prevents the operator from potential back strain or injury.</p> <p>The battery cartridge on the Raymo Electric mowers is installed in a basket with wheels. This allows the operator to remove the battery for charging or swapping with minimal effort which adds safety a prevents potential back strain or injury.</p> <p>The Raymo electric mowers are essentially silent to run except for the sound of the blades when they are cutting. The mowers are tested to be under 80 decibels and do not require ear protection. The system inherently makes cutting more pleasant for the operators and the public who may be in the area.</p> <p>The Raymo electric mowers can be disassembled into three separate parts. This allows the operator to get out of tough situations, such as being stuck in a hole without using other equipment. The machine can also "free roll" by tightening the brake hinge making it very easy and safe to pull if it is stuck in the mud or experiences a mechanical failure.</p>
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<p>48</p>	<p>Describe the serviceability of the products included in your proposal (parts availability, warranty, and technical support, etc.).</p>	<p>Green Climber of North America, Inc. prides itself on the serviceability of the Green Climber Slope Mowers and Raymo Electric.</p> <p>The units are designed to be as compact as possible making them much more accessible to the operators, easier to haul and easier to transport. Unlike heavier machines in the right of way clearing category, the Green Climber and Raymo units can be recovered or moved using much smaller equipment.</p> <p>You will notice, all major fuses, grease fittings, maintenance screens and connectors are accessible and easy to locate on the Green Climber mowers. The design of the machine makes serviceability much easier than larger units that require heavy shrouds and plates to be removed for access to components</p> <p>Green Climber units come with a tackle box which includes small tools and a fuse kit. This allows operators to get a machine running when it is a simple fix.</p> <p>Green Climber units come with a tether cord that can be hard wired from the remote control to the receiver. This allows the field operators to recover the unit in case of remote failure as opposed to needing to drag the machine. GCNA also stocks spare and loaner remote controls and receivers for quick fixes when needed. The servicing mechanic can install these in less than 5 minutes.</p> <p>The hydraulic function of the Green Climber units, including a side shifting head and extendable tracks allow the end use to have easier access to areas that need maintenance and service.</p> <p>All but one of the Green Climber units come with a "bank" of service levers. This allows the field mechanic to operate the auxiliary functions without the remote control, making it safer as the drive motors are essentially blocked out.</p> <p>Many attachments on the Green Climber units come with a safety lid that can be raised to service the cutting head making it easier to remove obstructions that may get wrapped around the drums while doing roadside maintenance.</p> <p>Most Green Climber units come with standard hydraulic quick connectors. This allows a field mechanic to service the chases of the unit more effectively by removing the attachment.</p> <p>All Green Climber units come standard with lift points so that a service member can lift the machine if needed.</p> <p>All GCNA Raymo units come with the RAYLINK system which allows for remote troubleshooting. This adds greatly to the serviceability of our electric units as we can know what needs repair in real time allowing our parts department to efficiently provide the fastest solution.</p> <p>The GCNA Raymo units have concise service manuals which clear procedures. This allows for efficient repairs ranging from 15 minutes to no longer than 3 hours for the most complicated repairs.</p> <p>We feel that the GCNA Raymo unit is the easiest machine on the market to service as the end user simply needs to grease two chains every 50 hours, periodically tighten the drive chain and sharpen the blades. There are no other service points, filters, or grease fittings. The decks of the Raymo units can be raised to approximately 90 degrees by removing two pins. The process can be done by one person. This makes the deck completely accessible for service or for removing obstructions that may get wrapped in the blades while doing roadside maintenance. The process is also guaranteed safe as there are sensors and safety stop which make it impossible for the blades to turn on while doing service.</p> <p>Manuals are additionally available via QR code on the units themselves which makes for quick and easy reference.</p> <p>Contacting the Green Climber of North America, Inc. Service Department is as simple as a calling our main line (708-354-2171) and hitting extension 4, which goes to any one of our trained technicians.</p> <p>If or when service is needed in person, customers may reach out to any one of our 121 Authorized Dealerships for Service, Warranty and Parts.</p> <p>All Authorized Dealers are trained yearly and provided with Dealer tools to assist in repairs and support.</p> <p>If Parts or Service is not available from the Dealer, Green Climber of North America Inc. is always available to drop ship Parts or send out a service truck for expedited repairs.</p> <p>Warranty: Green Climber of North America Inc is Authorized by MDB Srl and Raymo Electric to process any warranty claims issued by end users or Authorized Dealers. Claims are reviewed by the respective OEM and if approved, credits are issued for associated Parts and Labor. Warranty Claims may be issued online at https://www.greenclimberna.com/warranty-claim2024</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America Inc. is a registered small business in the State of Illinois.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Minority Business Enterprise.
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Women Business Enterprise.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Disabled-Owned Business Enterprise.
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Veteran-Owned Business Enterprise.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Service-Disabled Veteran-Owned Business.
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America Inc. is a registered small business in the State of Illinois.
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Small Disadvantaged Business.
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Green Climber of North America Inc. is not a Women-Owned Small Business.

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Green Climber of North America Inc and Raymo USA offers Net 30 Terms but is open to quicker pay if requested. We accept the following payment methods: Check, Credit Card, ACH, Cashier's Check.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Green Climber of North America Inc and Raymo USA are happy to work with their available institutions to facilitate funding or leasing directly. We understand that NCL Government Capital is a preferred vendor for Sourcwell as they ensure Government and Municipal Funding. Have established communication lines with NCL to facilitate end user funding. Sourcwell end users may receive additional opportunities through our Dealer Network as they also work with individual institutions to offer financing and leasing options. * If Sourcwell would prefer that Green Climber of North America Inc. work with any other funding entities, we are happy to facilitate these requests*

