

Region 4 Education Service Center (ESC)

Contract # R211403

for

Warehousing, Material Handling, and Production Support

with

Ruby Industrial Technologies, LLC, a Delaware limited liability company d/b/a Kaman Industrial Technologies

Effective: December 1, 2021

The following documents comprise the executed contract between the Region 4 Education Service Center and Ruby Industrial Technologies, LLC, a Delaware limited liability company d/b/a Kaman Industrial Technologies, effective December 1, 2021:

- I. Vendor Contract and Signature Form
- II. Supplier's Response to the RFP, incorporated by reference

APPENDIX A

CONTRACT

This Contract ("Contract") is made as of December 1, 2021 by and between Ruby Industrial Technologies, LLC, a Delaware limited liability company d/b/a Kaman Industrial Technologies ("Contractor") and Region 4 Education Service Center ("Region 4 ESC") for the purchase of Warehousing, Material Handling, and Production Support ("the products and services").

RECITALS

WHEREAS, Region 4 ESC issued Request for Proposals Number R21-14 for Warehousing, Material Handling, and Production Support ("RFP"), to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract between the Contractor and Region 4 ESC, having its principal place of business at 7145 West Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4 ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies") may purchase products and services at prices indicated in the Contract upon the Public Agency's registration with OMNIA Partners.

1) Term of agreement. The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right to renew the Contract for two (2) additional one-year periods or portions thereof. Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five days' (365) notice to Region 4 ESC. Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement.

The anticipated full term of the contract is five (5) years. The Contractor shall have the right to enter local "service" agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the

CONTRACT

expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any tasks or project agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

- 2) Scope: Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.
- 3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).
- 4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:
 - i. This Contract
 - ii. Offeror's Best and Final Offer
 - iii. Offeror's proposal
 - iv. RFP and any addenda
- 5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.
- 6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. A change of ownership or control shall not constitute an assignment of this Contract, but Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).
- 8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must agree to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party (other than a new owner as permitted in Section 7 above) and if Region 4 ESC fails to agree then Region 4 ESC may terminate the Contract consistent with Section 11(e) below). A change of name agreement will not change the contractual obligations of Contractor.
- 9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.
- 10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.

11) TERMINATION OF CONTRACT

- a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period. Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any material obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:
- i. Providing material that does not meet the specifications of the Contract;
 - ii. Providing work or material was not awarded under the Contract;
 - iii. Failing to adequately perform the services set forth in the scope of work and specifications;
 - iv. Failing to complete required work or furnish required materials by contractual deadlines;
 - v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
 - vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

- b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract and fails to cure such default within ten (10) days of receipt of a notice of default from Region 4 ESC, Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor under the contract will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.
- c) Delivery/Service Failures. Failure to deliver goods or services within the agreed to time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market due to Contractor's failure to perform, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for the difference between the cost of cover and the contract price.
- d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the

United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, delays or failures in delivery from carriers or suppliers; or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

- e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.
- 12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.
- 13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.
- 14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order or as otherwise mutually agreed upon. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing. "Conforming product" shall mean product normally inventoried at Contractor's distribution centers or serving branch. Region 4 ESC will be responsible for all expedited delivery, special orders, truck shipments and shipments of non-standard stocked product, and non-standard parcel delivery.
- 15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.
- 16) Payments. Payment shall be made net 30 days after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation,

or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.

Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.

- 18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for one (1) year from the time such purchases are made. Region 4 ESC may not exercise its right more than once in any calendar year, and the lookback period shall be limited to the previous 12 months. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense upon reasonable notice to Contractor and during normal business hours. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct a reasonable audit limited to Contractor's sales and pricing under this Agreement at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm in which case the auditor's compensation shall not be contingent, in whole or in part, upon the outcome of the audit. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.
- 19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model and pricing shall be mutually agreed upon.
- 20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be subject to the percentage discount for the applicable products category. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.
- 21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 22) Warranty Conditions. Subject to manufacturer's terms and conditions, all supplies, equipment and services shall include any applicable manufacturer's minimum standard warranty unless

otherwise agreed to in writing. CONTRACTOR MAKES NO WARRANTY, EXPRESS OR IMPLIED, OTHER THAN THE WARRANTIES EXPRESSLY PROVIDED IN THIS SECTION, ALL OTHER WARRANTIES, INCLUDING WITHOUT LIMITATION WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE HEREBY EXPRESSLY REJECTED AND DISCLAIMED.

- 23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.
- 24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.
- 25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.
- 26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.
- 27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.
- 28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.
- 29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the

Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.

- 30) Indemnity. Subject to the limitations contained herein, Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all third party claims, damages, losses and reasonable out-of-pocket expenses to the extent arising out of or resulting from the negligent actions of the Contractor or Contractor employees in the preparation of the solicitation and the later execution of the Contract (except to the extent such third party claim is attributable to the negligence or willful misconduct of Region 4 ESC or any party seeking indemnification hereunder). Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.
- 31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.
- 32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.
- 33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.
- 34) Limitation of Liability. Notwithstanding anything to the contrary in this Agreement, Purchase Order, or any other sale under this Agreement, Contractor's liability on any claim for loss or damage arising out of this Agreement or from the performance or breach thereof, or connected with any materials and/or services supplied hereunder, whether based on contract, warranty, tort (including negligence) or other grounds, shall not exceed the limits and coverage of the applicable insurance policies specified in the required certificates of insurance, regardless of cause or fault. Contractor shall not in any event be liable whether as a result of breach of contract, warranty, tort (including negligence) or other grounds for incidental, special or consequential damages. If Contractor furnishes Region 4 ESC with advice or other assistance regarding any products or services supplied hereunder, or any system or equipment in which any such products may be installed, the furnishing of the advice or assistance will not subject Contractor to any liability, whether based on contract, warranty, tort (including negligence) or other grounds.

OFFER AND CONTRACT SIGNATURE FORM

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name	Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)
Address	1 Vision Way
City/State/Zip	Bloomfield, CT 06002
Telephone No.	(440) 787-1827
Email Address	Mark.Stoneburner@KDGcorp.com
Printed Name	Mark Stoneburner
Title	Executive VP & General Manager
Authorized signature	<i>Mark Stoneburner</i>

Accepted by Region 4 ESC:

Contract No. R211403

Initial Contract Term 12/01/2021 to 11/30/2024

Margaret S. Bass 10/26/2021
Region 4 ESC Authorized Board Member Date

Margaret S. Bass
Print Name

Linda F. Tinnerman 10/26/2021
Region 4 ESC Authorized Board Member Date

Linda F. Tinnerman
Print Name

Solicitation Number 21-14
Region 4 Education Service Center (“ESC”)
Request for Proposal
For
Warehousing, Material Handling, and
Production Support

Submitted by: Kaman Industrial Technologies

Date: August 31, 2021

**Tab 1 – Draft Contract and Offer
and Contract Signature Form
(Appendix A) & Terms and
Conditions Acceptance Form
(Appendix B)**

Draft Contract and Offer and Contract Signature Form A

(Appendix A)

APPENDIX A

DRAFT CONTRACT

This Contract ("Contract") is made as of _____, 202X by and between _____ ("Contractor") and Region 4 Education Service Center ("Region 4 ESC") for the purchase of _____ ("the products and services").

RECITALS

WHEREAS, Region 4 ESC issued Request for Proposals Number R _____ for _____ ("RFP"), to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract between the Contractor and Region 4 ESC, having its principal place of business at 7145 West Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4 ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies") may purchase products and services at prices indicated in the Contract upon the Public Agency's registration with OMNIA Partners.

- 1) **Term of agreement.** The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right to renew the Contract for two (2) additional one-year periods or portions thereof. Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent to renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five (365) days' notice to Region 4 ESC. Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement.

The anticipated full term of the contract is five (5) years. The Contractor shall have the right to enter local "service" agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any tasks or project agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

- 2) Scope: Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.
- 3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).
- 4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:
 - i. This Contract
 - ii. Offeror's Best and Final Offer
 - iii. Offeror's proposal
 - iv. RFP and any addenda
- 5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.
- 6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).
- 8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party. A change of name agreement will not change the contractual obligations of Contractor.
- 9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.
- 10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.

11) TERMINATION OF CONTRACT

- a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period. Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:
- i. Providing material that does not meet the specifications of the Contract;
 - ii. Providing work or material was not awarded under the Contract;
 - iii. Failing to adequately perform the services set forth in the scope of work and specifications;
 - iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
 - v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
 - vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

- b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.
- c) Delivery/Service Failures. Failure to deliver goods or services within the time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred.
- d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch. The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

- e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.
- 12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.
- 13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.
- 14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.
- 16) Payments. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.

Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.

- 18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to

conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.

- 19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.
- 21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 22) Warranty Conditions. All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.
- 24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.
- 25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.
- 26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of

workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

- 27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.
- 28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.
- 29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.
- 30) Indemnity. Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.
- 31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.
- 32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.
- 33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.

OFFER AND CONTRACT SIGNATURE FORM

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name	-	Ruby Industrial Technologies LLC (d/b/a Kaman Industrial Technologies)
Address	-	1 Vision Way
City/State/Zip	-	Bloomfield, CT 06002
Telephone No.	-	(440) 787-1827
Email Address	-	Mark.Stoneburner@KDGcorp.com
Printed Name	-	Mark Stoneburner
Title	-	Executive VP & General Manager
Authorized signature	-	<i>Mark Stoneburner</i>

Accepted by Region 4 ESC:

Contract No. _____

Initial Contract Term _____ to _____

_____ Date

_____ Date

Print Name

Appendix B

TERMS & CONDITIONS ACCEPTANCE FORM

Signature on the Offer and Contract Signature form certifies complete acceptance of the terms and conditions in this solicitation and draft Contract except as noted below with proposed substitute language (additional pages may be attached, if necessary). The provisions of the RFP cannot be modified without the express written approval of Region 4 ESC. If a proposal is returned with modifications to the draft Contract provisions that are not expressly approved in writing by Region 4 ESC, the Contract provisions contained in the RFP shall prevail.

Check one of the following responses:

- Offeror takes no exceptions to the terms and conditions of the RFP and draft Contract. (*Note:*

If none are listed below, it is understood that no exceptions/deviations are taken.)

- Offeror takes the following exceptions to the RFP and draft Contract. All exceptions must be clearly explained, reference the corresponding term to which Offeror is taking exception and clearly state any proposed modified language, proposed additional terms to the RFP and draft Contract must be included:

(Note: Unacceptable exceptions may remove Offeror's proposal from consideration for award. Region 4 ESC shall be the sole judge on the acceptance of exceptions and modifications and the decision shall be final.

If an offer is made with modifications to the contract provisions that are not expressly approved in writing, the contract provisions contained in the RFP shall prevail.)

Section/Page	Term, Condition, or Specification	Exception/Proposed Modification	Accepted (For Region 4 ESC's use)
Appendix A § 7	Assignment of Contract	*** A change of ownership or control shall not constitute an assignment of this Contract, but Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).	Accept
Appendix A § 8	Novation	If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must agree guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party (other than a new owner as permitted in Section 7 above) and if Region 4 ESC fails to agree then Region 4 ESC may terminate the Contract consistent with Section 11(e) below. ***	Accept

Section/Page	Term, Condition, or Specification	Exception/Proposed Modification	Accepted (For Region 4 ESC's use)
Appendix A § 11(a)	Termination of Contract	* * * Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any material obligation, term or condition of the contract. * * * iv. Failing to complete required work or furnish required materials within a reasonable amount of time by contractual deadlines ; * * *	Accept
Appendix A § 11(b)	Termination of Contract	If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract and fails to cure such default within ten (10) days of receipt of a notice of default from Region 4 ESC , Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor under the contract will become the property of the Region 4 ESC. * * *	Accept
Appendix A § 11(c)	Termination of Contract	Failure to deliver goods or services within the agreed to time specified , * * * In the event Region 4 ESC must purchase in an open market due to Contractor's failure to perform , Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred the difference between the cost of cover and the contract price .	Accept
Appendix A § 11(d)	Termination of Contract	* * * The term Force Majeure as employed herein, shall mean acts of God * * * delays or failures in delivery from carriers or suppliers ; or other causes not reasonably within the control of the party claiming such inability.* * *	Accept
Appendix A § 14	Delivery	Conforming product shall be shipped within 7 days of receipt of Purchase Order or as otherwise mutually agreed upon . * * * "Conforming product" shall mean product normally inventoried at Contractor's distribution centers or servicing branch. Region 4 ESC will be responsible for all expedited delivery, special orders, truck shipments and shipments of non-standard stocked product, and non-standard parcel delivery .	Accept
Appendix A § 16	Payments	Payment shall be made net 30 days after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.	Accept
Appendix A § 17	Price Adjustments	Should it become necessary or proper d uring the term of this Contract, the Firm Price Catalog will be updated every 12 months, which may to make any change in design or any alterations that will increase or decrease price, and Region 4 ESC must be notified immediately . will be notified at least 60 days prior to any adjustment . * * *	Does Not Accept

Section/Page	Term, Condition, or Specification	Exception/Proposed Modification	Accepted (For Region 4 ESC's use)
Appendix A § 18	Audit Rights	<p>* * * Region 4 ESC reserves the right to audit the accounting for a period of one (1) year three (3) years from the time such purchases are made. Region 4 ESC may not exercise its right more than once in any calendar year, and the lookback period shall be limited to the previous 12 months. * * * Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense upon reasonable notice to Contractor and during normal business hours. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct a reasonable an extensive audit limited to of Contractor's sales and pricing under this Agreement at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third- party auditing firm in which case the auditor's compensation shall not be contingent, in whole or in part, upon the outcome of the audit. * * *</p>	Accept
Appendix A § 19	Discontinued Products	<p>If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model pricing shall be mutually agreed upon.</p>	Accept
Appendix A § 20	New Products/Services	<p>* * * Pricing shall be subject equivalent to the percentage discount for other the applicable products category. * * *</p>	Accept
Appendix A § 22	Warranty Conditions	<p>Subject to manufacturer's terms and conditions, all supplies, equipment and services shall include any applicable manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing. CONTRACTOR MAKES NO WARRANTY, EXPRESS OR IMPLIED, OTHER THAN THE WARRANTIES EXPRESSLY PROVIDED IN THIS SECTION, ALL OTHER WARRANTIES, INCLUDING WITHOUT LIMITATION WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ARE HEREBY EXPRESSLY REJECTED AND DISCLAIMED.</p>	Accept
Appendix A § 30	Indemnity	<p>Subject to the limitations contained herein, Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all third party claims, damages, losses and reasonable out-of-pocket expenses to the extent arising out of or resulting from the negligent actions of the Contractor or Contractor</p>	Accept

Section/Page	Term, Condition, or Specification	Exception/Proposed Modification	Accepted (For Region 4 ESC's use)
		employees or subcontractors in the preparation of the solicitation and the later execution of the Contract (except to the extent such third party claim is attributable to the negligence or willful misconduct of Region 4 ESC or any party seeking indemnification hereunder). * * *	
Insert Appendix A § 34	Limitation of Liability	Limitation of Liability. Notwithstanding anything to the contrary in this Agreement, Purchase Order, or any other sale under this Agreement, Contractor's liability on any claim for loss or damage arising out of this Agreement or from the performance or breach thereof, or connected with any materials and/or services supplied hereunder, whether based on contract, warranty, tort (including negligence) or other grounds, shall not exceed the limits and coverage of the applicable insurance policies specified in the required certificates of insurance, regardless of cause or fault. Contractor shall not in any event be liable whether as a result of breach of contract, warranty, tort (including negligence) or other grounds for incidental, special or consequential damages. If Contractor furnishes Region 4 ESC with advice or other assistance regarding any products or services supplied hereunder, or any system or equipment in which any such products may be installed, the furnishing of the advice or assistance will not subject Contractor to any liability, whether based on contract, warranty, tort (including negligence) or other grounds.	Accept
Appendix D, Ex. B	Omnia Partners Administration Agreement	Ruby Industrial Technologies, LLC's markup of the Administration Agreement is included in the bid submission.	Acknowledge

Solicitation Number 21-14
Region 4 Education Service Center (“ESC”)
Request for Proposal
For
Warehousing, Material Handling, and
Production Support

Submitted by: Kaman Industrial Technologies

Date: August 31, 2021

Tab 2 – Products and Pricing

Products/Pricing

PRODUCTS AND/OR SERVICES

Offerors should have a strong presence in the warehousing, material handling, and/or production support industry. Items covered under this Scope of Work could include but are not limited to:

1. **TRANSPORTATION EQUIPMENT, LIFTS, AND ATTACHMENTS:** Pallet trucks, fork lifts and attachments, hoists, tilt trucks, lift stands and positioning or unit load equipment, dock and truck equipment, vehicle lifts (two post, four post, multi-post runway, scissors, etc.), platform lifts (inground, moveable, and/or mobile), transportation related carts, security trucks, maintenance equipment, support equipment, and other transportation or related equipment products and/or services.
2. **STORAGE PRODUCTS AND SOLUTIONS:** Bulk shelving, storage cabinets, lockers, pallet and other racks, battery containers, shipping and storage containers, bins, storage carts and equipment, and related storage products and/or services.
3. **PRODUCTS, PARTS, TOOLS, AND OTHER EQUIPMENT:** Bearings, springs, fusing products, spare equipment and other parts, gears, pulleys, belt and chain drives, brakes, warehouse and garage equipment (parts washers, vehicle wash systems, wheel balancers, brake lathes, etc.), electronic shop equipment and tools, diagnostic equipment, welding equipment and tools, spill containment platforms, rotary drums, and other products and/or parts.
4. **FLUID POWER AND AUTOMATION PRODUCTS AND SOLUTIONS:** Power transmission components, gear boxes, motors, safety controls, AC and DC drives, electronic repair, bulk handling and conveyors, carriages, pneumatic equipment and tools, hydraulic equipment and tools, and other fluid power and automation products and/or services.
5. **OTHER PRODUCTS, SERVICES, AND PROGRAMS:** Other value-add products and services not included in above categories.

Products

Please review the following pages for a high-level overview of Kaman Industrial Technologies' Products & Services offering

Bearings

Capabilities

As one of North America's largest sources for bearings, Kaman Industrial Technologies (KIT) offers a wide range of solutions to meet your facility's needs, whatever your strategic objectives. Our bearing specialists are committed to working with you to minimize downtime, improve operating efficiency and reduce your total cost of ownership.

KIT's bearing capabilities include:

- Comprehensive offering of sizes, configurations and materials
- Extensive inventory for immediate delivery
- Application troubleshooting, failure analysis, condition monitoring and training
- Bearing remanufacturing and spindle repair
- Local expertise backed by application experts

Comprehensive Offering

We carry a wide range of bearings, from general purpose to high-performance products. Our catalog includes a comprehensive assortment of configurations – including ball, linear, cylindrical, spherical and tapered roll, needle, plain and mounted bearings—available in a broad selection of sizes and materials.

Specialized Services

KIT's full range of bearing-related support services will help keep your critical components at peak performance. Prevent breakdowns and minimize unscheduled downtime with our condition monitoring products and programs. We can also repair

or recondition damaged components to prolong bearing life while saving you money

Inventory/Install-Based Management

Maximize the return on your most valuable capital assets with our programs to manage your storeroom and installed bearings. Kaman Industrial Technologies will work with you to audit your existing inventory, standardize components, eliminate duplicates and streamline sourcing.



