

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: BANDIT INDUSTRIES, INC.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature: *Brenda Lint* Date: 4/29/19

Sourcewell's clarification on exceptions listed above:

No Exceptions Noted



Contract Award
RFP #050119



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

RECYCLING AND REPURPOSING EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for RECYCLING AND REPURPOSING EQUIPMENT WITH RELATED ACCESSORIES, SUPPLIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Bandit Industries, Inc. Date: April 28, 2019

Company Address: 6750 Millbrook Road

City: Remus State: MI Zip: 49340

CAGE Code/DUNS: 19-387-6869

Contact Person: Craig Davis Title: Sales Manager

Authorized Signature: *Craig Davis* Craig Davis
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 050119-BAN

Proposer's full legal name: Bandit Industries, Inc.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be July 15, 2019 and will expire on July 15, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:
Jeremy Schwartz
C0FD2A139D0848B...
SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:
Chad Coauette
7E42BBF817A64CC...
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on July 10, 2019

Sourcewell Contract # 050119-BAN

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Bandit Industries Inc.

Authorized Signatory's Title Assistant Sales Manager

Brenda Lint
VENDOR AUTHORIZED SIGNATURE

Brenda Lint
(NAME PRINTED OR TYPED)

Executed on 7/11, 2019

Sourcewell Contract # 050119-BAN



Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Bandit Industries, Inc.

Address: 6750 Millbrook Road

City/State/Zip: Remus, MI 49340

Telephone Number: (800) 952-0178

E-mail Address: brendalint@banditchippers.com

Authorized Signature: *Craig Davis*

Authorized Name (printed): Craig Davis

Title: Sales Manager

Date: 4/29/19

Notarized

Subscribed and sworn to before me this 29 day of April, 20 19

Notary Public in and for the County of Isabella State of MI

My commission expires: 07/2025

Signature: *Susan Alexander*



Form P

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: BANDIT INDUSTRIES, INC.

Questionnaire completed by: BRENDA LINT

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)? **Our payment terms are net 30 days.**
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

We offer several financing options including: BB&T Equipment Finance, Wells Fargo, National Cooperative Leasing, and US Bank. We understand that providing a lease to own option for municipalities is helpful if they do not have the full amount in their budgets for this type of equipment as it can be quite expensive.

Kathy Edwards is our Financing Manager and works closely with our sales reps and dealers to provide financing solutions for our customers.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Once awarded, our approved Sourcewell pricing will be added to our on-line quoting/ordering system for the sales rep and dealers to access and provide a quotation to the customer. When the customer has approved the quotation and a PO is issued, our dealer will submit the order. All the orders processed through this on-line ordering system can be traced and reported on making it easy for us to pull the Sourcewell sales. If the customer is in an area handled by Bandit direct, our sales representative will submit the order through this same ordering system.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

We do not accept the p-card at this time.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Our detailed warranty structure and procedures are attached and include the process for filing a warranty claim, who to contact for warranty information and the warranty guidelines for each product line. The warranty process will be handled through the local dealer for that area. Direct customers can call our warranty department to start the process.

- Do your warranties cover all products, parts, and labor?
Parts only and labor is pad on a case by case basis.
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
Yes – 6 months or 1,000 hours – whichever comes first.
 - Do your warranties cover the expense of technicians’ travel time and mileage to perform warranty repairs?
Only if approved prior by the warranty or service department.
 - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?
We will provide warranty repair in all areas.
 - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?
We recently changed our policy to better support our customers. We will handle all of the warranty claims for other OEM components so the customer will only have to deal with one person. We facilitate the warranty however the repairs and warranty decisions are still made by the OEM.
 - What are your proposed exchange and return programs and policies?
This is not a standard practice for us to return or exchange equipment. There have been cases where we have replaced or exchanged a machine for the customer after we had exhausted all other possible means of repairing the machine.
- 6) Describe any service contract options for the items included in your proposal.
We do not offer a service contract at this time. Our factory-trained servicemen are available to provide paid service work at our daily operating rate of \$135.00 per hour.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.
We are offering our complete line of whole tree chippers , Beast Recyclers horizontal grinders, Track Carriers for land clearing operations with forestry mower and stump grinder attachments, Arjes Shredders and Pronar trommel screens and stacking conveyors.
A brochure of our product line is attached.
- 8) 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. (Keep in mind that reasonable price and product adjustments can be made

during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

There are individual price sheets for each model offered in this proposal. Each price sheet lists the standard items included with each model with the base price of the machine. It then lists the optional items - for example: paint color, engine package, heavier feed systems, longer infeed conveyors, and loader options. After the customer has made the choices of power unit and any additional options from the list prices, they will receive a 12% discount from the total for a single purchase or a 15% discount if three or more units are ordered.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Members will receive a 12% discount for a single unit or 15% discount for ordering three or more units from list prices.