60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Green Climber of North America Inc provides both paper and digital documents. The following documents will be used in connection with Sourcewell Sales: 1) Customer Purchase Order – Must be issued TO Green Climber of North America, Inc. 2) Quotation 3) Sales Order 4) Packing List/ Picking Ticket 5) Invoice * Items above shall include as a standard: Terms & Conditions, Sourcewell Contract Number, Account Number, discount, freight costs, Order Number, Tracking or PRO number *	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Green Climber of North America Inc. and Raymo USA accepts P-Card procurement for no additional cost to Sourcewell participating entities.	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	The proposed pricing model is line-item discounted. Sourcewell Users receive a 5% discount off MSRP.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Green Climber of North America Inc. is providing a 5% discount off the Manufacturers Suggested Retail Price. The discount is applied to all items listed and will be applied to any items ordered out of the contract, Ex: specialty flails or attachments) This discount is the highest discount offered by Green Climber of North America Inc.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Bulk Discounts shall be provided after a quantity of three (3) or more units. End users will receive an additional 3% off their purchase, equating to 8% off MSRP.	*
65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	Green Climber of North America Inc. has facilitated outside vendors to manufacture specialty attachments or components for the Green Climber and Raymo Units. These items are reviewed and approved by the respective Original Equipment Manufacturers prior to sale. Green Climber of North America Inc. will implement the 5% Sourcewell Discount on any non-contract, specialty or open-market items sold through the Sourcewell Contract.	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Under certain circumstances, Green Climber of North America, Inc. or its Dealers will impose additional costs for Handling or Pre-Delivery Inspection. These costs will be discussed prior to invoice and will be reflected on the order from Quote. These costs will be implemented if equipment is either specialty order or there are multiple units or attachments per Purchase Order. Dealers will implement these costs to ensure quality and safety is upheld from receiving to delivery. Offshore deliveries will also see these costs included on their Orders as it is incredibly important for their units to be transported with the utmost safety.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	The Freight Shipping & Delivery Program at Green Climber of North America Inc starts at placement of order. Once a Purchase Order is received, the Technical, Operations and Customer Service staff work together to designate unit/units for the order and ensure safe and efficient delivery. Shipping costs reflect all the preparation and safety measures as follows: Technical Staff will perform Pre-Delivery Inspections which inspect the whole unit to ensure it is without faults and ready for operation. Operations staff document approved units for sale, dedicating the serial number of approved units for Order. This follows the order from Quote to Invoice. Operations Staff review the shipping terms and speed with the customer. After acknowledgement, shipping quotes are prepared, and the best price is applied to the shipment. If quotes are pre-authorized by the customer, the Freight Company is notified of shipment approval. The unit is prepared for safe shipping. This may include crating, palletizing, labeling or shrink wrapping. Once freight pick up is confirmed, Operations turns the order over to Customer Service where the customer will receive confirmations of freight pick up, shipping and delivery Customer Service will follow up with the customer to confirm that all order items were received in good condition, ready to mow!	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Green Climber of North America, Inc, has established routes and carriers to Canada, Hawaii and Alaska. Units have already been sold to these territories. Shipping to these or any offshore locations will see Handling and Ocean Freight costs added into their Invoice. These costs will be transparent and listed on the Customers Quote, Sales Order & Invoice.</p> <p>Handling: – Crating, Palletizing, Customs Handling, Insurance for Value of shipment.</p> <p>Ocean Freight: The cost of freight to pass from boat to truck to ensure direct delivery.</p> <p>The Green Climber of North America Inc's Customer Service Team oversees the tracking of Freight Shipments. These team members will relay tracking and provide the receiver with any ETA or updates on their delivery.</p> <p>If preferred, shipping may also be coordinated by the receiver free of charge. The Customer Service Team would be available to walk users through the process.</p>
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Green Climber of North America, Inc. Has a team of dedicated Operations Staff work with multiple carriers to ensure that the customer is receiving the best Freight Quote available. Many staff members have over 10 years' experience in equipment logistics. For each shipment, we offer customized crateing, remote control in-cab policy (For safety of equipment remote controls), same-day pick up for orders confirmed before 11am CST, Document Files for Driver & Receiver.</p> <p>As a register Private Carrier, Green Climber of North America Inc employs multiple CDL Salesman & Technician Drivers that are available to both deliver the equipment, train your staff or answer any equipment sales and service questions you may have. These drivers are often the first contact for many deliveries and often serve as beneficial contacts for any end user. As a courtesy, the end user will receive a call from the driver with confirmation of delivery address and ETA 24-48 hours prior to delivery.</p> <p>The Green Climber of North America Inc. employs a Customer Service Team that oversees the tracking of Freight Shipments. Our team communicates with the Receiver to confirm delivery location, hours and delivery contact. They track the shipment and relay the ETA. They call before delivery to confirm that receiving staff is available for delivery.</p>

70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Green Climber of North America Inc. understands the importance of tracking and auditing the usage of the Sourcewell Contract. It is not only a tool we are privileged to have, but a vital instrument in our Non-Profit & Municipal Purchasing Practices. Green Climber of North America, Inc. has implemented a multi-step process to ensure that every Sourcewell sale is priced, tracked and processed properly. 1) Verify Lead - Utilizing the Sourcewell Member Lookup tool, sales personnel will confirm that their Lead is an authorized Sourcewell User. 2) Confirm with User – Sales personnel will call and confirm that the lead is an authorized Sourcewell User, that is cleared to use the contract. If needed Sales personnel will utilize the help of the Sourcewell Account Representative. 3) Document User Account & Contract - Sales personnel will set up Customer under the Designated Customer Group: Sourcewell. This group will allow two specific items to appear on the formal quotes/ SOs: Sourcewell Contract and Account ID. The Sourcewell Customer Group will automatically implement the 5% Contract Discount on all paperwork. 4) Review of Formal PO: Order will be turned over to Operations Team to process. Customers will receive a confirmation call one more time to review all terms, pricing, discounts and shipping details. Once approved, the order is processed and shipped. 5) Customer Satisfaction Follow Up: Customer Service team will follow up once the unit is delivered. This team will assist in registering the unit for warranty, setting up customers on Service Portals, and registering units for any additional services purchased. They serve as the first point of contact for any aftersales questions. 6) Account Monitoring & Reporting: Once the Operations Team completes the order, Green Climber of North America, Inc's Controller records the Customer's Purchase Order and Invoice, both manually and digitally for Sourcewell Quarterly Reporting. Reporting is sent digitally to the designated Sourcewell Representatives. Copies of the quarterly report and applicable Purchase Orders and Invoices are filed with Accounts Payable. Quarterly usage is cross referenced in our Oracle NetSuite Program using the Customer Group: Sourcewell, as well as the item: Sourcewell Contract. These multiple checks and balances ensure accurate and effective quarterly reporting.	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Using Netsuite's group metrics & reporting, Green Climber of North America Inc. can compare monthly/ quarterly /yearly reports of sales within the Sourcewell Customer Group vs non-Sourcewell Customer Groups. Types of Applicable Reports: Lead to Sale: Sourcewell Customers- Inquiries vs Sourcewell Customers- Opportunities Success Rate: Sourcewell Customers- Quoted vs Sourcewell Customers- Invoiced Customer Demographics: Customers-Non-Sourcewell vs Customers-Sourcewell vs Customer-Private User	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Green Climber of North America Inc. proposes to pay 2% of each invoice to Sourcewell.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Pricing for Sourcewell RFP 032525 is the highest discount offered by Green Climber of North America, Inc. The Sourcewell is offered a 5% discount off MSRP.