Bearings

Product Listing

Ball Bearings

Agricultural
Angular Contact
Cartridge
Ceramic Hybrid
Conrad Type
Corrosion Resistant /
Stainless Steel
Deep Groove
Double Row
Flanged
Full Complement
Instrument
ISO Class
Linear
Machine Tool / Spindle
Miniature
Molded Plastic / Polymer
Self-Aligning
Super Precision
Thin Section
Thrust Unground

Mounted Units

Babbitt
Ball
Bronze
Cartridge
Ceramic
Corrosion Resistant /
Stainless Steel
Flanged
Graphite
High Temperature
Hydrodynamic
Nonmetallic
Pillow Block
Pilot Flange
Plummer Block

Pressed Steel
Roller
Sleeve
Spherical
Split Housing
Split Roller
Take Up & Frames
Tapered Roller

Roller Bearings

Cam Followers
Cylindrical
Journal
Needle
Needle Clutch
Machine Tool Precision
Roller Clutch
Roll Neck
Spherical
Tapered
Thrust
Track Roller

Sleeve Bearings

Bronze
Babbitt
Graphite
Non-Metallic / Polymer
Oil Impregnated
Powdered Iron
Sintered Bronze
Spherical Plain Bushings
Wear Plates

Special & Others

Ball Transfers
Conveyor Roll
Rod Ends

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Power Transmission

Capabilities

- Comprehensive catalog of premium and general purpose power transmission products in a variety of sizes, configurations and materials
- Extensive inventory for immediate delivery
- Application troubleshooting and failure analysis
- Custom solutions, including system design, belt fabrication and machined or configured components

Comprehensive Offering

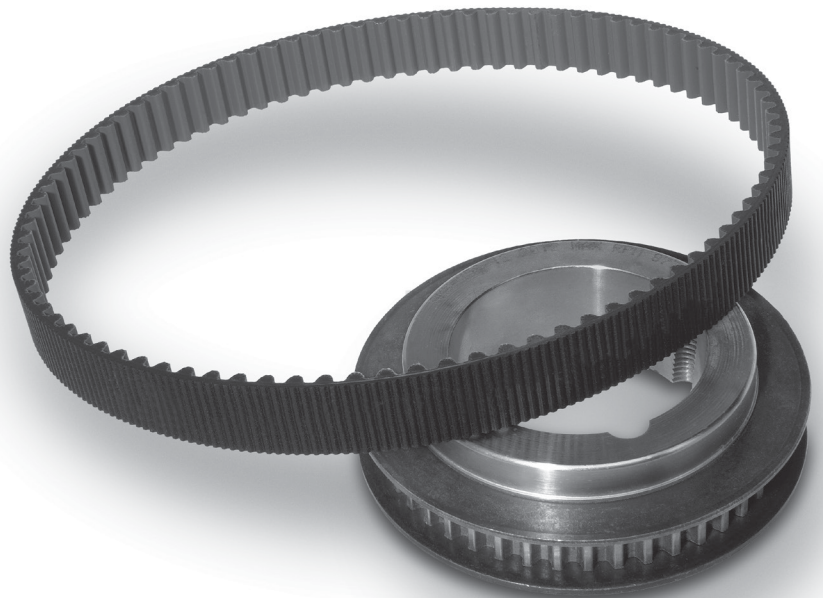
Kaman Industrial Technologies (KIT) carries a comprehensive assortment of belt drives, chain drives, clutches, brakes, couplings, speed reducers, sheaves, pulleys and sprockets available in a broad selection of configurations, sizes materials.

Immediate Availability

With one of the largest inventories of power transmission products in North America, KIT can get you the components you need to get your facility back up and running fast. We stock the most critical items at a location nearest you, with immediate access to our full catalog and our suppliers' inventory.

Customized Solutions

Our network of service shops allows us to customize off-the-shelf components to meet your exact specifications. Our belt shops offer custom fabrication, installation and repair services for lightweight and heavy-duty belting. Kaman Industrial Technologies' assembly centers can design systems, modify components, produce custom assemblies and repair/rebuild speed reducers.



Power Transmission

Product Listing

Belt Drives

Flat
Metric Micro V
Multiple Banded
Synchronous Timing
V-Belt

Chain Drives

Attachment / Conveyor
Engineering Class
Nonmetallic
Roller, ANSI / British
Standard / Metric
Silent / HV
Stainless
Table Top

Clutches & Brakes

Backstop
Electric
Fail Safe
Hydraulic
Magnetic
Mechanical
Pneumatic
Tension Control
Torque Limiters
Wrap Spring

Couplings

Chain
Disc
Elastomer
Fluid
Gear
Grid
Jaw
Magnetic

Gears

Bevel/Spiral Bevel
Helical
Hypoid
Miter
Nonmetallic
Racks
Spur

Mechanical

Adjustable Drives
Hydrostatic
Traction Drive Ball / Disc
Variable Pitch Belt

Mounting Bushings

Keyless Locking Devices
QD
Taper lock
Split Taper Style

Sheaves / Pulleys

Fractional Horsepower
V-Belt (FHP)
Heavy Duty V-belt
High Torque
Synchronous Idler
Timing Belt

Speed Reducers

Bevel / Spiral Bevel
Cycloidal
Helical
In-line
Miter
Parallel Shaft
Planetary
Precision Servo
Right Angle
Shaft Mount
Worm

Sprockets

Conveyor Chain
Engineering Class
Plain & Finished Bore
QD
Roller Chain
Shear Pin/Fully Split
Silent Chain
Split Tapered Bushing
Taper lock

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Electrical & Automation

Capabilities

As one of North America's largest sources for electrical and automation products, Kaman Industrial Technologies (KIT) offers a wide range of solutions to meet your facility's needs. Our staff of trained professionals and specialists are committed to working with you to minimize downtime, improve operating efficiency and reduce your total cost of ownership.

KIT's electrical and automation capabilities include:

- Comprehensive catalog with best-in-class components in every product category
- Value-added design, engineering, build and integration services
- Energy management solutions at the component and operations level
- Local expertise backed by product and application experts, designers, engineers and programmers

Comprehensive Offering

We carry an extensive selection of electrical and automation components, from standard-duty to best in class, high-performance products. Our comprehensive product line includes AC/DC motors, AC/DC adjustable clutches, speed drives, clutches, brakes, electronic controls, sensors, machine safety, factory automation and a complete motion control offering.

Integrated Solutions

Through our Automation division and network of service centers, we offer a complete range of integrated solutions to maximize machine performance, reduce downtime and increase efficiency. Our comprehensive portfolio includes value added design, engineering, build and integration services for motor control, automation and machine safety systems.

Energy Management Services

Reducing energy costs in the areas of electricity, fuel, compressed air and steam is the leading driver of manufacturing efficiency worldwide and Kaman Industrial Technologies is committed to helping you develop a comprehensive energy strategy. Our energy specialists will work with you to upgrade equipment at the component and controls level to reduce life cycle costs, convert equipment to "on-demand" operation and optimize the entire system.



Electrical & Automation

Product Listing

AC & DC Drives
 DC PWM & Digital
 High Performance
 Micro Sub Micro
 Multipurpose
 Pump and Fan Systems
 Regenerative Packages

AC & DC Motors
 Aggregate Duty
 Brake
 Brushless
 Explosion Proof
 Gear motors
 General Purpose
 High Torque
 IEC Metric
 IIEEE841
 Inverter / Vector Duty
 Mill & Chem Duty
 Permanent Magnet
 Severe Duty
 Stainless Steel
 Wash-down
 Synchronous
 Wound Field

Automation
 Automation Software
 Encoders & Resolvers
 HMIs & Touch Screens
 Motion Controllers
 Programmable Logic
 Controllers (PLC)
 Vision Systems

Clutches & Brakes
 C-Face / Foot Mount
 Clutch Brake Controls
 Spring Set Electrical
 Release / Fail Safe
 Tension Control
 Torque Limiters
 Wrap Spring

Control & Signaling
 Counters & Timers
 Feedback & Measurement
 Line Transformers
 Reactors Operator
 Pendants
 Panel Meters & Displays
 Power Supplies
 Push Buttons
 Relays & Sockets
 Stack & Signal Lights
 Temperature & Process
 Controllers
 Wireless Push Buttons

Machine Safety
 Controllers
 Interlocks
 Light Curtains
 Limit Switches
 Mats
 PLCs
 Relays
 Rope Pulls

Motion Control
 Amplifiers
 Linear Motors
 Servo Drives & Motors
 Stepper Drives & Motors

Motor Accessories
 Motor Adapter Kits
 Motor Bases / Rails
 Servos & Steppers

Motor Starters
 Electronic Soft Start
 IEC Contactors
 Reduced Voltage

Sensors & Switches
 Limit Switches,
 Including Wireless
 Photo Electric Sensors
 Proximity Sensors
 Regulators
 Transducers

Support Services

AC/DC Custom Drive
 Packages
 Automation Control
 Retrofit & Upgrade Solutions
 CAD Generated Drawings
 Control Systems Integration
 Design Build & Programming
 Energy Efficiency Audits
 Engineered Drives
 Integration Hydraulic &
 Pneumatic
 Control Integration Motor
 / Solid State
 Reduced Voltage Starters
 Motor Control Systems
 Integration
 Board Repair Services Wiring
 Harnesses /Cable Assemblies

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

KAMAN

Industrial Technologies

Gearing

Capabilities

- Comprehensive catalog of gears, reducers and gearing and accessories in a variety of sizes and configurations
- Made-to-order gear assembly with same-day service
- Application troubleshooting and failure analysis
- Condition monitoring, maintenance and repair services
- Local expertise backed by in-house gearing and application specialists

Comprehensive Offering

Kaman Industrial Technologies (KIT) carries a wide selection of gears, speed reducers, and gearing accessories from the industry's best-known manufacturers. Our catalog includes a comprehensive assortment of configurations—including helical, bevel, hypoidal, worm, planetary, cycloidal and spur available in a wide range of sizes.

Gearing Assembly

Our network of service shops offers gear reducer and gear motor assembly, with same-day service available. KIT's highly trained specialists will assemble components from our extensive inventory to meet your exact specifications, even for outdated gearboxes that are no longer in production. We can also deliver made-to-order products using proprietary or custom gear designs, as well as work with you to match gearing designs to your machine requirements.

In-house Expertise

Our locations are staffed to provide technical advice and troubleshooting, backed by KIT's in-house product and application experts. Your local account manager will work with you to determine the best solution for each application, given your performance objectives and priorities. Whether your goal is to improve reliability, minimize maintenance or save energy.

Specialized Services

In addition to gearing assembly, Kaman Industrial Technologies offers a full range of support services to keep these critical components at peak performance. Our condition monitoring tools can help prevent breakdowns and minimize unscheduled downtime. We offer customized training on product installation, predictive maintenance and condition monitoring.



Gearing

Product Listing

Gearing Accessories

Backstopping Clutches
Cooling Fans
Motor Mounts
Mounting Bases

Gearing Services

Gearbox Rebuild
Gear Reconditioning
Gearbox Condition
Monitoring
Gearbox Repair
Gear Drive Design
Gear Drive Package

Gears

Bevel
Helical
Hypoid
Made-to-order
Miter
Nonmetallic
Planetary
Racks
Spiral Bevel
Spur
Worm

Mechanical

Adjustable Drives
Hydrostatic
Traction Drive Ball/Disc
Variable Pitch Belt

Speed Reducers

Bevel
C-Face
Cycloidal
Helical
Helical-bevel
Hypoid
In-Line
Miter
Parallel Shaft
Planetary
Precision
Right Angle
Servo Duty
Shaft Mount
Spiral Bevel
Spur
Worm

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Hose & Fittings

Capabilities

- Comprehensive catalog of hoses and fittings for general purpose and specialized applications, including air, water, food, high-pressure, hydraulic, chemical, petroleum, steam, suction and bulk transfer
- Full service cut and couple fabrication with same-day service available
- Local expertise backed by in-house product and application specialists

Comprehensive Offering

Kaman Industrial Technologies (KIT) carries a wide selection of hydraulic and industrial transfer hoses from the industry's best-known manufacturers, with premium and value priced options to meet all of your requirements. We offer a comprehensive assortment of diameters and materials—including rubber, PVC, Teflon, metal and plastic – for general-purpose and high-pressure applications. We stock an extensive range of fittings for standard and special applications, including adapters, quick couplers and push-to-connect fittings.

Certified Quality

KIT is part of a hose assembly network verified by Underwriters Laboratories, Inc. (UL) to deliver products that meet the highest standard for quality, reliability, consistency and safety. We offer a comprehensive portfolio of hose and fittings products, backed by a network of certified technicians, fluid power shops and one of the largest networks of service locations.

Full-service Fabrication

We offer a full range of fabrication services such as coupled assemblies, external crimping, hydrostatic pressure testing and more, to meet your exact specifications. Our fabrication centers keep an extensive selection of market-specific products in stock, allowing us to turn your order around quickly — including same-day service for many items. Kaman Industrial Technologies also offers kitting to help you simplify maintenance, speed changeovers and improve operational efficiency



Hose & Fittings

Product Listing

Couplings

- Cam & Groove
- Combination Nipples
- Compression
- Dry Disconnect
- Hydraulic
- Sanitary
- Steam Ground Joint
- Water Suction & Discharge

Industrial Hose

- Air
- Bulk Transfer
- Chemical
- Composite
- Custom Hand Built
- Ducting
- Food Grade
- PVC
- Rubber Suction, Discharge
- Silicone
- Stainless Steel
- Steam
- Thermoplastic
- Tubing
- Urethane
- Water

Hydraulic Hose

- Customer Assemblies
- Fabric Cover
- Hose Clamps
- Hose Guards
- SAE and DIN
- Spec Hose
- US/ Metric Adapters
- US/ Metric Fitting
- 1 Wire
- 2 Wire
- 3 Wire
- 4 Wire

Metal Hose

- Braided
- Custom Assemblies
- Expansion Joints
- Pump Connector
- Teflon

Hose Accessories

- Adapters
- Clamps
- Nozzles
- Protective Sleeves
- Quick Disconnects
- Reels
- Swivel Joints

Featuring the best names in the business.

			
			
			
			
			AND MANY MORE

Supplier authorizations may vary by location

Over 175 locations across North America.

Hydraulics & Pneumatics

Capabilities

Kaman Industrial Technologies offers a comprehensive portfolio of fluid power components and integrated solutions for air, water, oil and vacuum applications from leading manufacturers.

Kaman Industrial Technologies' (KIT) hydraulic and pneumatic capabilities include:

- Complete line of Parker components and systems
- System design, assembly and cylinder repair
- Hydrostatic testing
- Fluid analysis and other preventative maintenance services
- Compressed air and energy audits
- Hydraulic power units

Comprehensive Offering

We carry a comprehensive assortment of fluid power products, including an extensive portfolio of Parker Hannifin lines. Parker is the world's largest manufacturer of hydraulic and pneumatic components, with premium and value-priced options to meet all of your requirements.

Integrated Solutions

KIT's fully integrated solutions approach goes far beyond supplying components. Working with Parker's network of certified fluid power shops, our fluid power specialists can provide everything from modifying standard components to designing and assembling custom turnkey systems.

Immediate Availability

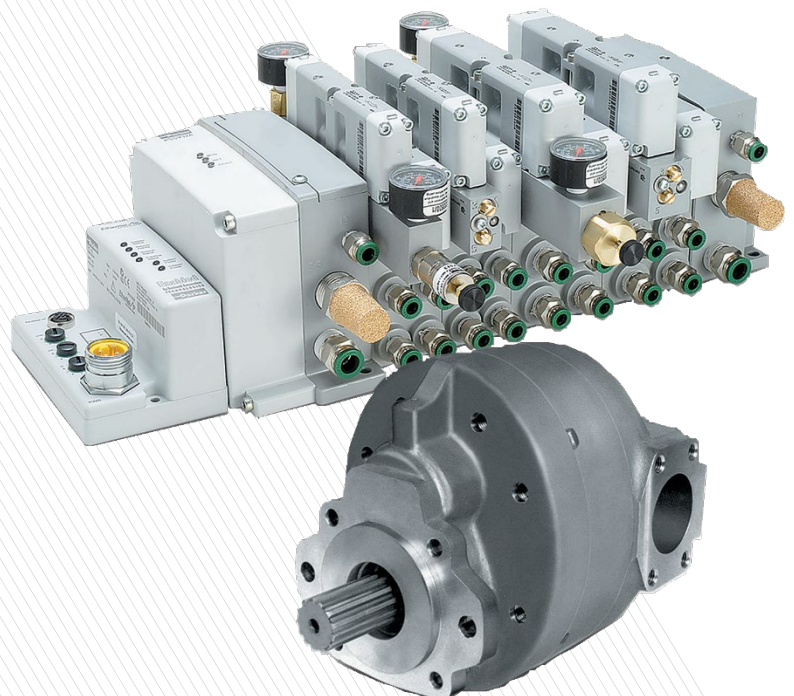
We stock the most critical SKUs at a location close to you, with immediate access to our national network of over 175 locations and distribution centers. Our exceptional logistics network allows us to get the right components to you at the right time.

Energy Management

Whether you are looking to reduce the amount of compressed air your operation uses or trim your total electricity bill, KIT can help. After auditing your key fluid power systems, our energy specialists will work with you to optimize your entire process.

Fluid Analysis

Kaman Industrial Technologies' fluid analysis program gives you an inside look at both the oil and equipment condition— all without disassembly. This preventive tool allows you to identify minor problems before they become major, detect in-process equipment failures, minimize maintenance and extend equipment life.



Hydraulics & Pneumatics

Product Listing

Hydraulic Accessories

Accumulators
Filter Carts / Offline
Filtration Units
Filters
Flow Meters
Gauges
Heat Exchangers
Hose & Fittings
Quick Disconnects
Reservoirs & Reservoir
Accessories

Hydraulic Cylinders

AG & Mobile
Custom
NFPA
Rotary Actuators
Telescopic

Hydraulic Motors

Gear
LSHT Geroler / Gerotor
Piston
Vane

Hydraulic Pumps

Gear
Piston
Vane

Hydraulic Valves

Ball
Cartridge
Directional Control
 »Manual
 »Pilot Operated
 »(Oil & Air)
 »Solenoid Flow
Flow Control
Pressure Control
Proportional
Servo

Lubrication & Fluid Handling

Flow Meters
Fluid Control Handles
& Nozzles
Live Swivels / Rotary
Unions

Multiport Lubrication Systems

Pumps
 »Diaphragm
 »Drum
 »Gear
 »Mag-drive
 »Piston
Valves
 »Ball / Gate
 »Flow / Metering
 Control
 »Pressure Control
 »Solenoid

Pneumatic Accessories

Blow Guns
Compressors
Fittings, Hose & Tubing
Mufflers / Silencers
Quick Exhaust

Pneumatic Air Preparation

Dryers / After
coolers Filters
Lubricators
Regulators

Pneumatic Cylinders

Custom
Low Profile / Compact
NFPA
Rodless Cylinders
Rotary Actuators
Round (Stainless
& Aluminum)

Pneumatic Motors

Piston
Vane

Pneumatic Valves

Ball
Directional Control
Flow & Pressure
Control
Logic

Featuring the best names in the business.

			
			
			
			
			
			AND MANY MORE

Supplier authorizations may vary by location

Over 175 locations across North America

Industrial Supplies

Capabilities

Keep your facility running smoothly while streamlining sourcing with one-stop shopping from Kaman Industrial Technologies (KIT). In addition to being one of North America's largest sources for power transmission and motion control products, We offer a broad selection of everyday shop, maintenance and repair items, from abrasives to power and hand tools and from welding and safety supplies to janitorial equipment.

Our industrial supply capabilities include:

- Comprehensive catalog of brand-name MRO products
- Inventory, tool crib management and purchasing programs to consolidate sourcing and save money
- Just-in-time delivery service

Comprehensive Offering

KIT carries a comprehensive assortment of maintenance and repair products to keep your operation running smoothly and efficiently, including abrasives, taps and dies, drill bits, condition monitoring equipment, hand and power tools, casters, safety equipment, shop supplies, shim stock and janitorial equipment. We carry the brands you know and trust.