- 10) The pricing offered in this proposal is

- _____ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- _____ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ___XX___ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- _____ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Members will receive a 15% discount from list prices if three or more units are ordered.

- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. 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.

Does not apply to our proposal.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Does not apply to our proposal.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Freight charges are additional. We do not inflate shipping costs for our dealers or customers. We receive a freight quote from several carriers, choose the most economical one and pass that on to the member. There may be an additional pre-delivery inspection fee at the discretion of the dealer. We do not support gouging for this fee and if the member feels they are being over-charged, it should be reported to Bandit.

If the machine is sold to a member supported by one of our dealers, the machine will be delivered to the dealer for pre-delivery inspection and then shipped to the customer. In some cases, the machine may ship direct to the customer. Either way, a free start-up training is provided going

through the maintenance, safety and operation of the equipment. In most cases, the dealer works with our start-up crew to provide the start-up training for the customer.

If the machine is sold direct from Bandit, we will go through the same procedure for the freight quotes, deliver the machine to the customer and provide the free start up training. We do not charge for additional travel expenses.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

The same procedure as above is followed for units sold in Alaska, Hawaii and Canada.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

As mentioned above, we do not inflate our shipping charges for the customer. The freight quote we receive is the price that is passed on to the customer. Customers are welcome to pick the units up or use their own shipping companies if they choose. We do not have a standard shipping fee for this type of equipment because size and tolls and permits needed vary by state.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

All of the orders that come in through the Sourcewell pricing scheme on our on-line ordering system are flagged with a note stating the contract# and the date of the pricing used. I receive copies of these orders and can verify it matches the latest pricing scheme submitted to Sourcewell. At the end of the quarter, I compile all of the Sourcewell orders and report them.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Our administrative fee is 1% of the sale.

Industry-Specific Questions

- 19) Describe any key designs, processes or innovations that promote or enhance the safety, reduce downtime and simplify the operation of your equipment.

-Patented Beast cuttermill that turns downward working with gravity reducing vibration and allows for lower owning and operating costs. The downward motion of our cuttermill also reduces the possibility of material being thrown reducing the risk to the operator or workers. Other mills that pound or hammer the material have high risks of material being thrown from the mill during operation.

-Bandit control panel that provides settings, operator manual and diagnostics of the machine.

-Our track carriers with forestry mower or stump grinder attachments feature a ROPS/FOPS certified operator cab.

-Bandit Whole Tree Chippers feature a patented slide box system, solid welded construction and heavy duty components to ensure long life and less downtime.

- 20) Describe any service programs and products that are unique in the marketplace that you or your dealer network offer.

Bandit provides on site service support by our factory trained service personnel. We also have the Bandit Tool Box located on our website that helps guide customers through common maintenance/service procedures.

- 21) Describe the various types of configurations your equipment can be supplied in such as tracked, wheeled, electric, etc.

Almost all of the equipment offered in this proposal is available as towable or self propelled. Along with those options – we also offer gas, diesel or electric power unit options and units with cab and loader options. Our line of Beast Recycler waste reduction machines come with a variety of teeth and screen options allowing the customer to produce the desired size of end product.

As mentioned earlier, all of our equipment is available with a variety of options unique to the customers needs. Shorter or longer discharges, infeed conveyors, paint colors, engines, cuttermills, teeth, screens, gates are all available to choose from. Our dealer and sales representatives are there to help you choose the configuration of each machine that will best fit your operation for high production and low operating costs. We feel the customer should be able to choose

- 22) Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in this Proposal related to fuel efficiency, emission reductions, or other green/sustainability factors.

All of our equipment adheres to the emission standards set forth by the EPA.

- 23) If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

Earlier I provided a chart of the sales by year of our current Sourcewell contract. All of the sales from this contract are able to be tracked by our on-line ordering system and similar charts would be available.

Signature: Brenda Lint Date: 4/29/19