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Green Climber of North America, Inc. is the proud Distributor of the Green Climber Right-of-Way Slope Mowers and Raymo Electric Mowers. As Distributor we specialize specifically in providing safe remote-controlled right-of-way, ditch and roadside solutions. We believe in providing ultimate safety: "No person on machine, no machine on person".</p> <p>Our units are unique to the market as they are fully remote-controlled, all terrain capable with multiple attachment capabilities.</p> <p>Green Climber of North America Inc's units provide the Sourcewell Market with:</p> <ul style="list-style-type: none"> • The largest family of units for Remote-Controlled Right-of-Way Applications: From Electric, Gas to Heavy Diesel offering Eight (8) unique models. • Completely Remote Controlled for Safety– Eliminated Rollover Risk • Slope Capable (Up to 60 Degrees) • Innovative Technology: Units available with Fleet Tracking, Live Monitoring, Maintenance Notifications • Modern solutions including fully autonomous electric mowers FY2025 • Multiple Attachments Per Model: Turf and light brush up to forestry and material handling, weed abatement, eco-sensitive mowing and ditch work. • EPA Compliant Units – All Units are Certified EPA Compliant or Emissions Free • Interactive Support: Online tools and QR codes with quick and easy access to support • Live Technician Assistance for Dealers & End Users • Eco Fuel Compatible • OEM Certified High Recyclability Rates <p>The Green Climber of North America, Inc. Offered Brands: GREEN CLIMBER: Green Climber Right-of-way Slope Mowers are one of the brands offered by Green Climber of North America Inc. Green Climber offers the largest variety of steep terrain remote-controlled slope mowers, made for safely managing right-of-ways. Our units vary in size and power, to fit most of any application in Vegetation Management. These award-winning machines lead the industry in innovation, holding patents for extendable tracks, track design, attachment design and more. ALL Green Climbers are EPA & CA Emissions Compliant. The seven models offered range in horsepower from 23Hp – 75 Hp, and in size from 1,000 lbs to 5,000 lbs. Green Climber Right-of-way Slope Mowers can operate on slopes up to 60 degrees, all directions. Their innovative iMET LED remote controls provide the operator with ultimate safety, operating from up to 500 feet away. From the remote control the Operator can monitor all maintenance and operation data, including fluid levels, error codes, engine status, rpm, attachment status, battery levels and more.</p> <p>Green Climber offers all end users Quick and Easy Customer Support. Online Customer Portals and on-unit QR codes that offer open sources for Manuals, Support Videos, Parts Lists and Troubleshooting.</p> <p>The Green Climber Right-of-way remote-controlled slope mowers offer the most complete line of dedicated attachments including:</p> <ul style="list-style-type: none"> • Forestry Mulching Heads (Fixed Tooth) • Forestry Flail Heads • Flail Heads • Finish Mowers • Stump Grinders • Tillers • Sprayers • Sickles • Trenchers • Snow Blades/ Blowers • Forestry Winches • Bucket • Grapples • Boom Arms • Rear Winches • Customized attachments at customer's request <p>The Green Climber line is always being improved and expanded upon. We lead in all categories.</p> <p>USED Solutions: Used Green Climbers are available to Sourcewell End users through the Distributor or through any one of our 122 Dealership locations. The units used will have machine hours on them due to demonstrations or rentals. The Sourcewell End User may purchase these units for a discount. Pricing will vary by unit, based on hours, attachment, repairs needed and service contract. It is the Sourcewell End Users right to request that service and repairs be certified by the Distributor before purchase.</p> <p>RAYMO: Raymo Electric is the newest addition to the Green Climber of North America, Inc.</p>

		<p>Distributorship. The Raymo Electric is an extraordinary brand of electric mowers that have created a new and useful niche in the world of Remote-Controlled ELECTRIC Right-of-Way Mowers.</p> <p>Raymo offers a Zero-Emissions Remote-Controlled Right-of-way solution for Green Initiative or Carbon Footprint Conscious Sourcewell End Users. Raymo Electric is unique for its size, capacity ,innovation and versatility. The unit, at under 500 LBS, is an all-terrain tool carrier, capable of multiple attachments. The Raymo's light weight AND low height (under 21") makes it ideal for municipalities looking to mow all landscapes without the challenges of fuel transport, in-depth maintenance and hiring CDL drivers.</p> <p>The Raymo Electric is a low maintenance mower. It can be assembled with minimal tools, needs no fluids and provides an easy pin-and-bolt connection for fast attachment swap.</p> <p>The Raymo battery pack is a patented technology comprised of Lithium-Ion battery cells, in a compact and smart system. Patented as the Power Swap, the battery pack itself offers an easy transport cart, with smart LED technology that allows end users to monitor battery life, usage, charge and quality. The advanced Battery Management System (BMS) reports the health of all battery cells and delivers safe power to the torpedo. Thanks to the battery cart, end users can swap batteries in minutes without any heavy lifting.</p> <p>The Raymo battery offers 4-6 hours of usage per charge. The average charge ranges from 2 hours with the fast charger, up to 10 hours for the overnight charger. Batteries are tested to be above 80% after 1000 charge cycles. (4000-6000 working hours)</p> <p>Raymo Electric offers a dynamic warranty with Free Fleet Tracking! When the end user registers their unit for warranty, they're automatically signed up for Raylink Telemetry. Raylink is an online interface that directly connects with the registered unit. This system provides real time updates on: Usage, location, distance traveled/mowed, Unit health status, Efficiency, Battery Usage and more. This free service is available for the warranty period and can be renewed by the end user after two (2) years.</p> <p>Raymo Electric Mower offers multiple attachments, which include:</p> <ul style="list-style-type: none"> - Finish Mowers - Mulching Decks - Sickle Mowers - Rear Fence/Post Mowers - Tow Hitches <p>2025/26 will see the launch of the fully Autonomous Raymo Robot. This unit will allow the end user to run multiple machines at one time along with creating jobs that can be repeated, saving time and labor.</p> <p>Raymo is a dynamic and innovative machine, unlike any other on the market. Across the market for electric mowers, there is no mower comparable to the size, versatility and power to the Raymo.</p> <p>USED Solutions: Used Raymo Mowers are available to Sourcewell End users through the Distributor or any one of our 122 Dealership locations. The units used will have machine hours on them due to demonstrations or rentals. The Sourcewell end user may purchase these units for a discount. Pricing will vary by unit, based on hours, attachment, repairs needed and service contract. It is the Sourcewell end users right to request that service and repairs be certified by the Distributor before purchase.</p>
75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Some Subcategory titles that describe our products are:</p> <ul style="list-style-type: none"> - Remote-Controlled Mowers - Remote-Controlled Tool Carriers - Vegetation Management Solutions - Steep Terrain Management Solutions - Ditch and Culvert Solutions - Right-of-Way Mowers & Accessories - Mulcher Mowers - Remote Land Clearing Equipment