Kaman Industrial Technologies Plus MRO Supplies Catalog

With access to over 180,000 MRO products from more than 600 of the world's top manufacturers, our Kaman Industrial Technologies Plus Catalog is your complete source for tools, equipment and related MRO and mill supplies.

Specialized Services

We go far beyond delivering products with seamless, hassle free solutions to streamline maintenance and reduce your total cost of ownership. We offer programs to collect and dispose of hazardous materials, abrasives and grinding wheels. We can also help develop a comprehensive plan for maintenance, rebuilding and reconditioning.

Customized Training

Let us provide your production team with the skills and knowledge they need to reduce downtime and maximize product life. KIT offers customized training on product installation and maintenance, predictive maintenance and root cause failure analysis, using condition monitoring tools as well as lockout/tagout and other safety procedures.



Industrial Supplies

Product Listing

Abrasives &

Cutting Tools Cut-Off Discs Drills & Reamers Flap Discs Grinding Discs Grinding Wheels Maintenance Cutting Tools Production Cutting Tools Sanding & Polishing Saw Blades Surface Finishing Products Taps Tool Holders

Condition

Monitoring

Equipment

Counters Infrared Cameras Leak Detection Probes & Sensors Shock / Pulse Temperature Sensing Vibration Analyzers

Hand & Power Tools

Alignment Devices Bearing Pullers Chucks Hand Tools Hoists Hydraulic Tools Induction Heaters Lubrication Equipment Mounting Tools Pneumatic Tools Power Tools Precision Tools Welding Supplies

Safety Equipment

Earplugs & Earmuffs Eyewash Stations Fall Protection Fire Protection First Aid Gas Monitors Glasses & Goggles Gloves Hardhats & Helmets Harnesses & Lanyards High-visibility Safety Wear Lockout/Tagout Matting Plant Signage & Tapes Respirators & Masks Sorbents Spill Protection & Control Welding Protection

Shop Supplies

Batteries Brushes Casters Flashlights Gasketing Janitorial Equipment Key Stock Ladders Lifting Chains & Slings Metal Stock Paints & Equipment Part Washing Systems Shim Stock Trolley Wheels

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Linear Motion

Capabilities

Kaman Industrial Technologies (KIT) offers a wide range of linear motion solutions to meet your facility's needs. Our staff of trained experts are committed to working with you to design and recommend the best possible solutions for building or rebuilding stages, gantries and systems, from single component to fully automated XYZ systems.

Our linear capabilities include:

- Comprehensive catalog with best-in-class components in all major product categories
- Value-added design, engineering and component customization
- Five strategically located rail cut and assembly located within the United States
- Local expertise backed by product and application specialists

Comprehensive Offering

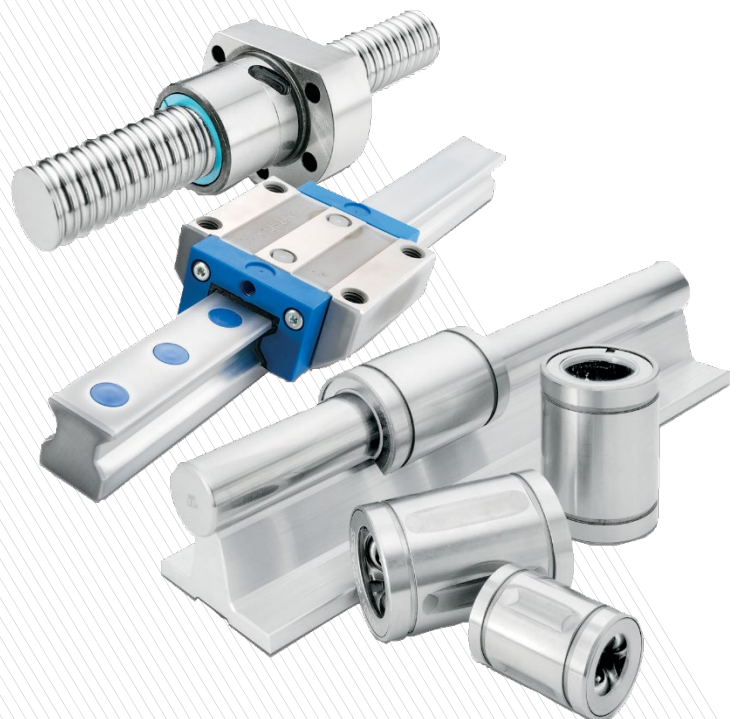
KIT provides an extensive selection of linear components, from standard duty to best in class, high-precision products. Our linear product assortment includes a wide range of ready-to-ship components, rails, carriages, bushings and supports as well as custom subassemblies and a full line of ball screws, servos, steppers and motion controllers to complete the system.

Integrated Solutions

Through our Automation division and our network of service centers, we offer a complete range of integrated solutions to maximize machine performance, reduce downtime and increase efficiency. Our portfolio includes value-added design, engineering and integration services for linear motion systems.

Component Customization

Our service shops' Rapid Rail capabilities provide a full range of customized components and assemblies. Kaman Industrial Technologies' component machining services include: assembly, cut-to-length rail, rail and block machining, machined bearing journals, diameters and grooves, milling keyways, flats and slots, coating and plating, drilling and tapped holes, changing pre-loads, and internal and external threading. Hardened, ground and polished Class L carbon steel shafting is available in sizes of .25" to 2.00" and stocked in random lengths up to 204". Combine shaft and rail orders with our complete line of ball bushings, carriages, pillow blocks and shaft supports for a complete assembled package.



Linear Motion

Product Listing

Components

- Acme Screws
- Actuators
 - »Belt
 - »Screw Ball Bushings
- Ball Bushing Pillow Blocks
- Ball Screws
 - »Rolled
 - »Precision
 - »Ground Ball Splines
- Cross Roller Slides & Guides
- Curved Rail Guides
- Hardened Precision Shafting Linear Actuators
- Linear Slides & Tables
- Machined Shafting/ Screws
- Precision Gear Heads
 - »In-Line
 - »Right Angle
 - »Zero Backlash
- Precision Lead Screws
- Precision Tables Profile Rail
- Profile Rail Carriages & Blocks
- Protective Bellows
- Rodless Cylinders
- Rodless Linear Actuators
- Self-Lubricating Linear Bearing & Pillow Blocks
- Shaft & Rail Assemblies
- Square Rail
- Square Rail Carriages & Blocks
- Tracks / Draw Slides

- VI-GuideTracks & Rollers
- XY Tables

Customized Subsystems & Components

- Guide Rail Assemblies
- Linear Assemblies to Print
- Machined Modifications
- XY Tables

Power & Controls

- Amplifiers
- Encoders / Resolvers
- Light Curtains
- Linear Motors Motion Controllers
- Programmable Logic Controllers
- Programming Sensors
- Servo Motors & Drives
- Stepper Motors & Drives
- Timers & Counters Touch Panels

Precision Couplings

- Beam/Disc
- Helical Jaw
- Metal Bellows
- Offset
- Oldham

Reconditioning &

- Repair Services**
- Ball Screw
- Reconditioning
- Carriage Reloading Servo
- Repair Spindle Repair

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Lubrication & Industrial Chemicals

Capabilities

Extend equipment life and keep your facility running smoothly with industrial chemicals and lubricants from Kaman Industrial Technologies (KIT). As your one-stop source for power transmission, motion control and industrial supply products, we offer a broad selection of chemicals, oils and lubricants to satisfy virtually all of your plant maintenance needs.

KIT's lubrication and industrial chemical capabilities include:

- Comprehensive catalog of lubricants, greases, adhesives, epoxies, coatings, sealants, solvents, cleaners and degreasers
- Wide range of high-performance, sustainable solutions
- Customized training on proper selection and application
- Inventory management and purchasing programs consolidate sourcing and save money

Comprehensive Catalog

We carry a comprehensive assortment of industrial chemicals including special application greases and lubricants, engineered adhesives and epoxies, coatings and sealants, solvents, cleaners and degreasers. Our catalog includes reliable standbys from trusted brands and high-tech solutions for today's tighter tolerances, more extreme operating conditions and regulatory requirements.

Greener Solutions

We are committed to working with you to reduce your environmental impact. From biodegradable lubricants to low-VOC degreasers to solvent-free parts washers, we offer a wide range of solutions that meet strict regulatory requirements without sacrificing performance. Your account

manager can provide expert advice on selecting green chemicals and implementing eco-friendly procedures.

Streamlined Purchasing

Reduce transaction costs and streamline supply chain management by making Kaman Industrial Technologies your single source for power transmission, motion control and industrial supply products. We carry over 4 million product SKUs from over 3,000 brands and our eProcurement tools can help you reduce purchasing costs.



Lubrication & Industrial Chemicals

Product Listing

Chemicals

- Adhesives
- Anti-seize
- Cleaners & Degreasers
- Coatings
- Contact Cleaners
- Corrosion Inhibitors
- De-icers
- Epoxies
- Gasketing
- Leveling Compounds
- Mold Release Agents
- Oils
- Paints & Primers
- Paint Stripping Solution
- Penetrants
- Retaining Compounds
- Rust/Corrosion Protection
- Sealants
- Solvents
- Starting Fluids
- Surface Treatments
- Wearing Compounds

Lubricants

- Anti-Seize Lubricants
- Automatic Lubricators
- Drilling Compounds
- Greases
- High-Temperature Lubricants
- Lubricating Equipment
- Pipe Thread Compounds
- Tapping Fluids

Featuring the best names in the business.

			
			
			
			
			
			
			AND MANY MORE

Supplier authorizations may vary by location

Over 175 locations across North America.

Material Handling

Capabilities

- Comprehensive catalog of conveyors and components, including belting, chain, idlers, pulleys, drives, buckets, elevators, bushings, process equipment and accessories
- Custom solutions, including lightweight and heavy-duty belt fabrication, reducer assembly and system design
- Local expertise backed by in-house product and application specialists

Comprehensive Offering

Kaman Industrial Technologies (KIT) carries an extensive inventory of bulk and unit handling conveyors and components to transport material of any size or consistency. We offer a comprehensive assortment of belting, chain, idlers, pulleys, drives, buckets, elevators, bushings, process equipment and accessories from the industry's best-known manufacturers, with premium, value-priced and specialty options to meet all of your requirements.

Custom Design & Fabrication

KIT offers a full range of custom solutions for belt, bulk handling and conveyor systems, from basic fabrication to full-line engineering. Our fabrication services for lightweight and heavy-duty belts include vulcanizing, lacing, skiving, slitting, cleating and perforation. Our service shops also assemble gear reducers and gear motors, cut and couple hoses, and integrate control panels. KIT can deliver kitted parts, conveyor pulley outfits and other sub-assemblies, as well as entire conveying systems designed by our material-handling specialists.

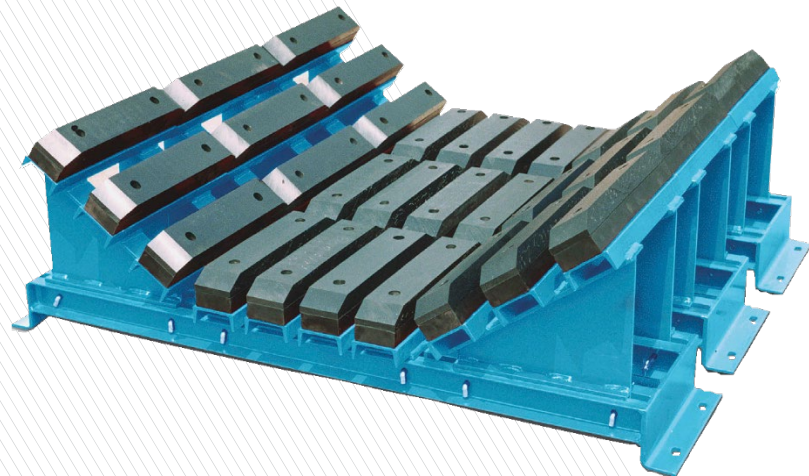
Immediate Availability

With one of the largest inventories of material handling products in North America, we can get you the

components you need to get your facility back up and running the same day or within 24 hours. Our fabrication centers keep an extensive selection of belts and other components in stock, allowing us to turn your custom order around quickly — including same-day service for many items.

On-site Support

Kaman Industrial Technologies offers a full range of on-site support services to keep your facility at peak performance. Our field services include installing belts and entire systems, belt repair and maintenance. We also offer customized training on splicing and crimping, belt tensioning, product installation, predictive maintenance and condition monitoring.



Material Handling

Product Listing

Belting Cleated

- Incline Endless
- Woven Elevator
- European Monofilament
- Food Grade
- Heavyweight
- High Temp Package
- Handling Plastic
- Modular Power
- Turn Round
- Urethane Timing
- Thermoplastic
- Transmission
- Wire

Bulk Conveyors

- Apron
- Belt
- Bucket Elevators
- Drag Chain Flight
- Pneumatic
- Portable
- Reclaimers & Stackers
- Roller
- Scissor Lifts
- Screw
- Slat
- Vibratory

Components

- Ball Transfers
- Belt Cleaners, Plows & Scrapers
- Belt Lacing Buckets
- Casters/Wheels
- Conveyor Hoods Roll
- Idlers
 - »Flat
 - »Return
 - »Troughing
- Elevator Chain
- Impact SliderBoard

- Conveyor Pulleys
- Levelers Magnetic
- Bars Magnetic
- Pulleys Motorized
- Pulleys Rollers & Drives Screen
- Protectors Skirt Board
- Slings
- Take-Up
- Traction Wheels

Industrial Hose

- Composite
- PVC
- Rubber Silicone
- Stainless Steel
- Urethane

Equipment

- Air Locks
- Balers
- Belt Scales Cranes
- Crushers & Shredders
- Grinders
- Hoists
- Mixers
- Screens

Unit Conveyors

- Ball Transfer
- Belt
- Extendible
- Gravity Feed
- Magnetic
- Motorized Roller
- Overhead

Featuring the best names in the business.

Supplier authorizations may vary by location

Over 175 locations across North America.

Process Control & Instrumentation

Capabilities

- Comprehensive catalog of valves, gauges, sensors, measurement devices and filtration solutions
- Customized component and system design and assembly
- Energy management solutions for steam and boiler heat recovery systems
- Local expertise backed by product and application specialists

Comprehensive Offering

Kaman Industrial Technologies (KIT) carries an extensive and growing selection of process control and instrumentation components, designed to perform reliably in the most demanding operating conditions. Our catalog includes valves, gauges, sensors and measurement devices. KIT also offers components and automated solutions for filtration, steam heat recovery, sanitary and in-plant communication systems.

Integrated Solutions

We supply a complete range of integrated solutions to maximize throughput, reduce downtime and increase efficiency. Our process control specialists can provide everything from modifying standard components to designing and assembling custom systems. We offer value-added system design, repair and rebuild, engineering and integration services for in-plant and mobile applications.

In-house Expertise

KIT's locations are staffed to provide technical advice and application troubleshooting, backed by our in-house network of product and application specialists. Together with these experts, your local account manager will work with you to determine the root cause of component or system failure,

solve application problems and deliver customized training on installation and maintenance.

Energy Management

Kaman Industrial Technologies is committed to helping you develop a comprehensive energy strategy. Simple steps such as changing steam traps, improving pipe insulation and regular leak inspections can significantly reduce losses, while installing or upgrading heat recovery systems and adjusting pressure to match steam supply to demand will dramatically increase energy efficiency.



Process Control & Instrumentation

Product Listing

Actuators

Electric Rotary & Linear
Pneumatic Rotary & Linear

Filters

Food Grade
Process Filter Housings
Sanitary
Sterile Elements

Fittings

Cam & Groove Couplings
Fluid Transfer Couplings
Instrumentation Pipe & Tube
Quick Disconnect
Sanitary

Gauges

Level Measurement
Pressure Gauges
Process Gauges
Thermometers

Hose & Tubing

Chemical & Steam Hose
Fluid & Fuel Transfer
Hose
Sanitary Tubing
Silicone, Teflon & Metal
Stainless Steel Tubing

Instrumentation

Digital Displays
Humidity Instruments
Pneumatic Controllers
Process Controllers
Temperature Controllers

Meters

Flow Meters
Pitotube Meters
Rotameters

Process & Steam

Boiler Exhaust Heat
Recovery
Heat Exchangers
Steam Traps
Wireless Steam Trap
Monitors

Pumps

Centrifugal
Diaphragm
Drum
Internal & External Gear
Sanitary

Seals

Diaphragm Seals
Rope, V, Mechanical, etc.
Sanitary Seals

Sensors

Flow
Humidity
Oxygen
Pressure Temperature

Transducers & Transmitters

Load Cells
Pressure Transducers
Pressure Transmitters
Wireless Transducers

Valves

Air & Hydraulic Actuated
Back Pressure
Knife Gate
Plug
Proportional Controlled
Solenoid – General
& Steam Combustion

Featuring the best names in the business.

			
			
			
			
			
			AND MANY MORE

Supplier authorizations may vary by location

Over 175 locations across North America.

Seals

Capabilities

- Comprehensive offering of mechanical, standard and split oil, bearing isolators, packing, gaskets and V-ring seals—available in a range of sizes, profiles and materials
- Custom seal design and fabrication
- Extensive inventory for same or next-day delivery
- Application troubleshooting and failure analysis

Comprehensive Offering

Kaman Industrial Technologies (KIT) carries a comprehensive assortment of mechanical, standard and split oil, bearing isolators, packing and V-ring seals—available in a broad selection of sizes, materials and configurations. We also offer a wide range of wear sleeves to minimize maintenance and enhance sealing system performance. Our catalog highlights high-performance and general-duty options in every category

Integrated & Custom Solutions

KIT's experience with bearings, power transmission, fluid power and fluid handling allows us to offer expert advice to improve the performance and service life of your entire sealing system. We offer engineered sealing solutions designed for today's tighter tolerances, extreme operating conditions and regulatory requirements. Working closely with our manufacturer partners, KIT can also deliver custom fabricated seals to meet your unique specifications.

Product & Technical Capabilities

We provide the staff resources, including product application experts and trained account managers, to help you find the best, most reliable and cost-effective sealing solution for every application. Local staff, backed by our suppliers' engineers and technicians, work to understand your sealing

needs and goals and provide the solution you require from standard, off-the-shelf products to custom engineered and fabricated designs.



Seals

Product Listing

Bearing Isolators

- Flanged
- Flangeless
- Inch
- Grease Purged
- Metric
- Small Cross Section
- Step shaft
- Vertical

Mechanical Seals

- Mechanical (Inch & Metric)
- Oil-Bath
- Packing & U-cup
- Shaft
- Sheet Gasket
- V-Ring
- Wear Sleeves

Oil Seals Face

- Type
- Labyrinth
- Light Contact
- Split (Inch & Metric)
- Spring Loaded
- Standard (Inch & Metric) Unitized

Featuring the best names in the business.

			Garlock KLOZURE®
			
		JMC Engineered Polymers	
		CRSeals®	AND MANY MORE

Supplier authorizations may vary by location

Over 175 locations across North America

Pricing

a) Products/Pricing

- i. Offeror shall provide pricing based on a discount from a price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of an Offeror's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, they different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Offeror may elect to limit their proposals to any category or categories. Discounts should remain for the first 12 months after the contract award unless approved by Region 4 ESC under extenuating circumstances.
- ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated. Electronic price lists must contain the following: *(if applicable)*
 - Offeror's or Manufacturer's Part #
 - Description
 - Suggested List Price and Net Price
 - Net price to Region 4 ESC (including freight)

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e. Pin or Jump Drives).

- **Please see the included excel file in folder 2 "Region 4 ESC Firm Priced Catalog" for a catalog of 6,500+ items.** The listed net price for these items will be held firm for 12-months and for subsequent 12-month periods thereafter. The initial 12-month period shall commence upon the Effective Date of the Agreement. The Catalog will be updated thereafter on an annual basis. KIT shall provide manufacturer documentation to verify that any price adjustments are being appropriately passed through to Buyers. In addition to, and notwithstanding the above, the products and services in the Catalog may be updated from time to time, to address additions, deletions, substitutions, and alternate products. In the event of government action, tariffs, extraordinary price escalation due to war or insurrection, shortages of supply affecting prices, and price increases inconsistent with previous trends or averages, which affect KIT's cost of goods during a firm price period, the following will apply. Products impacted by the aforementioned will be removed from the firm price list ("Catalog Products") for the duration of the impact and be priced by the agreement Price Matrix, located below.

Price Matrix – Items not located in the Firm Priced Catalog will be priced using the attached Price Matrix. The percentages shown are the discount a Buyer will receive for the applicable category/manufacturer; the discount is

from KIT's standard list price, which can be located at Kamandirect.com.

Price Matrix

Category Description	Brand Name	Minimum % off KIT list price
MOUNTED UNIT PRODUCT	DODGE	33.73%
MOUNTED UNIT PRODUCT	FAFNIR/TORRINGTON	39.27%
MOUNTED UNIT PRODUCT	MORSE INDUSTRIAL	43.72%
MOUNTED UNIT PRODUCT	LINKBELT PRODUCTS	34.63%
MOUNTED UNIT PRODUCT	THE TIMKEN COMPANY	31.64%
MOUNTED UNIT PRODUCT	AMI BEARINGS	39.72%
MOUNTED UNIT PRODUCT	REXNORD	32.10%
MOUNTED UNIT PRODUCT	SKF USA INC	37.48%
MOUNTED UNIT PRODUCT	IPTCI	32.38%
MOUNTED UNIT PRODUCT	BROWNING	42.16%
MOUNTED UNIT PRODUCT	P.T. INTERNATIONAL	33.77%
MOUNTED UNIT PRODUCT	All other Manufacturers	10.00%
BALL BEARING PRODUCT	SKF USA INC	38.61%
BALL BEARING PRODUCT	NSK CORPORATION	39.78%
BALL BEARING PRODUCT	FAFNIR/TORRINGTON	35.56%
BALL BEARING PRODUCT	ROLLER BEARING CORP.	30.60%
BALL BEARING PRODUCT	MRC BEARING SERVICES	38.62%
BALL BEARING PRODUCT	NTN BEARING	39.17%
BALL BEARING PRODUCT	FAG	36.68%
BALL BEARING PRODUCT	RIT BEARING	38.05%
BALL BEARING PRODUCT	THE TIMKEN COMPANY	32.62%
BALL BEARING PRODUCT	KAYDON/KEENE CORP.	27.86%
BALL BEARING PRODUCT	GENERAL BEARING	44.94%
BALL BEARING PRODUCT	JTEKT - KOYO	36.84%
BALL BEARING PRODUCT	NACHI AMERICA	31.48%
BALL BEARING PRODUCT	All other Manufacturers	10.00%
ROLLER CHAIN PRODUCT	TIMKEN DRIVES	46.88%
ROLLER CHAIN PRODUCT	DIAMOND CHAIN CO.	46.91%
ROLLER CHAIN PRODUCT	UST INC.	35.48%
ROLLER CHAIN PRODUCT	SENQCIA MAXCO LTD	46.43%
ROLLER CHAIN PRODUCT	RENOLD JEFFREY CHAIN	43.75%
ROLLER CHAIN PRODUCT	All other Manufacturers	10.00%
TAPERED BRG PRODUCTS	THE TIMKEN COMPANY	32.87%
TAPERED BRG PRODUCTS	NTN BEARING	42.65%
TAPERED BRG PRODUCTS	SKF USA INC	42.39%

Category Description	Brand Name	Minimum % off KIT list price
TAPERED BRG PRODUCTS	JTEKT - KOYO	39.13%
TAPERED BRG PRODUCTS	NSK CORPORATION	41.18%
TAPERED BRG PRODUCTS	All other Manufacturers	10.00%
V-BELT PRODUCTS	CONTITECH USA INC	42.55%
V-BELT PRODUCTS	FENNER DRIVES	26.32%
V-BELT PRODUCTS	OPTIBELT	40.79%
V-BELT PRODUCTS	CARLISLE POWER TRANS	42.31%
V-BELT PRODUCTS	All other Manufacturers	10.00%
AC ELECTRICAL MOTOR	BALDOR ELECTRIC	25.61%
AC ELECTRICAL MOTOR	LEESON ELECTRIC CORP	23.86%
AC ELECTRICAL MOTOR	MARATHON	31.24%
AC ELECTRICAL MOTOR	All other Manufacturers	10.00%
SPHERICAL BRG PRODCT	SKF USA INC	38.63%
SPHERICAL BRG PRODCT	NSK CORPORATION	37.58%
SPHERICAL BRG PRODCT	MCGILL MFG.	31.58%
SPHERICAL BRG PRODCT	TORRINGTON	35.62%
SPHERICAL BRG PRODCT	NTN BEARING	36.82%
SPHERICAL BRG PRODCT	FAG	36.97%
SPHERICAL BRG PRODCT	LINKBELT PRODUCTS	27.13%
SPHERICAL BRG PRODCT	JTEKT - KOYO	33.50%
SPHERICAL BRG PRODCT	All other Manufacturers	10.00%
COUPLING PRODUCTS	FALK CORPORATION	28.05%
COUPLING PRODUCTS	DODGE	30.34%
COUPLING PRODUCTS	REXNORD	31.86%
COUPLING PRODUCTS	LOVEJOY INC	22.63%
COUPLING PRODUCTS	T.B. WOODS	32.00%
COUPLING PRODUCTS	MARTIN SPRCKT & GEAR	29.90%
COUPLING PRODUCTS	ATR SALES, INC.	39.19%
COUPLING PRODUCTS	All other Manufacturers	10.00%
CONVEYING CHAIN	REXNORD	33.75%
CONVEYING CHAIN	SYSTEM PLAST	35.00%
CONVEYING CHAIN	All other Manufacturers	10.00%
SEAL PRODUCTS	SKF SEALING SOLUTION	44.66%
SEAL PRODUCTS	NATIONAL SEALS/FDM	44.45%

Category Description	Brand Name	Minimum % off KIT list price
SEAL PRODUCTS	ENGINEERED POLYMER	42.53%
SEAL PRODUCTS	GARLOCK SEALING TECH	33.33%
SEAL PRODUCTS	DICHTOMATIK NA	43.39%
SEAL PRODUCTS	HARWAL INC.	40.00%
SEAL PRODUCTS	THE TIMKEN COMPANY	35.38%
SEAL PRODUCTS	All other Manufacturers	10.00%
TRACK BRG PRODUCTS	MCGILL MFG.	32.44%
TRACK BRG PRODUCTS	INA	34.75%
TRACK BRG PRODUCTS	ROLLER BEARING CORP.	44.92%
TRACK BRG PRODUCTS	IKO BEARINGS	32.43%
TRACK BRG PRODUCTS	JTEKT - KOYO	39.19%
TRACK BRG PRODUCTS	All other Manufacturers	10.00%
INDUSTRIAL HOSE	CONTITECH USA INC	31.15%
INDUSTRIAL HOSE	PARKER HANNIFIN CORP	45.21%
INDUSTRIAL HOSE	KURIYAMA OF AMER	22.87%
INDUSTRIAL HOSE	All other Manufacturers	10.00%
HYDRAULIC HOSE	PARKER HANNIFIN CORP	44.44%
HYDRAULIC HOSE	HOSE PRODUCTS DIVISN	37.50%
HYDRAULIC HOSE	AEROQUIP CORPORATION	25.56%
HYDRAULIC HOSE	WEATHERHEAD	23.18%
HYDRAULIC HOSE	All other Manufacturers	10.00%
PNEUMATIC PRODUCTS	PARKER HANNIFIN CORP	21.10%
PNEUMATIC PRODUCTS	ASCO NUMATICS INC	24.66%
PNEUMATIC PRODUCTS	INGERSOLL RAND	24.66%
PNEUMATIC PRODUCTS	DES-CASE CORP	24.66%
PNEUMATIC PRODUCTS	WILKERSON CORP.	28.77%
PNEUMATIC PRODUCTS	PIAB	40.07%
PNEUMATIC PRODUCTS	CONTITECH USA INC	26.67%
PNEUMATIC PRODUCTS	READING TECH INC	38.36%
PNEUMATIC PRODUCTS	DONALDSON COMPANY	31.31%
PNEUMATIC PRODUCTS	ASCO-AUTOMATIC SWTCH	38.36%
PNEUMATIC PRODUCTS	TRICO CORPORATION	22.63%
PNEUMATIC PRODUCTS	FABCO-AIR	38.36%
PNEUMATIC PRODUCTS	PARKER PNEUMATIC	38.36%
PNEUMATIC PRODUCTS	AUTOMATIC VALVE CORP	38.36%
PNEUMATIC PRODUCTS	MEAD - NORGREN	27.40%

Category Description	Brand Name	Minimum % off KIT list price
PNEUMATIC PRODUCTS	DIXON VALVE&COUPLING	29.15%
PNEUMATIC PRODUCTS	All other Manufacturers	10.00%
HYDRAULIC FITTING	PARKER HANNIFIN CORP	26.76%
HYDRAULIC FITTING	BRENNAN INDUSTRIES	29.96%
HYDRAULIC FITTING	DIXON VALVE&COUPLING	26.60%
HYDRAULIC FITTING	HOSE PRODUCTS DIVISN	35.71%
HYDRAULIC FITTING	AEROQUIP CORPORATION	20.63%
HYDRAULIC FITTING	CONTITECH USA INC	35.71%
HYDRAULIC FITTING	TOMPKINS INDUSTRIES	38.78%
HYDRAULIC FITTING	PRESSURE CONNECTION	35.73%
HYDRAULIC FITTING	WEATHERHEAD	20.01%
HYDRAULIC FITTING	All other Manufacturers	10.00%
ADHESIVE PRODUCTS	LOCTITE CORPORATION	23.36%
ADHESIVE PRODUCTS	ITW PERFORMANCE POLY	23.53%
ADHESIVE PRODUCTS	DOW CORNING	36.62%
ADHESIVE PRODUCTS	CRC IND'L CHEMICALS	31.01%
ADHESIVE PRODUCTS	All other Manufacturers	10.00%
BELT CONVEYOR IDLER	PREC PULLEY & IDLER	26.32%
BELT CONVEYOR IDLER	SYNTRON MATL HANDLNG	31.58%
BELT CONVEYOR IDLER	MARTIN SPRCKT & GEAR	26.18%
BELT CONVEYOR IDLER	CONTINENTAL CONVEYOR	36.84%
BELT CONVEYOR IDLER	All other Manufacturers	10.00%
NEEDLE BRG PRODUCTS	JTEKT - KOYO	35.99%
NEEDLE BRG PRODUCTS	IKO BEARINGS	32.43%
NEEDLE BRG PRODUCTS	MCGILL MFG.	43.24%
NEEDLE BRG PRODUCTS	INA	46.67%
NEEDLE BRG PRODUCTS	All other Manufacturers	10.00%
HELICAL REDUCER	DODGE	32.93%
HELICAL REDUCER	All other Manufacturers	10.00%
FLAT BELT PRODUCTS	CONTITECH USA INC	38.48%
FLAT BELT PRODUCTS	JASON IND.	35.52%
FLAT BELT PRODUCTS	FENNER DRIVES	33.77%
FLAT BELT PRODUCTS	DODGE	36.91%
FLAT BELT PRODUCTS	CARLISLE POWER TRANS	40.79%

Category Description	Brand Name	Minimum % off KIT list price
FLAT BELT PRODUCTS	All other Manufacturers	10.00%
RC SPROCKET PRODUCTS	MARTIN SPRCKT & GEAR	35.00%
RC SPROCKET PRODUCTS	BREWER MACHINE	22.67%
RC SPROCKET PRODUCTS	AETNA BEARING CO	40.00%
RC SPROCKET PRODUCTS	LOVEJOY INC	36.91%
RC SPROCKET PRODUCTS	All other Manufacturers	10.00%
TUBING PRODUCTS	PARKER HANNIFIN CORP	23.95%
TUBING PRODUCTS	PARKER LEGRIS	33.82%
TUBING PRODUCTS	NYCOIL COMPANY	36.62%
TUBING PRODUCTS	KURIYAMA OF AMER	29.58%
TUBING PRODUCTS	BRENNAN INDUSTRIES	29.58%
TUBING PRODUCTS	DIXON VALVE&COUPLING	21.88%
TUBING PRODUCTS	PARFLEX DIVISION	36.62%
TUBING PRODUCTS	COILHOSE	36.62%
TUBING PRODUCTS	BIJUR LUBRICATING	36.62%
TUBING PRODUCTS	ALKON CORPORATION	36.62%
TUBING PRODUCTS	TUBE FITTINGS DIV	36.62%
TUBING PRODUCTS	WEATHERHEAD	29.58%
TUBING PRODUCTS	PRESSURE CONNECTION	36.62%
TUBING PRODUCTS	TOMPKINS INDUSTRIES	36.62%
TUBING PRODUCTS	All other Manufacturers	10.00%
GREASE LUBRICANT PRO	LUBRIPLATE	20.00%
GREASE LUBRICANT PRO	DOW CORNING	35.71%
GREASE LUBRICANT PRO	LOCTITE CORPORATION	26.47%
GREASE LUBRICANT PRO	SPECIALITY LUB CORP	35.71%
GREASE LUBRICANT PRO	SKF USA INC	23.67%
GREASE LUBRICANT PRO	EOE INC.	38.18%
GREASE LUBRICANT PRO	CRC IND'L CHEMICALS	26.35%
GREASE LUBRICANT PRO	LPS	28.57%
GREASE LUBRICANT PRO	All other Manufacturers	10.00%
SHEAVE PRODUCTS	DODGE	26.81%
SHEAVE PRODUCTS	BROWNING	29.19%
SHEAVE PRODUCTS	CONTITECH USA INC	44.10%
SHEAVE PRODUCTS	MARTIN SPRCKT & GEAR	30.43%
SHEAVE PRODUCTS	All other Manufacturers	10.00%

Category Description	Brand Name	Minimum % off KIT list price
ROUND BALL BUSHING	THOMSON LINEAR MOTIN	28.19%
ROUND BALL BUSHING	INA	35.61%
ROUND BALL BUSHING	THK AMERICA	28.00%
ROUND BALL BUSHING	IKO BEARINGS	38.67%
ROUND BALL BUSHING	All other Manufacturers	10.00%
BUSHING MOUNT PRODCT	MARTIN SPRCKT & GEAR	22.43%
BUSHING MOUNT PRODCT	DODGE	27.32%
BUSHING MOUNT PRODCT	BROWNING	33.77%
BUSHING MOUNT PRODCT	FENNER DRIVES	21.12%
BUSHING MOUNT PRODCT	All other Manufacturers	10.00%
SPHERICAL PLAIN PRDT	INA	46.15%
SPHERICAL PLAIN PRDT	ROLLER BEARING CORP.	44.00%
SPHERICAL PLAIN PRDT	MORSE INDUSTRIAL	40.00%
SPHERICAL PLAIN PRDT	SKF USA INC	30.58%
SPHERICAL PLAIN PRDT	AURORA BEARING	42.82%
SPHERICAL PLAIN PRDT	FK BEARINGS	33.80%
SPHERICAL PLAIN PRDT	TORRINGTON	44.00%
SPHERICAL PLAIN PRDT	IKO BEARINGS	33.33%
SPHERICAL PLAIN PRDT	All other Manufacturers	10.00%
PLAIN BRG PRODUCTS	ISOSTATIC IND.	35.72%
PLAIN BRG PRODUCTS	GGB BRG TECHNOLOGY	35.71%
PLAIN BRG PRODUCTS	REXNORD	27.14%
PLAIN BRG PRODUCTS	BUNTING BEARING CORP	45.93%
PLAIN BRG PRODUCTS	BOSTON GEAR	35.04%
PLAIN BRG PRODUCTS	All other Manufacturers	10.00%
ENGINEER CHAIN PRDCT	TIMKEN DRIVES	41.52%
ENGINEER CHAIN PRDCT	REXNORD	32.89%
ENGINEER CHAIN PRDCT	SENQCIA MAXCO LTD	40.79%
ENGINEER CHAIN PRDCT	UST INC.	27.63%
ENGINEER CHAIN PRDCT	All other Manufacturers	10.00%
SAFETY PRODUCTS	NIAGARA BOTTLING LLC	38.20%
SAFETY PRODUCTS	CHEMTEX INC	30.77%
SAFETY PRODUCTS	ARMOR GUYS INC	30.77%
SAFETY PRODUCTS	PROTECTIVE INDUSTRIA	23.08%
SAFETY PRODUCTS	BRADY CORPORATION	20.00%

Category Description	Brand Name	Minimum % off KIT list price
SAFETY PRODUCTS	HONEYWELL SAFETY PRO	20.07%
SAFETY PRODUCTS	MEMPHIS GLOVE	20.57%
SAFETY PRODUCTS	DES-CASE CORP	20.23%
SAFETY PRODUCTS	HOWARD LEIGHT INDUST	21.57%
SAFETY PRODUCTS	3 M COMPANY	25.21%
SAFETY PRODUCTS	WEST CHESTER GLOVE	22.38%
SAFETY PRODUCTS	MASTER LOCK	20.57%
SAFETY PRODUCTS	MICROFLEX INC	30.78%
SAFETY PRODUCTS	MOLDEX-METRIC INC	30.77%
SAFETY PRODUCTS	AEARO COMPANY	30.07%
SAFETY PRODUCTS	BERSHIRE ESUPPLY	30.77%
SAFETY PRODUCTS	SHOWA-BEST GLOVE INC	21.44%
SAFETY PRODUCTS	ANCHOR BRAND	31.62%
SAFETY PRODUCTS	CCL SECURITY PRODUCT	31.67%
SAFETY PRODUCTS	CROSBY GROUP, THE	30.77%
SAFETY PRODUCTS	AMERICAN LOCK COMP	33.83%
SAFETY PRODUCTS	ERGODYNE CORPORATION	35.85%
SAFETY PRODUCTS	WELLS LAMONT	31.67%
SAFETY PRODUCTS	MINE SAFETY APPL	20.00%
SAFETY PRODUCTS	CREWS INC	20.91%
SAFETY PRODUCTS	NORTH SAFETY PRODUCT	30.79%
SAFETY PRODUCTS	MECHANIX WEAR	30.78%
SAFETY PRODUCTS	GUARDIAN EQUIPMENT	31.71%
SAFETY PRODUCTS	GALLOZ FALL PROTECT	30.77%
SAFETY PRODUCTS	All other Manufacturers	10.00%
<hr/>		
HOSE FITTING	DIXON VALVE&COUPLING	23.85%
HOSE FITTING	DEUBLIN UNIONS	34.78%
HOSE FITTING	PARKER HANNIFIN CORP	42.03%
HOSE FITTING	FOSTER MFG. CO. INC.	34.78%
HOSE FITTING	LINCOLN INDUSTRIAL	28.78%
HOSE FITTING	SEALFAST	34.78%
HOSE FITTING	SCHRADER-BRIDGEPORT	34.78%
HOSE FITTING	KURIYAMA OF AMER	26.08%
HOSE FITTING	COILHOSE	34.78%
HOSE FITTING	CEJN INDUSTRIAL CORP	34.78%
HOSE FITTING	TOMPKINS INDUSTRIES	34.78%
HOSE FITTING	TUBE FITTINGS DIV	34.78%
HOSE FITTING	All other Manufacturers	10.00%
<hr/>		
CLUTCH-BRAKE PRODUCT	NEXEN GROUP INC	29.33%