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
76	Flail, boom, rotary, wing, sickle, and slope mowers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America, Inc. offers remote controlled slope mowers with the following attachments: - Flail, Hammer Flail - Fixed tooth Forestry Head - Rotary Mowers - Sickle Attachments - Side arm (wing) Attachments
77	Brush cutters	<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America, Inc. offers a variety of styles of brush cutters: - Flail Style - Hammer Flails - Fixed Tooth Brush Cutters - Fixed Tooth Heavy Brush Cutters
78	Seeders, tillers, mulchers, and sprayers	<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America, Inc. offers a variety of styles of Attachments: - Tillers - Mulchers (See Brush Cutters) - Sprayers
79	Erosion stabilization and prevention products	<input type="radio"/> Yes <input checked="" type="radio"/> No	The intent of the Green Climber and Raymo Units is to mow/mulch vegetation without disturbing the root system, this assists in erosion prevention and terrain stabilization. The weight and size of the units make this possible.
80	Ditch maintenance equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Green Climber of North America, Inc. offers a variety of styles of Attachments for Ditch Maintenance: - Buckets for debris - Grapples for large debris
81	Dust abatement water trucks	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Green Climber Sprayer Attachment may mitigate dust.

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

Line Item 82. NOTICE: To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

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

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 Pricing.pdf - Monday March 24, 2025 10:37:55
- [Financial Strength and Stability](#) - Financial Strength & Stability Final.pdf - Monday March 24, 2025 09:54:08
- [Marketing Plan/Samples](#) - Marketing Examples Final.pdf - Monday March 24, 2025 10:32:48
- [WMBE/MBE/SBE or Related Certificates](#) - SBA Registration GCNA State of IL.pdf - Monday March 24, 2025 10:37:16
- [Standard Transaction Document Samples](#) - Standard Transaction Document SAMPLES.pdf - Monday March 24, 2025 10:33:58
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Support Files for Tables 2.3.5.6.7 Final.pdf - Monday March 24, 2025 10:55:33

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. - Zoe Halm, Vice President, Green Climber of North America, 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
There have not been any addenda issued for this bid.		

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 *	
Green Climber Reference: East Bay Regional Parks 2501 Grizzly Peak Boulevard Orinda, CA 94563	Jason McCrystal - Fleet Manager	P 510-544-2705 E-mail: jmccrystle@ebparks.org	*
Green Climber Reference: TriMet – Oregon 4012 SE 17th Ave Portland, OR 97202	Sean Hall – Assistance Manager Maintenance of Way	Ph: 971-201-0316 E-mail: hallse@trimet.org	*
Green Climber Reference: City of Manassas Park, VA 331 Manassas Drive Manassas Park, VA 20111	Donald Jenkins - Stormwater Supervisor and Site Inspector	Cell: (571) 835-0396 Ph: (703) 335-8801 E-mail: d.jenkins@manassasparkva.gov	*
Raymo Reference: University of Michigan 109 E Madison St Ann Arbor, MI 48109-2993	Mathew Rankin - Administrative Assistant Senior Custodial & Grounds Services Grounds Management	Ph: 734-763-5539 E-mail: mgrankin@umich.edu	
Raymo Reference: Niagara County Parks 59 Park Ave., Lockport, NY 14094	Jeff Gaston - Deputy Commissioner B&G/Parks & Roadside Maintenance	Ph: (716) 439-7951 E-mail: Jeffrey.Gaston@niagaracounty.com	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	<p>Green Climber of North America Inc.'s sales force is comprised of over 122 dealerships throughout the USA and Canada with a combined total of over 220 salespeople. Most of these dealerships have territory sales specialist that represent the Green Climber Slope Mowers and/or Raymo Electric mowers. Each dealership’s sales team receives in-person classroom training from Green Climber of North America Inc staff along with assistance with demos, quotes and tradeshow until said dealership and sales team is fully trained. Most of our dealers have established accounts and relationships with local municipalities, public entities, and state governed bodies. Green Climber N.A. employs six fully trained sales staff members that assist in contracts, sales, rentals and troubleshooting. The corporate territory sales staff cooperates regularly with dealership salesmen to make sure all potential leads are taken care of. The Green Climber of North America Inc sales force promotes our products to potential Sourcewell customers by participating in national trade shows, attending educational Sourcewell events and marketing to a government, municipal and non-profit potential Sourcewell customers.</p> <p>To keep sales staff regularly engaged, Green Climber of North America, Inc. provides yearly training if needed and rewards dealership salespeople by offering bi-annual sales contests. These sales contests provide volume sales incentives from trips to year-end bonuses. Green Climber of North America Inc. recognizes that our growth and success is directly impacted by the salespeople representing our product line. One of the main objectives is to make sure that the salesperson is appropriately appreciated and given the best tools to succeed.</p>	*