Category Description	Brand Name	Minimum % off KIT list price
CLUTCH-BRAKE PRODUCT	BROWNING	33.33%
CLUTCH-BRAKE PRODUCT	DODGE	33.92%
CLUTCH-BRAKE PRODUCT	WARNER ELECTRIC	41.87%
CLUTCH-BRAKE PRODUCT	MORSE INDUSTRIAL	32.91%
CLUTCH-BRAKE PRODUCT	All other Manufacturers	10.00%
<hr/>		
OILS LUBRICANT	DOW CORNING	35.71%
OILS LUBRICANT	LPS	25.89%
OILS LUBRICANT	LUBRIPLATE	20.74%
OILS LUBRICANT	KRYLON IND - SPRAYON	29.23%
OILS LUBRICANT	WD-40 COMPANY	22.86%
OILS LUBRICANT	CRC IND'L CHEMICALS	25.74%
OILS LUBRICANT	LOCTITE CORPORATION	28.57%
OILS LUBRICANT	All other Manufacturers	10.00%
<hr/>		
HYDRAULIC PRODUCTS	DONALDSON COMPANY	29.84%
HYDRAULIC PRODUCTS	CROSS MANUFACTURING	36.77%
HYDRAULIC PRODUCTS	PARKER HANNIFIN CORP	22.97%
HYDRAULIC PRODUCTS	BIJUR LUBRICATING	39.19%
HYDRAULIC PRODUCTS	HERCULES SEALG PROD	40.54%
HYDRAULIC PRODUCTS	All other Manufacturers	10.00%
<hr/>		
ELEC VS PRODUCTS	KB ELECTRONICS	39.19%
ELEC VS PRODUCTS	AEGIS	25.68%
ELEC VS PRODUCTS	MINARIK DRV	27.03%
ELEC VS PRODUCTS	CONTROL TECHNIQUES	39.19%
ELEC VS PRODUCTS	All other Manufacturers	10.00%
<hr/>		
THRUST BRG PRODUCTS	JTEKT - KOYO	46.67%
THRUST BRG PRODUCTS	INA	35.86%
THRUST BRG PRODUCTS	SKF USA INC	26.07%
THRUST BRG PRODUCTS	THE TIMKEN COMPANY	34.37%
THRUST BRG PRODUCTS	CONSOLIDATED BEARING	40.00%
THRUST BRG PRODUCTS	IKO BEARINGS	40.00%
THRUST BRG PRODUCTS	All other Manufacturers	10.00%
<hr/>		
SEALANT PRODUCTS	DOW CORNING	37.50%
SEALANT PRODUCTS	LOCTITE CORPORATION	26.41%
SEALANT PRODUCTS	ITW PERFORMANCE POLY	27.78%
SEALANT PRODUCTS	KRYLON IND - SPRAYON	25.23%

Category Description	Brand Name	Minimum % off KIT list price
SEALANT PRODUCTS	CRC IND'L CHEMICALS	27.78%
SEALANT PRODUCTS	All other Manufacturers	10.00%
LOCKNUT PRODUCTS	WHITTET HIGGINS	54.16%
LOCKNUT PRODUCTS	SKF USA INC	46.20%
LOCKNUT PRODUCTS	NSK CORPORATION	43.32%
LOCKNUT PRODUCTS	All other Manufacturers	10.00%
LUBRICATION TOOL	LINCOLN INDUSTRIAL	23.72%
LUBRICATION TOOL	SKF USA INC	22.03%
LUBRICATION TOOL	ALEMITE	23.72%
LUBRICATION TOOL	LUBRIPLATE	34.78%
LUBRICATION TOOL	TRICO CORPORATION	20.43%
LUBRICATION TOOL	BIJUR LUBRICATING	34.78%
LUBRICATION TOOL	PULSARLUBE USA INC	34.78%
LUBRICATION TOOL	All other Manufacturers	10.00%
BELT FASTENING PRDCT	FLEX STEEL (FLEXCO)	23.31%
BELT FASTENING PRDCT	All other Manufacturers	10.00%
JANITORIAL	CRC IND'L CHEMICALS	28.97%
JANITORIAL	LPS	30.49%
JANITORIAL	KIMBERLY CLARK	23.60%
JANITORIAL	ESSENDANT (LAGASSE)	37.50%
JANITORIAL	KRYLON IND - SPRAYON	32.24%
JANITORIAL	GO-JO INDUSTRIES	37.50%
JANITORIAL	3 M COMPANY	37.40%
JANITORIAL	EOE INC.	37.50%
JANITORIAL	WEILER	25.56%
JANITORIAL	ITW PERFORMANCE POLY	34.73%
JANITORIAL	RUSTOLEUM	25.33%
JANITORIAL	RADIATOR SPECIALTY	38.31%
JANITORIAL	JOE'S HAND CLEANER	37.50%
JANITORIAL	LOCTITE CORPORATION	33.34%
JANITORIAL	PROCTER & GAMBLE COM	38.32%
JANITORIAL	BERSHIRE ESUPPLY	37.50%
JANITORIAL	MAGNOLIA BRUSH	38.09%
JANITORIAL	All other Manufacturers	10.00%
VACUUM PRODUCTS	PIAB	38.73%

Category Description	Brand Name	Minimum % off KIT list price
VACUUM PRODUCTS	PARKER HANNIFIN CORP	26.39%
VACUUM PRODUCTS	All other Manufacturers	10.00%
CYLINDRICAL BRG PRDT	SKF USA INC	48.31%
CYLINDRICAL BRG PRDT	TORRINGTON	41.75%
CYLINDRICAL BRG PRDT	LINKBELT PRODUCTS	42.71%
CYLINDRICAL BRG PRDT	NTN BEARING	43.26%
CYLINDRICAL BRG PRDT	BERLISS BEARING	31.08%
CYLINDRICAL BRG PRDT	FAG	42.56%
CYLINDRICAL BRG PRDT	All other Manufacturers	10.00%
MECHANICAL HAND TOOL	WALTER SURFACE TECH	21.43%
MECHANICAL HAND TOOL	DEWALT INDTRIAL TOOL	21.70%
MECHANICAL HAND TOOL	PRECISION DORMER	22.87%
MECHANICAL HAND TOOL	GEARWRENCH/DANAHER	20.01%
MECHANICAL HAND TOOL	3 M COMPANY	32.80%
MECHANICAL HAND TOOL	APEX TOOL GROUP	20.02%
MECHANICAL HAND TOOL	STANLEY TOOLS	28.57%
MECHANICAL HAND TOOL	GUARDAIR CORPORATION	25.71%
MECHANICAL HAND TOOL	SKF USA INC	20.03%
MECHANICAL HAND TOOL	DODGE	35.71%
MECHANICAL HAND TOOL	WEILER	21.36%
MECHANICAL HAND TOOL	GREENFIELD INDUST	37.16%
MECHANICAL HAND TOOL	WINFRED M. BERG	35.72%
MECHANICAL HAND TOOL	DESTACO	35.72%
MECHANICAL HAND TOOL	EKLIND TOOLS	26.36%
MECHANICAL HAND TOOL	JERGENS	28.57%
MECHANICAL HAND TOOL	BONDHUS CORP	21.44%
MECHANICAL HAND TOOL	TRIUMPH TWIST DRILL	32.86%
MECHANICAL HAND TOOL	ACCO CHAIN/PEERLESS	36.61%
MECHANICAL HAND TOOL	MILWAUKEE TOOL	35.17%
MECHANICAL HAND TOOL	BERSHIRE ESUPPLY	35.71%
MECHANICAL HAND TOOL	GARDNER BENDER	35.79%
MECHANICAL HAND TOOL	SHURTAPE TECNOLOGIES	36.54%
MECHANICAL HAND TOOL	IRWIN AM TOOL COMP	21.16%
MECHANICAL HAND TOOL	LENOX	21.43%
MECHANICAL HAND TOOL	SYSTEM PLAST	25.71%
MECHANICAL HAND TOOL	APEX TOOL WORKS	37.73%
MECHANICAL HAND TOOL	CROSBY GROUP, THE	25.71%
MECHANICAL HAND TOOL	AMES TRUE TEMPER LWN	38.55%
MECHANICAL HAND TOOL	DYNABRADE INC	29.52%

Category Description	Brand Name	Minimum % off KIT list price
MECHANICAL HAND TOOL	CONTITECH USA INC	35.72%
MECHANICAL HAND TOOL	UNION TOOLS	23.91%
MECHANICAL HAND TOOL	GENERAL TOOLS	22.47%
MECHANICAL HAND TOOL	FULLERTON	35.72%
MECHANICAL HAND TOOL	COVALENCE ADHESIVES	36.54%
MECHANICAL HAND TOOL	CHAPIN MFG INC	36.57%
MECHANICAL HAND TOOL	UNITED TAPE COMPANY	36.56%
MECHANICAL HAND TOOL	SAMSON ROPE TECH	36.55%
MECHANICAL HAND TOOL	KNIPEX-WERK	20.52%
MECHANICAL HAND TOOL	DIXON TICONDEROGA	36.42%
MECHANICAL HAND TOOL	ANCHOR BRAND	35.79%
MECHANICAL HAND TOOL	INGERSOLL RAND	21.51%
MECHANICAL HAND TOOL	CHANNELLOCK INC	22.51%
MECHANICAL HAND TOOL	ROBERT BOSCH TOOL	36.55%
MECHANICAL HAND TOOL	SEALFAST	35.74%
MECHANICAL HAND TOOL	GARLAND MFG. COMPANY	36.55%
MECHANICAL HAND TOOL	RED DEVIL INC	35.75%
MECHANICAL HAND TOOL	VAUGHAN & BUSHNELL	36.55%
MECHANICAL HAND TOOL	MAGNOLIA BRUSH	36.72%
MECHANICAL HAND TOOL	LINCOLN INDUSTRIAL	31.66%
MECHANICAL HAND TOOL	NUPLA	36.61%
MECHANICAL HAND TOOL	KLEIN TOOLS INC	20.55%
MECHANICAL HAND TOOL	RIDGID TOOL COMPANY	21.44%
MECHANICAL HAND TOOL	PFERD MILWAUKEE CO	36.62%
MECHANICAL HAND TOOL	ARC ABRASIVES	21.57%
MECHANICAL HAND TOOL	ULLMAN DEVICES CORP	36.56%
MECHANICAL HAND TOOL	WORTHINGTON CYLINDER	36.58%
MECHANICAL HAND TOOL	CH HANSON COMPANY	36.55%
MECHANICAL HAND TOOL	DIXON VALVE&COUPLING	37.05%
MECHANICAL HAND TOOL	BERNZOMATIC	36.60%
MECHANICAL HAND TOOL	LINZER PRODUCTS	37.34%
MECHANICAL HAND TOOL	IDEAL CLAMPS	37.18%
MECHANICAL HAND TOOL	NORTON COMPANY	20.73%
MECHANICAL HAND TOOL	PRECISION BRAND PROD	69.59%
MECHANICAL HAND TOOL	All other Manufacturers	10.00%
X-PREC BRG PRODUCTS	THE TIMKEN COMPANY	34.18%
X-PREC BRG PRODUCTS	NSK CORPORATION	34.77%
X-PREC BRG PRODUCTS	FAFNIR/TORRINGTON	29.11%
X-PREC BRG PRODUCTS	All other Manufacturers	10.00%

Category Description	Brand Name	Minimum % off KIT list price
GUIDE WHEEL TECHNOGY	BISHOP WISECARVER	20.55%
GUIDE WHEEL TECHNOGY	PACIFIC BEARING CO.	28.42%
GUIDE WHEEL TECHNOGY	All other Manufacturers	10.00%
ELEC BRAKE PRODUCTS	WARNER ELECTRIC	20.17%
ELEC BRAKE PRODUCTS	STEARNS ELEC BRAKE	21.05%
ELEC BRAKE PRODUCTS	INERTIA DYNAMICS	40.79%
ELEC BRAKE PRODUCTS	BOSTON GEAR	34.29%
ELEC BRAKE PRODUCTS	All other Manufacturers	10.00%
WORM REDUCER	DODGE	27.50%
WORM REDUCER	BOSTON GEAR	29.16%
WORM REDUCER	FALK CORPORATION	23.68%
WORM REDUCER	BROWNING	40.79%
WORM REDUCER	GROVE GEAR DIVISION	28.91%
WORM REDUCER	MORSE INDUSTRIAL	30.34%
WORM REDUCER	All other Manufacturers	10.00%
GEARING PRODUCTS	MARTIN SPRCKT & GEAR	28.73%
GEARING PRODUCTS	BOSTON GEAR	31.14%
GEARING PRODUCTS	BROWNING	24.69%
GEARING PRODUCTS	WINFRED M. BERG	39.19%
GEARING PRODUCTS	LINN GEAR COMPANY	39.19%
GEARING PRODUCTS	All other Manufacturers	10.00%
SQUARE PROFILE RAIL	THK AMERICA	25.33%
SQUARE PROFILE RAIL	THOMSON LINEAR MOTIN	23.07%
SQUARE PROFILE RAIL	NSK CORPORATION	35.00%
SQUARE PROFILE RAIL	All other Manufacturers	10.00%
PAINTS & STAINS	LOCTITE CORPORATION	20.00%
PAINTS & STAINS	KRYLON IND - SPRAYON	31.02%
PAINTS & STAINS	RUSTOLEUM	21.43%
PAINTS & STAINS	DOW CORNING	35.71%
PAINTS & STAINS	BERSHIRE ESUPPLY	35.75%
PAINTS & STAINS	All other Manufacturers	10.00%
PUMP VALVE PROCESS	PARKER HANNIFIN CORP	23.61%
PUMP VALVE PROCESS	ASCO NUMATICS INC	23.61%
PUMP VALVE PROCESS	ASCO-AUTOMATIC SWTCH	37.50%
PUMP VALVE PROCESS	DIXON VALVE&COUPLING	32.56%

Category Description	Brand Name	Minimum % off KIT list price
PUMP VALVE PROCESS	All other Manufacturers	10.00%
SHAFT COLLAR PRODUCT	CLIMAX METAL PROD.	24.24%
SHAFT COLLAR PRODUCT	RULAND MFR CO INC	23.53%
SHAFT COLLAR PRODUCT	STAFFORD MFG CORP.	33.82%
SHAFT COLLAR PRODUCT	WINFRED M. BERG	33.83%
SHAFT COLLAR PRODUCT	REVCO WORLDWIDE INC.	33.84%
SHAFT COLLAR PRODUCT	WHITTET HIGGINS	30.88%
SHAFT COLLAR PRODUCT	BOSTON GEAR	30.53%
SHAFT COLLAR PRODUCT	DODGE	33.83%
SHAFT COLLAR PRODUCT	MOLINE CORPORATION	33.82%
SHAFT COLLAR PRODUCT	LOVEJOY INC	33.90%
SHAFT COLLAR PRODUCT	All other Manufacturers	10.00%
SPECIALITY REDUCER	HUB CITY	23.68%
SPECIALITY REDUCER	ZERO-MAX/HELLAND	40.79%
SPECIALITY REDUCER	BOSTON GEAR	29.17%
SPECIALITY REDUCER	FALK CORPORATION	40.79%
SPECIALITY REDUCER	ANDANTEX INC	40.79%
SPECIALITY REDUCER	All other Manufacturers	10.00%
ADAPTER SLV PRODUCTS	SKF USA INC	39.29%
ADAPTER SLV PRODUCTS	NSK CORPORATION	36.25%
ADAPTER SLV PRODUCTS	DODGE	33.78%
ADAPTER SLV PRODUCTS	All other Manufacturers	10.00%
SCREW CNVYR PRODUCTS	MARTIN SPRCKT & GEAR	26.19%
SCREW CNVYR PRODUCTS	CONTINENTAL CONVEYOR	40.79%
SCREW CNVYR PRODUCTS	CONVEYORS, INC. (TX)	40.79%
SCREW CNVYR PRODUCTS	All other Manufacturers	10.00%
ELECTRICAL CONTROL	OMRON	45.21%
ELECTRICAL CONTROL	DODGE	20.21%
ELECTRICAL CONTROL	SCHNEIDER ELECTRIC	31.51%
ELECTRICAL CONTROL	RED LION CONTROLS	24.66%
ELECTRICAL CONTROL	All other Manufacturers	10.00%
ABRASIVE PRODUCTS	NORTON ABRASIVE ISC	27.54%
ABRASIVE PRODUCTS	ARC ABRASIVES	20.29%
ABRASIVE PRODUCTS	PFERD MILWAUKEE CO	35.54%
ABRASIVE PRODUCTS	3 M COMPANY	34.77%

Category Description	Brand Name	Minimum % off KIT list price
ABRASIVE PRODUCTS	WALTER SURFACE TECH	20.30%
ABRASIVE PRODUCTS	WEILER	20.09%
ABRASIVE PRODUCTS	DEWALT INDTRIAL TOOL	27.13%
ABRASIVE PRODUCTS	DYNABRADE INC	21.34%
ABRASIVE PRODUCTS	MERIT ABRASIVE PROD	35.59%
ABRASIVE PRODUCTS	CAMEL GRINDING WHEEL	34.57%
ABRASIVE PRODUCTS	BERSHIRE ESUPPLY	34.82%
ABRASIVE PRODUCTS	METABO CORPORATION	35.50%
ABRASIVE PRODUCTS	CLIMAX METAL PROD.	34.90%
ABRASIVE PRODUCTS	All other Manufacturers	10.00%
O-RING PRODUCTS	DICHTOMATIK NA	20.93%
O-RING PRODUCTS	KIT: O-RING	99.10%
O-RING PRODUCTS	RELIAMARK ENGNRD SOL	20.18%
O-RING PRODUCTS	HERCULES SEALG PROD	23.08%
O-RING PRODUCTS	All other Manufacturers	10.00%
FILTER PRODUCTS	DONALDSON COMPANY	21.34%
FILTER PRODUCTS	AMERICAN AIR FILTER	37.50%
FILTER PRODUCTS	All other Manufacturers	10.00%
MRO MILL SUPPLIES	80/20 INC	23.61%
MRO MILL SUPPLIES	PINNACLE CLIMATE TEC	31.94%
MRO MILL SUPPLIES	LIFT-ALL CO INC	30.56%
MRO MILL SUPPLIES	SYSTEM PLAST	26.39%
MRO MILL SUPPLIES	DURACELL BATTERIES	38.31%
MRO MILL SUPPLIES	TPI	38.32%
MRO MILL SUPPLIES	REELCRAFT INDUSTRIES	22.22%
MRO MILL SUPPLIES	STREAMLIGHT INC	25.00%
MRO MILL SUPPLIES	ENERGIZER	40.29%
MRO MILL SUPPLIES	AKRO-MILS	37.50%
MRO MILL SUPPLIES	MHS CASTER&EQUIPMT	37.51%
MRO MILL SUPPLIES	GLEASON INDUSTRIAL	38.32%
MRO MILL SUPPLIES	APEX TOOL GROUP	37.50%
MRO MILL SUPPLIES	PULSARLUBE USA INC	37.51%
MRO MILL SUPPLIES	LOUISVILLE LADDER	45.12%
MRO MILL SUPPLIES	NORTON ABRASIVE ISC	44.45%
MRO MILL SUPPLIES	BERSHIRE ESUPPLY	34.38%
MRO MILL SUPPLIES	MAG INSTRUMENT INC	37.50%
MRO MILL SUPPLIES	WINFRED M. BERG	37.50%
MRO MILL SUPPLIES	ACCO CHAIN/PEERLESS	38.03%

Category Description	Brand Name	Minimum % off KIT list price
MRO MILL SUPPLIES	All other Manufacturers	10.00%
AIRFRAME BRG PRODUCT	ROLLER BEARING CORP.	21.62%
AIRFRAME BRG PRODUCT	All other Manufacturers	10.00%
DC MOTOR PRODUCTS	BALDOR ELECTRIC	23.07%
DC MOTOR PRODUCTS	KB ELECTRONICS	40.79%
DC MOTOR PRODUCTS	BISON GEAR	26.02%
DC MOTOR PRODUCTS	All other Manufacturers	10.00%
WELDING	THERMACUT INC	33.82%
WELDING	THERMAL DYNAMICS	34.69%
WELDING	THERMADYNE/TWECO	34.54%
WELDING	ANCHOR BRAND	33.87%
WELDING	ASTARAS	34.67%
WELDING	FIBRE METAL	33.86%
WELDING	MEMPHIS GLOVE	26.08%
WELDING	PARWELD TORCH TECH	35.98%
WELDING	All other Manufacturers	10.00%
UNGROUND BRG PRODUCT	ROLLER BEARING CORP.	40.54%
UNGROUND BRG PRODUCT	KILIAN MANUFACTURING	39.19%
UNGROUND BRG PRODUCT	GENERAL BEARING	56.95%
UNGROUND BRG PRODUCT	All other Manufacturers	10.00%
CLAMPING PRODUCT	DIXON VALVE&COUPLING	26.94%
CLAMPING PRODUCT	BAND-IT: IDEX INC	32.84%
CLAMPING PRODUCT	PRECISION BRAND PROD	66.82%
CLAMPING PRODUCT	JASON IND.	22.14%
CLAMPING PRODUCT	BESSEY TOOLS NRTH AM	33.74%
CLAMPING PRODUCT	SEALFAST	32.85%
CLAMPING PRODUCT	KURIYAMA OF AMER	30.19%
CLAMPING PRODUCT	CONTITECH USA INC	31.40%
CLAMPING PRODUCT	OETIKER	33.98%
CLAMPING PRODUCT	BEHRINGER PIPE SYSTM	32.86%
CLAMPING PRODUCT	HOSE PRODUCTS DIVISN	32.85%
CLAMPING PRODUCT	BIJUR LUBRICATING	32.85%
CLAMPING PRODUCT	SCHRADER-BRIDGEPORT	32.84%
CLAMPING PRODUCT	KANAFLEX	33.01%
CLAMPING PRODUCT	FOSTER MFG. CO. INC.	32.85%

Category Description	Brand Name	Minimum % off KIT list price
CLAMPING PRODUCT	All other Manufacturers	10.00%
ELEC SWITCH PRODUCTS	HONEYWELL	30.19%
ELEC SWITCH PRODUCTS	OMRON	53.43%
ELEC SWITCH PRODUCTS	SCHNEIDER ELECTRIC	24.67%
ELEC SWITCH PRODUCTS	KB ELECTRONICS	38.36%
ELEC SWITCH PRODUCTS	All other Manufacturers	10.00%
ACTUATOR	THOMSON LINEAR MOTIN	20.97%
ACTUATOR	NEXEN GROUP INC	27.12%
ACTUATOR	All other Manufacturers	10.00%
LINEAR PLANE BEARING	PACIFIC BEARING CO.	24.74%
LINEAR PLANE BEARING	THOMSON LINEAR MOTIN	33.53%
LINEAR PLANE BEARING	All other Manufacturers	10.00%
IN-LINE REDUCER	DODGE	23.89%
IN-LINE REDUCER	BOSTON GEAR	34.23%
IN-LINE REDUCER	REXNORD	34.21%
IN-LINE REDUCER	All other Manufacturers	10.00%
SCREW /SPLINE	THOMSON LINEAR MOTIN	28.91%
SCREW /SPLINE	NOOK INDUSTRIES	25.72%
SCREW /SPLINE	All other Manufacturers	10.00%
ELECTRIC POWER TOOL	SKF USA INC	27.18%
ELECTRIC POWER TOOL	DESTACO	37.50%
ELECTRIC POWER TOOL	PRECISION DORMER	44.44%
ELECTRIC POWER TOOL	METABO CORPORATION	38.17%
ELECTRIC POWER TOOL	WOODS WIRE PRODUCTS	38.33%
ELECTRIC POWER TOOL	INA	39.81%
ELECTRIC POWER TOOL	STANLEY TOOLS	39.02%
ELECTRIC POWER TOOL	COLEMAN CABLE SYSTM	38.33%
ELECTRIC POWER TOOL	ARROW FASTENER COMP	38.50%
ELECTRIC POWER TOOL	DEWALT INDTRIAL TOOL	27.40%
ELECTRIC POWER TOOL	All other Manufacturers	10.00%
MECHANICAL INSTRUMEN	AMETEK	35.71%
MECHANICAL INSTRUMEN	DIXON VALVE&COUPLING	34.78%
MECHANICAL INSTRUMEN	DONALDSON COMPANY	27.38%

Category Description	Brand Name	Minimum % off KIT list price
MECHANICAL INSTRUMEN	WILKERSON CORP.	31.44%
MECHANICAL INSTRUMEN	WIKA INSTRUMENT CORP	37.18%
MECHANICAL INSTRUMEN	INGERSOLL RAND	31.34%
MECHANICAL INSTRUMEN	ASCO NUMATICS INC	35.75%
MECHANICAL INSTRUMEN	All other Manufacturers	10.00%
<hr/>		
MISC HANDLING PRDCTS	MITUTOYO	36.56%
MISC HANDLING PRDCTS	CROSBY GROUP, THE	21.43%
MISC HANDLING PRDCTS	LYON WORKSPACE PROD	35.71%
MISC HANDLING PRDCTS	AIRMASTER FAN CO.	36.56%
MISC HANDLING PRDCTS	COLUMBUS MCKINNON	28.57%
MISC HANDLING PRDCTS	LIFT-ALL CO INC	54.29%
MISC HANDLING PRDCTS	SHURTAPE TECNOLOGIES	36.56%
MISC HANDLING PRDCTS	80/20 INC	35.81%
MISC HANDLING PRDCTS	All other Manufacturers	10.00%
<hr/>		
CUTTIG TOOLS MACHINE	FULLERTON	39.19%
CUTTIG TOOLS MACHINE	PRECISION DORMER	27.69%
CUTTIG TOOLS MACHINE	DEWALT INDTRIAL TOOL	35.14%
CUTTIG TOOLS MACHINE	MILWAUKEE TOOL	38.72%
CUTTIG TOOLS MACHINE	BERSHIRE ESUPPLY	39.20%
CUTTIG TOOLS MACHINE	GREENFIELD INDUST	33.41%
CUTTIG TOOLS MACHINE	TRIUMPH TWIST DRILL	36.49%
CUTTIG TOOLS MACHINE	All other Manufacturers	10.00%
<hr/>		
VIBRATOR PRODUCTS	MARTIN VIBRATION SYS	39.19%
VIBRATOR PRODUCTS	All other Manufacturers	10.00%
<hr/>		
HOSE ASSEMBLIES	PARKER HANNIFIN CORP	43.66%
HOSE ASSEMBLIES	CONTITECH USA INC	23.59%
HOSE ASSEMBLIES	DIXON VALVE&COUPLING	26.60%
HOSE ASSEMBLIES	KURIYAMA OF AMER	26.80%
HOSE ASSEMBLIES	ALEMITE	29.93%
HOSE ASSEMBLIES	FLEXAUST CO.	36.63%
HOSE ASSEMBLIES	All other Manufacturers	10.00%
<hr/>		
HARDWARE PRODUCT	BOSTON GEAR	39.39%
HARDWARE PRODUCT	WINFRED M. BERG	36.89%
HARDWARE PRODUCT	JERGENS	29.69%
HARDWARE PRODUCT	PRECISION BRAND PROD	36.79%
HARDWARE PRODUCT	PANGBORN	37.36%

Category Description	Brand Name	Minimum % off KIT list price
HARDWARE PRODUCT	SQWINCHER CORP THE	37.36%
HARDWARE PRODUCT	BERSHIRE ESUPPLY	33.33%
HARDWARE PRODUCT	DIXON VALVE&COUPLING	29.41%
HARDWARE PRODUCT	3 M COMPANY	34.32%
HARDWARE PRODUCT	SPIRALCOOL COMPANY	38.18%
HARDWARE PRODUCT	80/20 INC	22.73%
HARDWARE PRODUCT	CRC IND'L CHEMICALS	37.37%
HARDWARE PRODUCT	PFERD MILWAUKEE CO	38.52%
HARDWARE PRODUCT	ANCHOR BRAND	38.20%
HARDWARE PRODUCT	DEWALT INDTRIAL TOOL	35.98%
HARDWARE PRODUCT	MOLDEX-METRIC INC	38.39%
HARDWARE PRODUCT	THOMSON LINEAR MOTIN	33.35%
HARDWARE PRODUCT	COLUMBUS MCKINNON	23.45%
HARDWARE PRODUCT	WESTERN TECHNICAL	37.87%
HARDWARE PRODUCT	ACCO CHAIN/PEERLESS	38.28%
HARDWARE PRODUCT	APEX TOOL GROUP	37.44%
HARDWARE PRODUCT	B'LASTER CHEMICAL CO	38.14%
HARDWARE PRODUCT	FABCO-AIR	36.91%
HARDWARE PRODUCT	HERCULES SEALG PROD	37.11%
HARDWARE PRODUCT	MAGNOLIA BRUSH	38.11%
HARDWARE PRODUCT	All other Manufacturers	10.00%
FEED BACK MEASUREMNT	DYNAPAR/FORTIVE	35.71%
FEED BACK MEASUREMNT	CONTROL TECHNIQUES	35.73%
FEED BACK MEASUREMNT	CENTRAL STATES INDTR	35.71%
FEED BACK MEASUREMNT	OMRON	50.00%
FEED BACK MEASUREMNT	RED LION CONTROLS	21.47%
FEED BACK MEASUREMNT	All other Manufacturers	10.00%
HYDRAULIC TOOL	SPX HYDRAULIC TECH	23.61%
HYDRAULIC TOOL	All other Manufacturers	10.00%
MOTOR ACCESSORIES	OVERLY HAUTZ COMPANY	36.62%
MOTOR ACCESSORIES	US MOTORS (NIDEC)	24.32%
MOTOR ACCESSORIES	All other Manufacturers	10.00%
MOLDED RUBBER PRODCT	JASON IND.	34.78%
MOLDED RUBBER PRODCT	KURIYAMA OF AMER	34.78%
MOLDED RUBBER PRODCT	SEALFAST	34.78%
MOLDED RUBBER PRODCT	All other Manufacturers	10.00%

Category Description	Brand Name	Minimum % off KIT list price
PIPE PRODUCTS	PARKER HANNIFIN CORP	44.44%
PIPE PRODUCTS	DIXON VALVE&COUPLING	31.17%
PIPE PRODUCTS	TOMPKINS INDUSTRIES	37.50%
PIPE PRODUCTS	WILKERSON CORP.	37.50%
PIPE PRODUCTS	PARKER LEGRIS	29.70%
PIPE PRODUCTS	All other Manufacturers	10.00%
ELEC REPAIR PRODUCTS	BALDOR ELECTRIC	37.50%
ELEC REPAIR PRODUCTS	BOSTON GEAR	39.30%
ELEC REPAIR PRODUCTS	All other Manufacturers	10.00%
PREC DRIVE PRODUCTS	TIMKEN DRIVES	40.17%
PREC DRIVE PRODUCTS	WINFRED M. BERG	37.50%
PREC DRIVE PRODUCTS	All other Manufacturers	10.00%
HOSE ACCESSORIES	PARKER HANNIFIN CORP	21.73%
HOSE ACCESSORIES	HOSE PRODUCTS DIVISN	34.78%
HOSE ACCESSORIES	AEROQUIP CORPORATION	34.79%
HOSE ACCESSORIES	CONTITECH USA INC	34.86%
HOSE ACCESSORIES	JASON IND.	20.94%
HOSE ACCESSORIES	DIXON VALVE&COUPLING	29.18%
HOSE ACCESSORIES	FLEXAUST CO.	34.80%
HOSE ACCESSORIES	All other Manufacturers	10.00%
SILENT CHAIN PRODUCT	RAMSEY PRODUCTS	38.36%
SILENT CHAIN PRODUCT	All other Manufacturers	10.00%
ROLLER CONVEYOR	SKF USA INC	33.12%
ROLLER CONVEYOR	OMNI METALCRAFT CORP	43.19%
ROLLER CONVEYOR	FRANTZ MFG (BRG DIV)	39.19%
ROLLER CONVEYOR	All other Manufacturers	10.00%
HOLDING MACHINE TOOL	DESTACO	35.71%
HOLDING MACHINE TOOL	APEX TOOL GROUP	35.71%
HOLDING MACHINE TOOL	All other Manufacturers	10.00%
METAL STOCK	G & G MFG	39.19%
METAL STOCK	BOSTON GEAR	42.85%
METAL STOCK	JERGENS	32.43%
METAL STOCK	BERSHIRE ESUPPLY	39.94%

Category Description	Brand Name	Minimum % off KIT list price
METAL STOCK	All other Manufacturers	10.00%
CHEMICAL GASKET PRDT	LOCTITE CORPORATION	31.08%
CHEMICAL GASKET PRDT	ITW PERFORMANCE POLY	38.43%
CHEMICAL GASKET PRDT	All other Manufacturers	10.00%
WIRE BELT PRODUCTS	NOFFSINGER	39.20%
WIRE BELT PRODUCTS	All other Manufacturers	10.00%
SAW BLADES	LENOX	32.43%
SAW BLADES	MILWAUKEE TOOL	38.51%
SAW BLADES	BERSHIRE ESUPPLY	39.27%
SAW BLADES	LENOX TOOLS	39.21%
SAW BLADES	GREENFIELD INDUST	41.94%
SAW BLADES	All other Manufacturers	10.00%
BELT CONVEYOR PULLEY	HOLZ RUBBER PRODUCTS	39.19%
BELT CONVEYOR PULLEY	PREC PULLEY & IDLER	27.03%
BELT CONVEYOR PULLEY	All other Manufacturers	10.00%
MISC: AUTOMOTIVE	CRC IND'L CHEMICALS	32.43%
MISC: AUTOMOTIVE	All other Manufacturers	10.00%
PNEUMATIC TOOL	GUARDAIR CORPORATION	24.29%
PNEUMATIC TOOL	NYCOIL COMPANY	35.72%
PNEUMATIC TOOL	COILHOSE	35.73%
PNEUMATIC TOOL	SCHRADER-BRIDGEPORT	35.73%
PNEUMATIC TOOL	CEJN INDUSTRIAL CORP	35.73%
PNEUMATIC TOOL	DIXON VALVE&COUPLING	34.29%
PNEUMATIC TOOL	FOSTER MFG. CO. INC.	37.15%
PNEUMATIC TOOL	RED DEVIL INC	36.51%
PNEUMATIC TOOL	SIOUX TOOLS INC	36.55%
PNEUMATIC TOOL	BERSHIRE ESUPPLY	35.88%
PNEUMATIC TOOL	GREENFIELD INDUST	40.14%
PNEUMATIC TOOL	All other Manufacturers	10.00%
MISC: CONVEYOR	REXNORD	30.88%
MISC: CONVEYOR	PREC PULLEY & IDLER	33.82%
MISC: CONVEYOR	80/20 INC	20.22%
MISC: CONVEYOR	SYSTEM PLAST	33.82%

Performance Capability

- i. Include a detailed response to Appendix D, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses should highlight experience, demonstrate a strong national presence, describe how Offeror will educate its national sales force about the Contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to OMNIA Partners.
- ii. The successful Offeror will be required to sign Appendix D, Exhibit B, OMNIA Partners Administration Agreement prior to Contract award. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to OMNIA Partners Administration Agreement on Appendix B, Terms and Conditions Acceptance Form.
- iii. Include completed Appendix D, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance.
- iv. Describe how Offeror responds to emergency orders.
 - KIT is committed to working with the customer to keep your facility running, day and night, while helping you avoid the escalating cost of unplanned downtime. Each facility will receive an after-hours emergency number, so when a critical piece of equipment or a production line goes down, they know who to call. KIT's smart stocking, combined with same-day / next-day shipping, means getting your facility up and running as quickly as possible, with the products you need, on hand at your local branch with immediate access to our full catalog and our suppliers' inventory.
- v. What is Offeror's average Fill Rate?
 - KIT's average Fill Rate is 96%
- vi. What is Offeror's average on time delivery rate? Describe Offeror's history of meeting the shipping and delivery timelines.
 - KIT's average on time delivery rate is 98%. Through analyzing customer purchase history, both current and prospective, KIT has been able to have the right product at the right places (servicing DC's and local branches) to meet shipping and delivery timelines. One of the first steps we take when onboarding new customers, is to review the previous 6 months of purchases and receive a list of critical spares to ensure the local branch has those items on hand when you need them.
- vii. Describe Offeror's return and restocking policy.
 - Products may not be returned without prior authorization. KIT will not charge a restocking fee for items typically stocked at our DC's, if returned like new. Any item not typically stocked, for which the manufacturer requires a restocking fee, that fee would be passed to the Buyer. KIT always negotiates with its manufacturer partners to avoid restocking fees. Custom items or special order merchandise including all nonstandard material is not returnable or cancelable.

- viii. Describe Offeror's ability to meet service and warranty needs.
- KIT utilizes a warranty tracking management program to assure our customers receive the full benefits of major purchases and investments. All warranties are through the original equipment manufacturer and not KIT. Warranties are based on the date codes on the products. In a warranty situation, KIT requests customers not dispose of the product prior to KIT being able to inspect the item. KIT will also work with our manufacturer partners to evaluate and secure extended warranty terms where possible.
- ix. Describe Offeror's customer service/problem resolution process. Include hours of operation, number of services, etc.
- KIT has implemented a best in class network that ensures, first call resolutions, extended service hours, advanced assistance, emergency service, and daily order expediting. KIT has a simple and effective corrective action process in place to resolve any issue as it may occur. The immediate point of contact will be the local Account Manager. Local personnel will have access to the Account Manager's cell phone or other method to track him/her down immediately. As each branch is accountable for its actions, issues are resolved quickly at the branch level. Layers of management are not required to make decisions and act upon them. In the event an issue must rise above branch management, the Corporate Accounts Operations Manager is notified and facilitates the issue to its resolution.
- x. Describe Offeror's invoicing process. Include payment terms and acceptable methods of payments. Offerors shall describe any associated fees pertaining to credit cards/p-cards.
- Invoices will be sent to the provided billing address for each customer, on a per order basis. KIT offers Level 2 and Level 3 credit card processing, corporate P-CARDS, VISA, MasterCard, and American Express at no extra charge to the Buyer. KIT can also provide system-to-system invoicing integration via ERP integrations (SAP, ORACLE etc.). Payment terms are NET 30 days.
- x. Describe Offeror's contract implementation/customer transition plan.
- **Implementation Highlights** – The verbiage below describes KIT's standard agreement implementation process – these are tailored to each customer's needs. Additionally, for locations limiting access due to Covid, we embrace the use of technology to provide solutions and troubleshoot problem areas in order to continue to provide best in class service & solutions.

Defined Process — KIT uses a proven agreement implementation process that establishes key milestones and performance metrics. Our program launch methods will communicate a clear, unified message from KIT and customer's executive management while still addressing the individual concerns of each production facility. The KIT team will work closely with your local stakeholders to coordinate all necessary implementation actions.

Rapid Implementation — Successful programs start with the rapid implementation of the agreement. KIT coordinates and manages specific steps, to ensure both parties achieve full expectations. KIT will work with both local and corporate customer stakeholders to have our program implemented per an agreed upon schedule, in most cases in 60 days or fewer. As the implementation process is being completed, KIT will work with each local

customer facility to begin handling daily requirements, and becoming familiar with facility operations.