<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Our network starts with Green Climber of North America Inc. being the Authorized Distributors for Green Climber Right-of-Way Slope Mowers and Raymo Electric. It is our obligation to grow the Remote-Control ROW maintenance category and to stock adequate machines and parts for the end users. In part, Green Climber of North America, Inc, does so through organizing the imports from both Original Manufacturers. Estimates for equipment orders are created one year in advance using information generated from authorized dealers along with average close rates. On an average month, Green Climber of North America Inc. will receive 2-4 containers equaling +/- \$1,000,000 to \$3,000,000 in equipment and parts. Green Climber of North America, Inc has grown to accommodate for the growing rate of distribution throughout North America. Since Incorporation, we have expanded from 3,000 sq.ft. to 30,000 sq ft. Our warehouse holds an average equipment inventory totaling \$2,000,000 including at least \$1,000,000 in spare parts. From our warehouse, both parts and equipment are distributed to our Dealership networks across North America. Items not stocked are available at the Green Climber of North America, Inc. warehouse outside of Chicago, IL.</p> <p>The network continues through our growing network of authorized sellers who are mostly equipment dealers of varying size and capability. Our website dealer locators provide the end user with information and locations for the 122 locations that represent our Green Climber line, our Raymo line or both. Dealerships are authorized to sell, service and support Green Climber and/or Raymo and are required to offer.</p> <ul style="list-style-type: none"> - Adequate Sales staff to support Dealership territory - Active and engaged Salespeople - Knowledge of State and National Contracts - Structured to provide State, Municipal and Private Sales - Adequate Service staff to support Dealership territory - Satisfactory Shop to perform Service & Repairs - Adequate Parts staff to support Dealership territory - Satisfactory Parts Inventory to perform customer service <p>Our dealers fall into several categories including.</p> <ul style="list-style-type: none"> -Smaller dealerships that handle less than 5 product lines and truly specialize in our products. These dealers typically have a smaller sales force that is very dedicated. -Medium size dealerships that sell to the public along with contractors and some municipalities. These dealers typically sell many products with our mowers being the most expensive item that they sell. Their sales force usually consists of counter sales and 1-3 outside salespeople. -Medium size dealerships with 1-3 locations that specialize in Municipal sales and handle several lines offering the end user many options. These dealers typically have a sales force that is assigned to zones of each state and know our product well but don't sell them every day. -Large dealerships with multiple locations that sell a major brand name and sell our line as a value-added product that some of their customers may need. These dealers typically have a large sales force but assign a specialist to represent the Green Climber and Raymo mowers. <p>Finding the perfect dealer(s) to add to our network is always evolving. As the category of remote-controlled mowers continues to grow, we add and take away based upon performance and need.</p> <p>"Boots on the Ground"</p> <p>All authorized dealers are required to provide sales, service, demos, parts and assistance in their given territory. All dealers are required to have stock demo units. If they are out of stock GCNA staff will assist in demonstrations. For Sourcewell customers, authorized dealers are the appropriate contact for any Green Climber or Raymo Electric inquiries. From Demo to Delivery any one of our 122 dealerships will provide Sourcewell with excellent, accurate service.</p> <p>In cases where a Sourcewell member does not have a local dealer, GCNA will deal directly with the end user to deliver a product and use that sale to generate a new dealer in that territory. Over the years we have continued to expand our dealer network by generating sales and profit for the dealer.</p>
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Green Climber of North America, Inc. Authorized Dealers



Official Dealer List for Green Climber Remote-Controlled Slope Mowers & Raymo Electric Mowers and Accessories North America

Green Climber	Raymo Electric	Dealership Name:	Address:	City	State:	Country:	Phone:	URL:
		Thompson Rents- Alabaster	2070 Corporate Woods Dr	Alabaster	AL	USA	(205) 664-9489	www.thompsontractor.com
		Thompson Rents- Dothan	118 Vulcan Way	Dothan	AL	USA	(334) 673-3300	www.thompsontractor.com
		Thompson Rents- Birmingham	3317 Messer Airport Hwy	Birmingham	AL	USA	(205) 326-0334	www.thompsontractor.com
		Thompson Rents- Huntsville	3600 Governors Dr	Huntsville	AL	USA	(256) 532-3001	www.thompsontractor.com
		Thompson Rents- Mobile	1950 E I-65 Service Rd N	Mobile	AL	USA	(251) 452-1180	www.thompsontractor.com
		Thompson Rents- Montgomery	2011 Northern Blvd	Montgomery	AL	USA	(334) 262-1101	www.thompsontractor.com
		Thompson Rents- Opelika	508 Columbus Pkwy	Opelika	AL	USA	(334) 321-2030	www.thompsontractor.com
		Thompson Rents- Oxford/Anniston	2300 AL-21	Oxford	AL	USA	(256) 835-5737	www.thompsontractor.com
		Thompson Rents- Decatur	6969 US-31	Tanner	AL	USA	(256) 584-3415	www.thompsontractor.com
		Thompson Rents- Tuscaloosa	3550 Joe Mallisham Pkwy	Tuscaloosa	AL	USA	(205) 247-3402	www.thompsontractor.com
		Thompson Rents- Tuscumbia	1030 AL-20	Tuscumbia	AL	USA	(256) 248-3366	www.thompsontractor.com
		J. Mack Rentals	Remote Location	San Francisco	CA	USA	(559) 622-9909	www.jmackrentals.com
		J. Mack Rentals	Remote Location	San Diego	CA	USA	(559) 622-9910	www.jmackrentals.com
		J. Mack Rentals	29466 Road 156	Visalia	CA	USA	(559) 622-9911	www.jmackrentals.com
		Gardenland	196 Curtner Avenue	Campbell	CA	USA	(408) 377-4496	www.gardenland.com
		B & M Lawn and Garden	2801 E Miraloma Ave	Anaheim	CA	USA	(714) 996-5490	www.bmproturf.com
		Noble Power Equipment	2280 S Meridith Ln	Santa Maria	CA	USA	(805) 349-1300	www.noblepowerequipment.com
		Sterling May Equipment Company	209 W. Main Street	Woodland	CA	USA	(530) 662-6637	www.sterlingmaycompany.com
		Kendrick Equipment	19214 94 Ave	Surrey	BC	CANADA	(866) 744-9921	www.kendrickequipment.com
		Industrial Machine	26880 96 Ave	Acheson	AB	CANADA	(587) 286-2772	www.industrialmachine.ca
		Bobcat of the Rockies	18921 US Highway 6	Sterling	CO	USA	(970) 522-7849	www.bobcatoftherockies.com
		Bobcat of the Rockies	10397 Havana Street	Henderson	CO	USA	(303) 288-6603	www.bobcatoftherockies.com
		Bobcat of the Rockies	910 E. Cheyenne Rd	Colorado Springs	CO	USA	(719) 219-2940	www.bobcatoftherockies.com
		Bobcat of the Rockies	7000 E 56th	Commerce City	CO	USA	(303) 405-6828	www.bobcatoftherockies.com
		Bobcat of the Rockies	15680 W 6th Ave	Golden	CO	USA	(303) 216-1402	www.bobcatoftherockies.com
		Bobcat of the Rockies	3184 Hall Ave	Grand Junction	CO	USA	(970) 434-0647	www.bobcatoftherockies.com
		Bobcat of the Rockies	18562 Pony Express Dr	Parker	CO	USA	(720) 851-9484	www.bobcatoftherockies.com
		Bobcat of the Rockies	579 E. Enterprise Drive	Pueblo West	CO	USA	(719) 647-2317	www.bobcatoftherockies.com
		Bobcat of the Rockies	890 Champion Dr	Windsor	CO	USA	(970) 356-8800	www.bobcatoftherockies.com
		Neverest Equipment Co. LLC	6881 Colorado Blvd. #5	Commerce City	CO	USA	(800) 266-1085	www.neverestequipment.com
		Bobcat of Connecticut	54 Alna Lane East	East Hartford	CT	USA	(860) 282-2648	www.bobcatct.com
		Bobcat of Stratford	821 Woodend Road	Stratford	CT	USA	(203) 380-2300	www.bobcatct.com
		Turf Products Corp.	157 Moody Road	Enfield	CT	USA	(860) 763-3581	www.turfproductscorp.com
		Bobcat of New Castle	1872 Pulaski Hwy	Bear	DE	USA	(302) 319-5450	www.woodsmachinery.com
		Earthborne Trucks and Equipment	12915 South Dupont Highway	Felton	DE	USA	(302) 284-1000	www.earthborneinc.com
		Thompson Rents- Panama City	317 Griffin Blvd	Panama City	FL	USA	(850) 873-6536	www.thompsontractor.com
		Thompson Rents- Pensacola	2650 W 9 Mile Rd	Pensacola	FL	USA	(854) 471-6712	www.thompsontractor.com
		Brooker Equipment	2170 SW Conant Ave.	Port St. Lucie	FL	USA	(772) 336-3456	www.sampsonreeservice.com
		Bobcat of Atlanta	6972 Best Friend Rd	Atlanta	GA	USA	(770) 242-6500	www.bobcatofatlanta.com
		Bobcat of Atlanta	1780 M.L.K. Jr Blvd	Gainesville	GA	USA	(770) 462-7911	www.bobcatofatlanta.com
		Bobcat of Atlanta	2006 Delk Industrial Blvd SE	Marietta	GA	USA	(770) 850-1443	www.bobcatofatlanta.com
		Bobcat of Atlanta	5190 Hwy 278 NE	Covington	GA	USA	(770) 728-8220	www.bobcatofatlanta.com
		Bobcat of Atlanta	6440 GA-85	Riverdale	GA	USA	(770) 242-6297	www.bobcatofatlanta.com
		Bobcat of Atlanta	306 Dividend Drive	Peachtree City	GA	USA	(470) 369-5630	www.bobcatofatlanta.com
		Bobcat of Atlanta	102 Cable Industrial Wy	Carrollton	GA	USA	(678) 890-0385	www.bobcatofatlanta.com
		Green Climber Hawaii	Maui	Haiku	HI	USA	(808) 463-0203	greenclimberhawaii.com
		Raymo Hawaii	55 Ho'opalu Dr	Makawao	HI	USA	(808) 463-0203	www.raymohawaii.com
		Star Equipment	2100 E. Lincoln Way	Ames	IA	USA	(515) 233-9500	www.starequip.com
		Star Equipment	2950 6th Street SW	Cedar Rapids	IA	USA	(319) 365-5139	www.starequip.com
		Star Equipment	1401 2ND Ave	Des Moines	IA	USA	(515) 283-2215	www.starequip.com
		Star Equipment	2625 W. Airline Highway	Waterloo	IA	USA	(319) 236-6830	www.starequip.com
		Green Climber of North America, Inc.	411 Rockwell Ct	Burr Ridge	IL	USA	(708) 354-2171	www.greenclimberna.com
		Atlas Bobcat	1160 McCabe Ave,	Elk Grove Village	IL	USA	(847) 678-3633	www.atlasbobcat.com
		Atlas Bobcat	8100 188th St	Mokena	IL	USA	(708) 596-8050	www.atlasbobcat.com
		Atlas Bobcat	552 S. Rand Road	Wauconda	IL	USA	(847) 526-4255	www.atlasbobcat.com
		Atlas Bobcat	600 W Roosevelt Road	West Chicago	IL	USA	(630) 293-0606	www.atlasbobcat.com
		Atlas Bobcat	106 E. Beaver St	Yorkville	IL	USA	(630) 553-0150	www.atlasbobcat.com
		Key Equipment	1315 Ottis Street	Springfield	IL	USA	(217) 313-7408	www.keyequipment.com
		Raymo USA	411 Rockwell Ct	Burr Ridge	IL	USA	(708) 354-2171	www.raymousa.com
		Atlas Bobcat	8209 Grand Blvd	Merrillville	IN	USA	(219) 381-3006	www.atlasbobcat.com
		Bobcat of Anderson	2075 E Co Rd 67	Anderson	IN	USA	(765) 643-4222	www.bobcatofindy.com
		Bobcat of Columbus	21 N National Rd	Columbus	IN	USA	(812) 775-1470	www.bobcatofindy.com
		Bobcat of Ellettsville	700 E Temperance St, Ellettsville, IN 47429	Ellettsville	IN	USA	(812) 287-8042	www.bobcatofindy.com
		Bobcat of Indy	2935 Bluff Rd	Indianapolis	IN	USA	(317) 787-2201	www.bobcatofindy.com
		Bobcat of Indy North	4489 S Indianapolis Rd	Whitestown	IN	USA	(317) 769-4946	www.bobcatofindy.com
		Anywhere Products LLC	4275 Weber Hill Road	Trafalgar	IN	USA	(317) 504-3206	www.anywhereproductsllc.com
		Key Equipment - Kansas City	6716 Berger Avenue	Kansas City	KS	USA	(800) 262-0149	https://keyequipment.com/kansas-city
		Bobcat Enterprises	1309 Cahill Dr	Lexington	KY	USA	(859) 254-3936	www.bobcat-ent.com
		Bobcat Enterprises	13117 Middletown Industrial Boulevard	Louisville	KY	USA	(502) 245-1911	www.bobcat-ent.com
		Bobcat Enterprises	51 Harvest Dr	Elizabethtown	KY	USA	(740) 868-8529	www.bobcat-ent.com
		Bobcat Enterprises	13350 Service Rd	Walton	KY	USA	(740) 868-8530	www.bobcat-ent.com
		Crossroads Lawn and Garden	6883 U.S. 68 E	Benton	KY	USA	(270) 354-0061	www.crossroadslawnandgarden.com
		502 Equipment	2000 D W. Griffith Ln	La Grange	KY	USA	(502) 536-9125	https://502equipment.com
		Covington Sales and Service	7868 Florida Blvd.	Denham Springs	LA	USA	(225) 317-2757	www.covingtonsales.com
		Bobcat of Greater Springfield	181 Wayside Avenue	West Springfield	MA	USA	(413) 746-4647	www.bobcatct.com
		Bobcat of Worcester	6 Westec Drive	Worcester	MA	USA	(508) 752-8844	www.bobcatct.com
		TPC - MA East	Dave Beauvais	Bourne	MA	USA	(508) 243-9675	www.turfproductscorp.com
		TPC-MA South	Greg Maak	Southampton	MA	USA	(413) 750-8106	www.turfproductscorp.com
		Infrastructure Solutions Group	11790 Maryland Point Rd	Nanjemoy	MD	USA	(804) 730-4040	www.infrasolutionsgroup.com
		TPC-ME	Dan Ricker	Portland	ME	USA	(207) 727-1848	www.turfproductscorp.com
		Tri-State Bobcat	1200 Highway 13 East	Burnsville	MN	USA	(952) 894-0894	www.tristatebobcat.com
		Tri-State Bobcat	71 Minnesota Avenue	Little Canada	MN	USA	(651) 407-3727	www.tristatebobcat.com
		Swanston Equipment	712 Frontier Drive	Fergus Falls	MN	USA	(218) 739-4505	www.swanston.com
		Swanston Equipment	3818 Nevada St SW	Alexandria	MN	USA	(320) 460-8773	www.swanston.com
		Key Equipment - St. Louis	13507 NW Industrial Dr.	Bridgeton	MO	USA	800-325-4323	www.keyequipment.com/st-louis
		Infrastructure Solutions Group	505 E. Plaza Dr.	Mooreville	NC	USA	(704) 833-8048	www.infrasolutionsgroup.com
		Swanston Equipment	3450 West Main	Fargo	ND	USA	(701) 293-7325	www.swanston.com
		Swanston Equipment	3915 E Burdick Expy	Minot	ND	USA	(701) 837-9901	www.swanston.com
		Hamilton Equipment	8801 Highway 6	Lincoln	NE	USA	(402) 464-6381	www.hamiltonequipmentco.com