Preliminary Information Collection — KIT and customer will work to identify all included site locations, contact information and alignment with KIT resources.

Location Support Requirements — KIT will review customer's spend histories, inventory support needs, and local supplier expectations.

Local Support Inventory — KIT will begin building local support inventory based on the following schedule: (Can be modified based on-site specific and individual needs)

- **Initial Phase (Start - 30 days):** Identify critical and non-critical inventory, establish delivery requirements and analyze site spending and downtime patterns.
- **Inventory Build (31 – 45+ days):** Put dedicated inventory in place at the local servicing locations and complete site equipment audits.
- **Go Live (46 – 60 days):** Place orders with local KIT branch, training and technical support, focus on customer service and cost reduction.

Internal Kickoff Meeting — KIT will meet with customer's key stakeholders to review the agreement terms, implementation timeline and mutual expectations.

Joint Webcast / Teleconference — Customer's team will join with KIT's account management team to co-host a webcast or teleconference to all customer locations to formally announce the agreement and review agreement terms and implementation expectations. The KIT Account Manager assigned to each customer facility, or a territory management representative, will be on-site to meet with stakeholders at each facility location.

Initial Site Implementation Meeting — KIT will meet on-site with key personnel at each customer facility. These meetings will formally kick off the Corporate Accounts program at each location, introducing KIT and the agreement. Topics will include:

- Overview of KIT Corporation
- KIT's capabilities as a premier supplier
- National account philosophy and management approach
- Available services
- Inventory management
- Documented Savings program
- Agreement terms and benefits

In addition to providing a forum to address facility personnel questions about the transition, the site implementation meetings will help KIT's team understand each facilities special needs and expectations. Other meeting action items may include:

- Scheduling a follow-up planning meeting and a series of project update calls
- Establishing a "go live" date
- Identifying a critical need project or service
- Setting timelines to gather data, survey facility inventory and make necessary adjustments to KIT inventory

Go Live Date — The go live date is the official date on which KIT will begin implementing the agreement terms at a specific participating agency location. In some cases, the go live date may be the same day as the initial site implementation meeting. At other times, facility personnel may need additional time or resources to compile the raw historical data that KIT will analyze to establish each location's support inventory and delivery requirements.

Follow-up Planning Meeting — Depending on the complexity of each facility's requirements, the initial implementation meeting may not provide enough time to discuss all topics. When required, KIT will schedule additional meetings with customer's local management team to discuss outstanding action items from the implementation session and finalize plans to roll out the agreement at that facility. KIT can also schedule a series of status update calls to review progress.

Customer Resources — Customer's active participation in the implementation phase is critical to the ultimate success of the corporate account agreement. KIT's expectations for customer's support include:

- Assigning champions at each facility
- Allocating IT resources, as needed
- Providing corporate support at all key implementation meetings
- Requiring all key facility personnel to attend webcasts and implementation meetings
- Scheduling implementation meetings at each CLIENT location, including a facility tour
- Providing historical usage data for defining inventory requirements
- Helping establish a go live date and ongoing reporting requirements

xi. Describe the financial condition of Offeror.

- KIT is in good financial condition. KIT is a privately owned company and holds specific financial information confidentially. KIT's DUNs number is 077316412.

- xii. Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality. www.kamandirect.com

• KamanDirect.com offers users pinpoint search capabilities, simplified navigation and personalization options to provide faster and easier access to nearly two million industrial parts and components. Recent upgrades have helped to keep Kaman Industrial Technologies at the forefront of our industry, providing customers with unrivaled usability and customization options.

Key features of KamanDirect.com include:

- A robust search engine with support for your part numbers
- Detailed part attributes for refined searching
- Real time price and availability information
- Award-winning DVAT (Direct Vendor Access Technology) to check manufacturer stock
- Real-time routing of your orders to your local servicing KIT branch
- Level 3 credit card processing providing line item detail on your statement

Customized content options allow you to:

- View your purchasing history, order status, order acknowledgements and invoice data
- Customized search results based on your purchase history
- Request, view, and purchase quotes online
- View contract and custom pricing
- Set-up virtual storerooms to manage recurring purchases
- Manage multiple locations from a single login

KamanDirect.com features tools that help customers quickly and easily find the product they need online when the high level of service provided by our branch offices is not required

- xiii. Describe the Offeror's safety record.

• Kaman Distribution and its subsidiaries recognize their obligations to carry out their activities in compliance with all laws that contribute to a clean and safe work environment. It is, therefore, the policy of the Company, that all of its employees comply with applicable workplace safety laws and regulations. KDG currently maintains a below-industry average OSHA incident rate of 0.34 and our Experience Modification Rate (EMR) is 0.84, which is below the 1.00 industry average.

- xiv. Provide any additional information relevant to this section.

• The following listed KIT differentiators confirm our qualifications and experience related to the supply and service of the products in this RFP. They are: Effective Inventory Management, Documented Savings, Analytical Services, Efficient e-Procurement, Faster sourcing via KAMANdirect.com, Field and Shop Services, Maintenance and Reliability Service, Warranty and Repair, Product and Application Training, Customer Care Commitment and After Hours Service.

APPENDIX D



Requirements for National Cooperative Contract To Be Administered by OMNIA Partners

The following documents are used in evaluating and administering national cooperative contracts and are included for Supplier's review and response.

Exhibit A – Response for National Cooperative Contract

Exhibit B – Administration Agreement, Example

Exhibit C – Master Intergovernmental Cooperative Purchasing Agreement, Example

Exhibit D – Principal Procurement Agency Certificate, Example

Exhibit E – Contract Sales Reporting Template

Exhibit F – Federal Funds Certifications

Exhibit G – New Jersey Business Compliance

Exhibit H – Advertising Compliance Requirement

Exhibit A

Response for National Cooperative Contract

1.0 Scope of National Cooperative Contract

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the Administration Agreement between Supplier and OMNIA Partners.

1.1 Requirement

Region 4 ESC (hereinafter defined and referred to as “Principal Procurement Agency”), on behalf of itself and the National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector (“OMNIA Partners”), is requesting proposals for Warehousing, Material Handling, and Production Support. The intent of this Request for Proposal is any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (“Master Agreement”) be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with OMNIA Partners, an example of which is included as Exhibit D, and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners as a Participating Public Agency in OMNIA Partners’ cooperative purchasing program. Registration with OMNIA Partners as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C, and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of the Master Intergovernmental Cooperative Agreement or as otherwise agreed to. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through OMNIA Partners.

All transactions, purchase orders, invoices, payments etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither OMNIA Partners, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency. Supplier is responsible for knowing the tax laws in each state. -

This Exhibit A defines the expectations for qualifying Suppliers based on OMNIA Partners' requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through OMNIA Partners.

These requirements are incorporated into and are considered an integral part of this RFP. OMNIA Partners reserves the right to determine whether to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies, in its sole and absolute discretion, and any party submitting a response to this RFP acknowledges that any award by the Principal Procurement Agency does not obligate OMNIA Partners to make the Master Agreement available to Participating Procurement Agencies.

1.2 Marketing, Sales and Administrative Support

During the term of the Master Agreement OMNIA Partners intends to provide marketing, sales, partnership development and administrative support for Supplier pursuant to this section that directly promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

OMNIA Partners will assign the Supplier a Director of Partner Development who will serve as the main point of contact for the Supplier and will be responsible for managing the overall relationship between the Supplier and OMNIA Partners. The Director of Partner Development will work with the Supplier to develop a comprehensive strategy to promote the Master Agreement and will connect the Supplier with appropriate stakeholders within OMNIA Partners including, Sales, Marketing, Contracting, Training, and Operations & Support.

The OMNIA Partners marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through channels that may include:

- A. Marketing collateral (print, electronic, email, presentations)
- B. Website
- C. Trade shows/conferences/meetings
- D. Advertising
- E. Social Media

The OMNIA Partners sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through initiatives that may include:

- A. Individual sales calls
- B. Joint sales calls
- C. Communications/customer service
- D. Training sessions for Public Agency teams
- E. Training sessions for Supplier teams

The OMNIA Partners contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

- A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
- B. Training sessions for Public Agency teams
- C. Training sessions for Supplier teams
- D. Regular business reviews to monitor program success
- E. General contract administration

Suppliers are required to pay an Administrative Fee of 3% of the greater of the Contract Sales under the Master Agreement and Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B).

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately \$20M annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through OMNIA Partners, and volume growth into other Public Agencies through a coordinated marketing approach between Supplier and OMNIA Partners.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will, at OMNIA Partners' option, be the basis of award on a national level through OMNIA Partners. If multiple Suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same Suppliers will be required to extend the Master Agreement to Participating Public Agencies through OMNIA Partners. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency (e.g. governing law) are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and OMNIA Partners shall agree without being in conflict with the Master Agreement. Participating Agencies may request to enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in the Master Agreement (i.e. invoice requirements, order requirements, specialized delivery, diversity requirements such as minority and woman owned businesses, historically underutilized business, governing law, etc.) ("Supplemental Agreement"). It shall be the responsibility of the Supplier to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the Participating Agency. It shall further be the responsibility of the Supplier to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of the Master Agreement and adjust wage rates accordingly. In instances where supplemental terms and conditions create additional risk and cost for Supplier, Supplier and Participating Public Agency may negotiate additional pricing above and beyond the stated contract not-to-exceed pricing so long as the added price is commensurate with the additional cost incurred by the Supplier. Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Participating Agency and the Supplier (Contract Sales are reported to OMNIA Partners).

All signed Supplemental Agreements and purchase orders issued and accepted by the Supplier may survive expiration or termination of the Master Agreement. Participating Agencies' purchase orders may exceed the term of the Master Agreement if the purchase order is issued prior to the expiration of the Master Agreement. Supplier is responsible for reporting all sales and paying the applicable Administrative Fee for sales that use the Master Agreement as the basis for the purchase order, even though Master Agreement may have expired.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through OMNIA Partners' cooperative program:

- A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
- B. Establish the Master Agreement as the Supplier's primary go to market strategy to Public Agencies nationwide;
- C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier's need to respond to multiple solicitations and Public Agencies need to conduct their own solicitation process;
- D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and OMNIA Partners designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with OMNIA Partners and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to Public Agencies nationwide under this agreement and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional or local or cooperative contract, the Supplier will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through OMNIA Partners nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to OMNIA Partners in accordance with the OMNIA Partners Administration Agreement. Supplier also commits its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER RESPONSE

Supplier must supply the following information for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

3.1 Company

A. Brief history and description of Supplier to include experience providing similar products and services.

Kaman Industrial Technologies has been a leading distributor of value-added products and solutions since 1971 and is one of North America's leading industrial distributors. After first building our reputation in bearings and power transmission products, KIT has leveraged our expertise in mechanical, electrical and fluid power systems to deliver best-in-class industrial products, engineered solutions and trusted service to leaders in every market segment. Our mission is to make manufacturing safer, more efficient and more competitive. We have a dedicated history of supplying customer trust for nearly 50 years by providing more than just parts in a box.

Today, Kaman Industrial Technologies services more than 65,000 customers from over 250 branch locations, service centers and distribution centers across North America. We offer almost immediate access to more than 4 million product SKUs and over 3,000 brands.

Kaman Industrial Technologies delivers technological and services excellence through three major product platforms:

Bearings & Power Transmission — Kaman Industrial Technologies' product offering includes all types of bearings (plain, mounted, roller, sleeve and specialty), seals, power transmission products, such as belt and chain drives, speed reducers, couplings, mechanical and electrical drives, and a variety of mechanical components, linear motion and actuation products, electrical, fluid power, bulk and unit material handling products and components, chemicals, lubricants, process control devices, instrumentation, and

KAMAN

Industrial Technologies

a variety of industrial supplies including tools and associated maintenance products. In addition to application troubleshooting and failure analysis, KIT offers condition monitoring tools and services, repair and reconditioning, system design, belt fabrication and machined components.

Fluid Power — KIT's fluid power offering includes all types of hydraulic and pneumatic cylinders, motors, pumps, filters and valves. We carry a complete line of fluid connectors including hose, fittings, adapters and accessory products. KIT's fluid power shops can provide hydraulic power units, vacuum products, lubrication systems and value added services that range from modifying standard components to designing and assembling turnkey systems. We also offer application troubleshooting, fluid analysis and other preventive maintenance services.

Automation, Controls & Energy — The KIT AC&E platform offers a full line of energy management, motion control, automation products and systems including precision mechanical, electrical controls, servo and stepper systems and components, AC and DC motors and drives, robotics, PLCs, HMIs, facility networking, SCADA systems, sensors, relays, circuit breakers, power supplies, enclosures, machine safety, switchgear, lighting and power monitoring. KIT works collaboratively with our customers to develop innovative integrated solutions. KIT's Engineering Solutions Group (ESG) provides full integration, design, application, manufacturing and system expertise. We build and deliver application-specific solutions to maximize machine performance, reduce downtime and increase efficiency.

A large team of product experts and application engineers backs KIT's hands-on Account Managers at your closest branch location. These specialists provide our customers specific product expertise in troubleshooting, systems engineering and reducing your total cost of ownership.

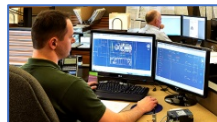
Solutions-Driven Technical Sales Model

1,165+
Sales Professionals

190+
Service Technicians

150+
Degreed Engineers

*Innovative Technical
Solutions...*



*...For Mission-Critical
Applications*



Delivering Company-Wide Care

KIT provides customers year-over-year savings by introducing new products, equipment or processes that will reduce each facilities total cost of operation. KIT will apply our unique approach to managing and servicing major corporate accounts to participating agencies at the corporate and local level. KIT combines specialized experience and proven strategies to deliver the results our customers expect.

Dedicated Corporate Account Management — Our dedicated account management team will work closely with participating agencies at the executive and facility levels to define objectives and implement programs and services. This approach can foster an improved customer service approach, as centralized staff help develop programs and

solutions, as well as improve the application of documented savings successes between participating locations. Troubleshooting, on-site technical support and inventory management will continue to be provided by the local branch and Account Manager. KIT will assign a two-person team to manage participating agencies accounts:

- **Corporate Account Manager** — Responsible for establishing the relationship and developing the overall program strategy. Works in conjunction with the assigned Corporate Account Operations Manager (CAOM) to support the program and is a resource for assistance with delivering on our agreement commitments.
- **Corporate Account Operations Manager** — Develops programs and services to address facility challenges, actively monitors outstanding commitments and deliverables, and reports on key performance indicators. The CAOM will help participating agencies leverage best practices and cost savings across all of their facilities with monthly reports on success stories and savings opportunities. As part of our commitment to continuous improvement, KIT will identify industry associations, events and other specialized training to make sure our team understands the challenges and opportunities participating agencies face today and in the future.
- **On-Site Specialists** — KIT will assign a dedicated, on-site associate to each *qualified* participating agencies location to provide sourcing and industry expertise. KIT will assign these full- or part-time specialists to mutually agreed on locations with an annual spend that supports these resources.

Business Intelligence — every month, KIT can provide information to help participating agencies manage the corporate account agreement. Standard reports will include monthly and annual spend by location, spend by category and documented savings by location and category.

Data Cleansing — KIT will leverage our experience with MRO customers using ERP systems to work with participating agencies to streamline inventory management. KIT can help participating agencies clean storeroom data and create a single database to track inventory for all locations. We will work with you to identify duplicate part numbers, calculate product interchanges and update obsolete part numbers.

Electronic Purchasing — KIT can help participating agencies reduce transaction costs and streamline the procurement process. Our dedicated solutions team has extensive experience in e-commerce and can integrate with a variety of in-house procurement systems to generate and fill electronic purchase orders. KIT offers free B2B integration with leading e-procurement solutions with no set-up fees. We support EDI, electronic payment and invoicing, hosted catalogs and corporate procurement cards. Our punch-out website provides real-time inventory, order status, pricing and online account management.

Key Performance Indicator Reporting — KIT can help you measure performance with regular reports tracking customized indicators. Your account team will work with you to define metrics that are meaningful to participating agencies, and then develop a regular reporting schedule based on your requirements. Standard performance reports include price savings, service levels and on-time delivery, with an almost endless list of available options to help participating agencies evaluate success based on the criteria that matter most to your company.

Documented Savings — KIT is focused on helping participating agencies reduce the cost of doing business at each production facility. KIT's Documented Savings program uses a total asset management approach to reduce transaction, operation and product costs, saving our customers millions in documented cost savings each year. The documented savings program is a cooperative initiative that gives KIT access to your facilities and operations to analyze your operations and identify opportunities to reduce operating and other costs.

How much money would your company like to save this year on facility operations, production and maintenance expenses: \$4,000, \$400,000, \$4,000,000? How would you like to know the potential savings documented in writing?

With Documented Savings, it is possible.

Kaman Industrial Technologies originated the concept of identifying, then documenting in writing, potential product and process improvements for the benefit of our customers.

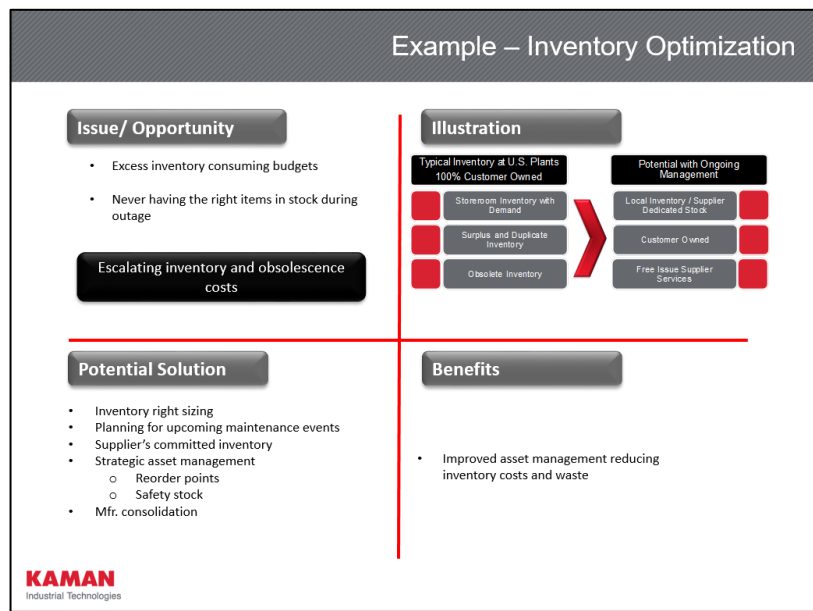
The savings generated by KIT's cost management strategies have proven to be both widespread and significant. We believe that we are not just selling replacement parts, but are functioning as a business partner, offering sound analysis, keen insight and practical advice on how to become more profitable.

Kaman Industrial Technologies' Documented Savings program is a true "Total Asset Management" approach to doing business with the intended goal of boosting productivity and bottom-line savings while reducing downtime.

Documented Savings assists with inventory, procurement, storeroom, tool room and supply chain management. Advanced Information Systems — like EDI, bar coding, SPC reports — and other special programs like application upgrades, sole source corporate agreements, alliance partnering and international support are typical KIT innovations that can improve the efficiency of your operation while driving more profit to your bottom line.

Finding ways to drive costs out of processes is a skill matched only by KIT's reputation for customer service, and the quality and skill of our people. Ultimately, we want to help you become more productive, more competitive and more profitable at what you do. Maximizing your facilities up time is our job. Put Documented Savings — and the team of technology experts at Kaman Industrial Technologies — to work for your company.