		TPC-NH	Jeff Brooks	Manchester	NH	USA	(603) 860-6839	www.turfproductscorp.com
		Garden State Bobcat	999 NJ-33	Freehold	NJ	USA	(732) 780-6880	www.woodsmachinery.com
		Bobcat of Central Jersey	45 Route 22 East	Green Brook	NJ	USA	(732) 752-0002	www.woodsmachinery.com
		Bobcat of Burlington	1395 Route 38	Hainesport	NJ	USA	(609) 385-4604	www.woodsmachinery.com
		J & J Equipment	8913 Terex Drive	Brewerton	NY	USA	(315) 699-0656	www.jandjequipment.com
		Bobcat Enterprises	3666 Lacon Rd	Hilliard	OH	USA	(614) 876-1116	www.bobcat-ent.com
		Bobcat Enterprises	225 Hughes Blvd	Mt. Orab	OH	USA	(937) 444-3865	www.bobcat-ent.com
		Bobcat Enterprises	182 Humphries Dr	Reynoldsburg	OH	USA	(614) 863-1300	www.bobcat-ent.com
		Bobcat Enterprises	9605 Princeton-Glendale Rd.	West Chester	OH	USA	(513) 874-8945	www.bobcat-ent.com
		Bobcat Enterprises	3000 Dillon School Dr.	Zanesville	OH	USA	(740) 868-8528	www.bobcat-ent.com
		Esstential Equipment - OK	104 NE 16th St	Newcastle	OK	USA	(405) 219-6025	www.essentialequipment.com
		Brim Tractor	982 S Front St	Central Point	OR	USA	(541) 664-1270	www.brimtractor.com
		Brim Tractor	87000 Christmas Valley Hwy	Christmas Valley	OR	USA	(541) 576-3026	www.brimtractor.com
		Brim Tractor	90330 Hwy 99N	Eugene	OR	USA	(541) 485-0407	www.brimtractor.com
		Brim Tractor	4304 Highway 39	Klamath Falls	OR	USA	(541) 882-2571	www.brimtractor.com
		Brim Tractor	2109 NW 6TH St	Redmond	OR	USA	(541) 526-1827	www.brimtractor.com
		Brim Tractor	506 West B Street	Rainier	OR	USA	(503) 556-4000	www.brimtractor.com
		Brim Tractor	4720 Ridge Drive NE	Salem	OR	USA	(503) 364-2241	www.brimtractor.com
		Napotnik Welding Supply	4225 Power Plant Road	New Florence	PA	USA	(814) 446-4500	www.nwsupply.net
		Earthborne Trucks and Equipment	100 Titus Avenue	Warrington	PA	USA	(215) 343-2000	www.earthborneinc.com
		Bobcat of Rhode Island	421 Lincoln Avenue	Warwick	RI	USA	(401) 921-4300	www.bobcatct.com
		EE Zero Equipment	270 Red Cedar St STE 101	Bluffton	SC	USA	(843) 422-9701	www.eezero.com
		Electrified Equipment	2905 West Russell St	Sioux Falls	SD	USA	(605) 323-7053	www.electrifiedequip.com
		Appalachian Equipment Solutions	1818 Holiday Drive	Athens	TN	USA	(423) 252-0532	www.aesolutionswv.com
		Esstential Equipment - TX	21195 Blair Rd. Bld 17	Conroe	TX	USA	(713) 829-0802	www.essentialequipment.com
		Lonestar Municipal Equipment	7319 Gibson Cemetery Road, Ste. 801	Mansfield	TX	USA	(817) 851-2243	www.lonestarmunicipalequipment.com
		Richmond Machinery & Equipment	1701 Roseneath Road	Richmond	VA	USA	(804) 359-4048	www.richmondmachinery.com
		Brim Tractor	155 Hamilton Rd., N.	Chehalis	WA	USA	(360) 767-0600	www.brimtractor.com
		Brim Tractor	350 Duffner Drive	Lynden	WA	USA	(360) 354-4411	www.brimtractor.com
		Brim Tractor	2500 Cedardale Rd	Mount Vernon	WA	USA	(360) 424-1600	www.brimtractor.com
		Brim Tractor	219 Frontage Road	North Pacific	WA	USA	(253) 863-9004	https://jandjequipment.com/
		Kendrick Equipment	#20-1609 Central Avenue South	Kent	WA	USA	(866) 744-9922	https://www.kendrickequipment.com/
		Tri-State Bobcat	588 Outpost Cir	Hudson	WI	USA	(534) 544-4296	www.tristatebobcat.com
		Tri-State Bobcat - WI	2018 US Highway 8	St. Croix Falls	WI	USA	(715) 557-6010	www.tristatebobcat.com
		Appalachian Equipment Solutions	1750 Hackers Creek Road	Jane Lew	WV	USA	(304) 884-8888	www.aesolutionswv.com
		Appalachian Equipment Solutions	414 New Goff Mountain Road	Cross Lanes	WV	USA	(304) 878-7467	www.aesolutionswv.com
		Bobcat of the Rockies	1608 E Allison Rd	Cheyenne	WY	USA	(307) 635-1978	www.bobcatoftherockies.com



JESSE MACK COMPANY

A Green Climber Distributor

QUOTE

Date	9/17/2025
Quote No.	887

P.O. Box 7600
Visalia, CA 93290

Certified Small
Business #1795145

City of Richmond

Phone (559) 622-9911
Fax (559) 622-9939

Brianna@jmackenterprises.com
www.jmackrentals.com

Phone 510-620-5478
Fax

Attention:	
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Description	Price	Qty	Total
Green Climber LV600 (BODY ONLY)- Remote controlled machine with tracks. Extendable undercarriage (51" to 71") Hydraulic side shifting of accessory +/- 16", Kohler liquid cooled 3-cylinder diesel engine 56 hp.	99,767.00	1	99,767.00T
TE-130 Standard Flail with Knives - 54" Reinforced flail with 360 degrees rotation flail teeth, fixed safety lid, hydraulic motor, and quick-connect fast coupling hydraulic lines.	13,343.00	1	13,343.00T
TE-130 Standard Flail with Heavy Knives - 54" Reinforced flail with 360 degrees rotation flail teeth, fixed safety lid, hydraulic motor, and quick-connect fast coupling hydraulic lines.	13,624.00	1	13,624.00T
TE-130 Standard Flail with Heavy Hammers - 54" Reinforced flail with 360 degrees rotation flail teeth, fixed safety lid, hydraulic motor, and quick-connect fast coupling hydraulic lines.	13,907.00	1	13,907.00T
Steel Guard Protection Package - Recommended	6,590.00	1	6,590.00T

Subtotal

Sales Tax (9.75%)

Total

Signature _____

JESSE MACK COMPANY

A Green Climber Distributor

QUOTE

Date	9/17/2025
Quote No.	887

P.O. Box 7600
Visalia, CA 93290

Certified Small
Business #1795145

City of Richmond

Phone (559) 622-9911
Fax (559) 622-9939

Brianna@jmackenterprises.com
www.jmackrentals.com

Phone 510-620-5478
Fax

Attention:	
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Description	Price	Qty	Total
Shipping	5,000.00		5,000.00

Sourcewell Contract:
Green Climber
Road Right-of-Way Maintenance
Equipment
#032525-GCL
Maturity Date: 05/15/2029
sourcewell-mn.gov/cooperative purchasing/070821-g
cl
Customer Sourcewell ID: _____
City of Richmond

Subtotal	\$152,231.00
Sales Tax (9.75%)	\$14,355.02
Total	\$166,586.02

Signature _____

Q U O T A T I O N

STERLING MAY EQUIPMENT COMPANY
 209 W. MAIN STREET
 PO BOX 8550
 WOODLAND, CA 95695 USA
 Phone #: (530)662-6637
 Fax #: (530)662-1335

PHONE #: (510)231-3008
 CELL #:
 ALT. #:
 P.O.#: **RAYMOW**
 TERMS: **Net 10th EOM**
 SALES TYPE: **Quote**

DATE: **9/17/2025**
 ORDER #: **1234665**
 CUSTOMER #: **125440**
 CP: **Morgan**
 LOCATION: **1**
 STATUS: **Active**

BILL TO 125440

CITY OF RICHMOND - PUBLIC WORKS DEPT
 PO BOX 4046
 RICHMOND, CA 94801

SHIP TO

CITY OF RICHMOND - PUBLIC WORKS
 DEPT
 PO BOX 4046
 RICHMOND, CA 94801

MFR	PRODUCT NUMBER	DESCRIPTION	QTY	PRICE	NET	TOTAL
RAYMRAY-B-TORPEDO		RAYMO TORPEDO MOWER MAIN CARRIER 4WD	2	\$19,480.00	\$18,506.00	\$37,012.00
RAYMRAY-B-CART EL-150		ELECTRIC DRIVE CARTRIDGE - 150AH BATTERY	2	\$12,579.00	\$11,950.00	\$23,900.00
RAYMRAY-CHG-25A		25A FAST CHARGER 110-220V	2	\$1,561.00	\$1,483.00	\$2,966.00
RAYMRAY-B-CFG-AT		AT WHEEL SET (2X WHEEL + 2 SPACERS)	2	\$901.00	\$856.00	\$1,712.00
RAYMRAY-B-R48CRAFT		MOWER DECK 48"	2	\$9,463.00	\$8,990.00	\$17,980.00
****	SHIPPING	SHIPPING & HANDLING - PER UNIT	2	\$800.00	\$0.00	\$0.00

Prices reflected on this quote are valid for 30 days and while current supplies last. However, prices are subject to change if the program or promotion the prices were quoted under is no longer in effect.

SUBTOTAL:	\$83,570.00
TAX:	\$6,685.60
ORDER TOTAL:	<u>\$90,255.60</u>

Authorized By: _____