Example Documented Savings Categories:



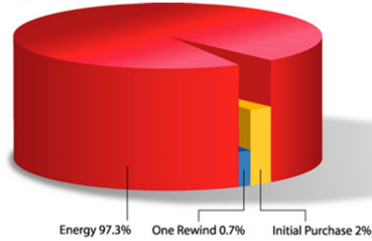
Example – Motor Management

Issue/ Opportunity

- Plant motor management strategy

97.3% of the total lifetime cost of an AC electric motor comes from energy costs

Illustration



Potential Solution

- Defined and standardized motor specs
- Define repair vs replace practices
- DC application upgrades
- Proper application of motor controls

Benefits

- Decrease overall inventory liability and motor SKUs
- Reduced energy costs from the 97% perspective
- Improved warranty
- Reduced Motor Spend/Costs
- Improved Motor efficiency across plant

Example - Maintenance Training

Issue/ Opportunity

- Improper installation, maintenance or sizing of power transmission component.
- Safety/loss time accidents

Improved asset life and maintenance cost thru proper application

Illustration

<ul style="list-style-type: none"> <input type="checkbox"/> Pneumatics <input type="checkbox"/> Compressors <input type="checkbox"/> Secondary Air Treatment <input type="checkbox"/> Piping, Hoses, Fittings <input type="checkbox"/> Directional Controls <input type="checkbox"/> Pressure Control Valves <input type="checkbox"/> Cylinders <input type="checkbox"/> Troubleshooting <input type="checkbox"/> Maintenance <input type="checkbox"/> Power Transmission <input type="checkbox"/> Adjustable Speed Drives <input type="checkbox"/> Bearings <input type="checkbox"/> Bearing Isolators <input type="checkbox"/> Belts <input type="checkbox"/> Couplings <input type="checkbox"/> Chains <input type="checkbox"/> Engineered Chain <input type="checkbox"/> Gear Reducers <input type="checkbox"/> Gears <input type="checkbox"/> Belter Chain <input type="checkbox"/> Synchroets <input type="checkbox"/> V-Belt Drives <input type="checkbox"/> Lubrication <input type="checkbox"/> Principles <input type="checkbox"/> Characteristics <input type="checkbox"/> Oil and Applications <input type="checkbox"/> Greases <input type="checkbox"/> Systems 	<ul style="list-style-type: none"> <input type="checkbox"/> Mechanical Maintenance <input type="checkbox"/> Equipment Installation <input type="checkbox"/> Vibration Control and Anchoring <input type="checkbox"/> Leveling and Aligning <input type="checkbox"/> Mechanical Drives <input type="checkbox"/> Motors <input type="checkbox"/> Single Phase <input type="checkbox"/> Three Phase <input type="checkbox"/> Isolators <input type="checkbox"/> Maintenance <input type="checkbox"/> Induction <input type="checkbox"/> Synchronous <input type="checkbox"/> Multispeed <input type="checkbox"/> Starters <input type="checkbox"/> Controllers <input type="checkbox"/> Alternators <input type="checkbox"/> Hydraulics <input type="checkbox"/> Principles <input type="checkbox"/> Fluids <input type="checkbox"/> Strainers and Filters <input type="checkbox"/> Reservoirs and Accumulators <input type="checkbox"/> Pumps <input type="checkbox"/> Piping, Tubing and Fittings <input type="checkbox"/> Directional Control Valves <input type="checkbox"/> Pressure Control Valves <input type="checkbox"/> Cylinders <input type="checkbox"/> Troubleshooting 	<ul style="list-style-type: none"> <input type="checkbox"/> Basic AC and DC Theory <input type="checkbox"/> Static Electricity <input type="checkbox"/> DC Circuits <input type="checkbox"/> AC Circuits <input type="checkbox"/> Magnetism <input type="checkbox"/> Conductors <input type="checkbox"/> Components <input type="checkbox"/> Current <input type="checkbox"/> I.R.E. <input type="checkbox"/> Series and Parallel Circuits <input type="checkbox"/> AC and DC Math <input type="checkbox"/> Material Handling Systems <input type="checkbox"/> Conveyer Idlers <input type="checkbox"/> Conveyer Pulleys <input type="checkbox"/> Belts, Chains <input type="checkbox"/> Screw Conveyer <input type="checkbox"/> Feed and Discharge Devices <input type="checkbox"/> Safety and Troubleshooting <input type="checkbox"/> Pumps <input type="checkbox"/> Systems <input type="checkbox"/> Metal <input type="checkbox"/> Non-metallic <input type="checkbox"/> Tubing <input type="checkbox"/> Hoses <input type="checkbox"/> Fittings <input type="checkbox"/> Valves <input type="checkbox"/> Strainers, Filters and Traps <input type="checkbox"/> Accessories
--	--	--

Potential Solution

- In house training with qualified suppliers and manufacturing partners
- Application specific upgrades

Benefits

- Less downtime
- Safety/loss time accidents
- Reduce man-hour maintenance efforts
- Improved Employee Engagement

Delivering Site-Level Care

Customer Service — KIT's people, processes and systems are carefully aligned to deliver expert product and application advice for bearings and power transmission, fluid power, electrical and motion control products, combined with best-in-class service. Guaranteed live service, extended service hours and detailed customer and call histories mean that you get the answers you need in just one call.

Knowledgeable Account Managers — KIT will assign a local Account Manager to each participating agency's facility to provide technical support, inventory management and procurement assistance. Recognized throughout the industry for their ability to solve complex maintenance and production problems, KIT's Account Managers will work directly with participating agency's storeroom, facilities and engineering contacts to solve everyday challenges, increase productivity and reduce downtime.

Application Engineers — KIT's local network of knowledgeable Account Managers will be backed by KIT's in-house team of engineers and technicians who know your industry. These skilled specialists will help troubleshoot the most challenging issues, recommend process enhancements and apply engineered solutions to the entire system.

After-Hours & Emergency Service — KIT is committed to working with participating agencies to keep their facilities running, day and night, while helping them avoid the escalating cost of unplanned downtime. Each facility will receive an after-hours emergency number, so when a critical piece of equipment or a production line goes down, they know who to call. KIT's smart stocking, combined with same-day / next-day shipping, means getting your facility up and running as quickly as possible, with the products you need most on hand at your local branch and immediate access to our full catalog and our suppliers' inventory.

OEM Conversions — KIT can assist in the evaluation of current and new equipment parts for OEM conversion potential. Based on the successful process established at other key national accounts, we will apply previously implemented conversions to participating agency's inventory and maintain a database for easy access to this information.

Standardization — KIT can work with participating agencies to audit existing inventories and standardize components by product category and application. Our team can help participating agencies stock just what they need, eliminating duplicates, to reduce storeroom inventory and streamline sourcing. Your Corporate Account Operations Manager will regularly review purchase history and documented savings activity to identify additional opportunities to reduce carrying costs, lower total cost of ownership and improve inventory control.

Training — Based on the participating agencies' individual facility requirements, KIT can provide custom-tailored training seminars in person or by webcast. KIT personnel and manufacturers' field specialists can provide training on product installation, maintenance and troubleshooting, predictive maintenance and root cause failure analysis, using condition monitoring tools, lockout / tagout and other safety procedures.

Kitting — KIT can help simplify maintenance, accelerate changeovers and improve operational efficiency with kitting solutions. KIT will ship all the parts needed for a repair project in a kit, with a single invoice and your specified part number, significantly reducing the number of shipments and amount of paperwork.

Delivering Specialized Care

Consultative Solutions — KIT's consultative solutions approach means that we can provide much more than just components. We offer participating agencies a comprehensive portfolio of integrated engineering, design and automation solutions to maximize throughput, reduce downtime and increase efficiency. Our specialists can provide everything from modifying standard components to designing and assembling custom systems.

Automation, Controls & Energy (AC&E) Platform — KIT's AC&E platform provides customized engineering services and manufacturing capabilities for a wide range of OEM, industrial, processing and infrastructure applications. AC&E offers:

- **Single-Point Sourcing** — from individual components to fully integrated, turnkey engineered systems, AC&E has the resources to deliver fast, effective, and value-enhancing solutions. Our extensive inventory of more than 100,000 SKUs from over 135 brands give our customers immediate access to virtually any component needed for OEM, MRO, and most manufacturing and processing industries.
- **Engineering Expertise & Innovation** — KIT's experienced team of electrical, industrial, chemical, and mechanical engineers work collaboratively with our customers to tailor solutions to your business goals, technical specifications and commercial requirements.
- **National Footprint, Local Service** — AC&E's nationwide network offers the economies of scale to deliver high-value products and services, while still providing customers with the local service and support you need and expect.
- **Return on Investment** — AC&E is committed to providing the right solution to help optimize your process and reduce your total cost of ownership. Our significant buying power, broad-based capabilities, cutting-edge facilities, and technical knowledge base all help improve your return on investment.
- **Continuous Process Improvement** — AC&E's process-driven approach, combined with our dedication to high quality and dependability, allows us to work with our customers to provide them the best results at the lowest cost.

AC&E's engineering, integration and manufacturing services include:

- Automation, motion control, information technology, robotics and overall equipment efficiency.
- Control panel design and assembly, as well as custom-built variable frequency drives.
- Instrumentation, SCADA, telemetry/wireless communications, networking and PLC programming.
- Power distribution, monitoring and measurement; energy management, lighting control, and critical power and custom power equipment.
- Data center integration project management; critical systems communications and data collection; supply integration and startup; and NETW testing of low and medium voltage switchgear.

Fluid Power Platform — Kaman Fluid Power supplies an extensive range of hydraulic and pneumatic products and systems, together with support services and engineered systems. We offer:

- **Comprehensive Portfolio** — KIT has access to over 1,000 manufacturers' products for a wide array of applications, including an extensive portfolio of Parker Hannifin lines. Parker manufactures the largest variety of hydraulic and pneumatic products of any supplier, with premium and value-priced options.
- **Dedicated Experts** — KIT's team includes over 100 electrical engineers, certified fluid power specialists, and experienced technicians who offer in-house design and build capabilities.
- **Full-Service Fabrication** — KIT offers a full range of fabrication services, including custom cutting, coupling, and assembly of hydraulic and industrial hoses. Quick turnaround is a given, with same-day service available for many items.
- **Repair & Remanufacturing** — KIT's in-house and partner service shops repair and remanufacture all major brands of hydraulic motors and pumps, cylinders, valves, process and lube pumps, and rotary actuators.
- **Systems Engineering** — Kaman Fluid Power offers custom-engineered solutions to meet your fluid power needs, including design, fabrication, assembly, testing, and commissioning for hydraulic, pneumatic, process, lubrication, and oil filtration systems.
- **Fluid Analysis** — KIT's fluid analysis program can give CLIENT an inside look at both the oil and equipment condition—all without disassembly. This preventive tool allows you to identify minor problems before they become major, detect in-process equipment failures, minimize maintenance, and extend equipment life.

Repair Services & Asset Management — KIT can assist you with various aspects of Asset Management. This includes component repair / replacement, testing and certification services to determine if your spares inventory is serviceable, as well as legacy Automation Migration. If you have old control systems that are hard to maintain and service, migrating to newer automation platforms can minimize risk and downtime.

Facility & Equipment Surveys — KIT is focused on working with participating agencies to increase productivity and equipment life, while reducing maintenance requirements and inventory levels. As part of the agreement's implementation phase, KIT can coordinate surveys of the appropriate areas or storerooms at needed participating agency's facility locations to collect information on performance problems and discover opportunities to improve efficiency. KIT can also help participating agencies develop a comprehensive plan for maintaining, rebuilding and reconditioning equipment.

Support Services — KIT supports the products we sell with an in-house network of service shops that assemble, repair, remanufacture, retrofit and upgrade a wide range of industrial components. Our services include design, integration and installation for mechanical, electrical, fluid power and linear systems.

- **Reducer Build Services** — KIT offers gear reducer and gear motor assembly, with same-day service available. Reducers are rebuilt and assembled by factory-trained specialists to meet your exact specifications, allowing participating agencies to benefit from the same warranty the manufacturer applies to the product.

KAMAN

Industrial Technologies

- **Repair & Remanufacture Services** — KIT repairs or provides remanufactured services for major brands of hydraulic motors and pumps, cylinders, valves, lube pumps and rotary actuators.
- **Machine Shop/Fabrication Services** — our skilled technicians machine and fabricate conveyor components, fluid power systems and other products.
- **Engineered System Services** — KIT's facilities design and build fluid power systems in-house, including hydraulic power units (HPUs) and integrated fluid power and electrical controls systems.
- **Hose & Fitting Services** — We provide a full range of fabrication services to meet your exact specifications, such as coupled assemblies, external crimping and hydrostatic pressure testing. KIT offers full-service cut-and-couple fabrication with same-day service.
- **Belt Fabrication Services** — KIT's belt centers fabricate lightweight and heavy-duty belts, including vulcanizing, lacing, skiving, slitting, cleating and perforation. KIT also offers field installation for belts and entire systems; belt repair and maintenance; and customized training on splicing and crimping, belt tensioning, product installation, predictive maintenance and condition monitoring.

Maintenance & Reliability Services — KIT offers participating agencies the opportunity to engage KIT in facility reliability activities and services. KIT has developed a strong program that is designed to engage with our customers on a level that is unique to the traditional role of a distributor. There are significant advantages in having KIT participate in activities targeted to help participating agencies shift from a highly reactive mode of maintenance to a proactive, planned and scheduled, mode and to positively impact participating agencies' Overall Equipment Effectiveness (OEE).

KIT offers a suite of fee-based services that are designed to drive significant improvements in reliability including:

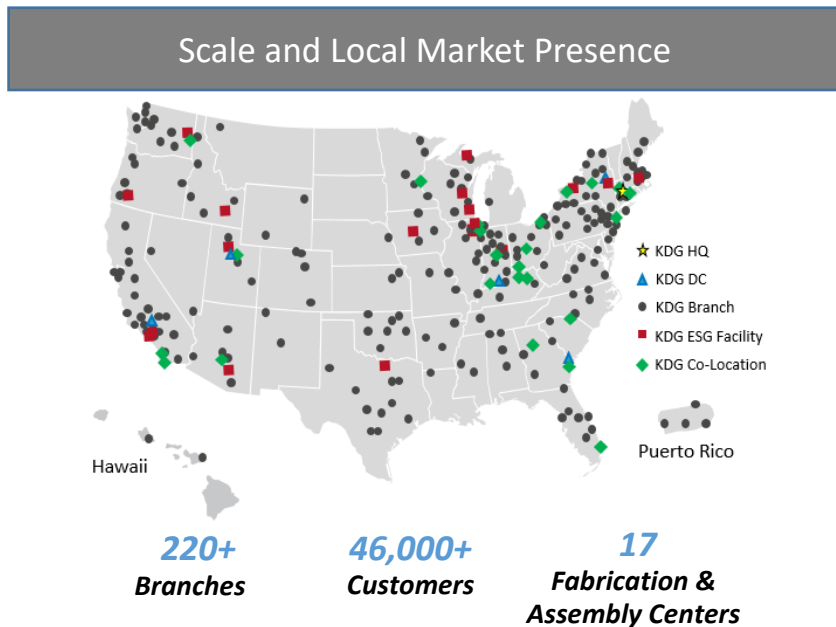
- **Criticality Assessment** — Effectively determine and prioritize equipment with a systematic approach to aid in setting priorities.
- **PM Optimization** — Reduce or replace non-value added tasks, ensure valued tasks are performed with proper instruction and acceptance criteria, standardizing on "master job plans" and CMMS management.
- **Work Planning & Scheduling** — Increase effectiveness, reduce delays, improve "wrench time".
- **Inventory Management** — "Right size" inventory levels and order points, improve turns, remove "dead stock", consolidation.
- **Training** — Provide education and processes to move towards a proactive approach to maintenance.
- **PdM Services** — Apply condition monitoring and PdM technologies to facilitate condition-based approach. Service includes electrical infrared, aerial infrared, vibration analysis, oil analysis, electric motor testing, and ultrasonic testing.

Energy Management & Sustainability — KIT is committed to collaborating with participating agencies to reduce your environmental impact. Our integrated approach to energy management targets improvements at the component, process and operations level, helping participating agencies convert systems from "always on" to "on-demand" operation.

KAMAN

Industrial Technologies

KIT's energy experts can work with you to define opportunities to increase equipment life, operating efficiency and bottom-line profits, while reducing energy consumption, waste to landfill and greenhouse gas emissions. Available assessments start with equipment and leak surveys and can go on to formal process audits and engineering studies that lead to capital projects and maximum gains.



B. Total number and location of salespersons employed by Supplier.

- KIT has 234 servicing locations across the US, with 1,165 sales professionals

C. Number and location of support centers (if applicable) and location of corporate office.

- KIT has 5 product distribution centers and 17 fabrication and assembly centers across the United States. Our Corporate HQ is located in Bloomfield, CT

D. Annual sales for the three previous fiscal years.

- KIT is a privately held company and considers this information confidential.
- Submit FEIN and Dunn & Bradstreet report.
- FEIN 84-2451094
- DUNS 07-731-6412

E. Describe any green or environmental initiatives or policies.

KIT shares the strong emphasis that many of our customers place on environmental sustainability as an approach to drive innovation and best practices throughout the entire supply chain. Accordingly, KIT has taken steps to review its own practices concerning energy consumption and waste generation. KIT continually seeks opportunities to reduce our impacts on limited natural resources and ultimately benefiting our Company, our Communities, and the Environment. A few examples of our Sustainability Practices include the following.

Kaman Industrial Technologies is optimizing opportunities for reuse and recycling of building materials during the renovation and construction of its new Corporate Headquarters building in Connecticut. Our Headquarters building also employs leading edge, energy efficient mechanical systems and building monitoring systems for optimal energy usage.

Our Branch and Distribution Center locations recycle used cardboard packaging, office paper, scrap metal and other recyclable items where programs are locally available, and we continue to explore new ways to increase recycling.

In our Shop locations, we have replaced industrial parts cleaners using combustible organic solvents with safe, biodegradable, solvent-free parts cleaning systems.

By adopting a management systems approach, we are committed to continually improving our internal Environmental, Health, Safety & Sustainability Programs for the benefit of our Company, our Communities, and the Environment.

- F. Describe any diversity programs or partner's supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications.

It is the policy of Kaman Industrial Technologies through our Supplier Diversity Program to provide business opportunities to approved minority and women owned business enterprises. Our commitment is to foster program participation with qualified minority and women owned business enterprises through the development of mutually beneficial relationships. The effort is company-wide, including both traditional and non-traditional procurement and contracted activities such as Advertising, Banking, Building Maintenance, Computer Hardware Services, Employment Agencies, Insurance Companies, Janitorial Services, Lawn Maintenance, Professional Services, Shipping Materials, Courier Service, Transportation Services, Travel Agencies, and Products for Resale, Machining Services, Consultants, Printing and Publication.

The program is being performed, in an effort to encourage all KIT locations to seek out and support qualified minority businesses to enhance the communities that we serve and in which we live. KIT's internal goal is 2% of expenditures of overall spend, including indirect products and services.

Additionally KIT encourages all of its suppliers and contractors to make good faith efforts to use qualified minority and women owned business enterprises in programs focused on these objectives.

- G. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response:

- Minority Women Business Enterprise

Yes No

If yes, list certifying agency: _____

- Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Yes No

If yes, list certifying agency: _____

- Historically Underutilized Business (HUB)

Yes No

If yes, list certifying agency: _____

- Historically Underutilized Business Zone Enterprise (HUBZone)

Yes No

If yes, list certifying agency: _____

- Other recognized diversity certificate holder

Yes No

If yes, list certifying agency: _____

- H. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency.

Currently not applicable

- I. Describe how supplier differentiates itself from its competitors.

As one of the largest industrial distributors, KIT operates over 220 locations across the U.S. and Puerto Rico providing products and services from more than 4,000 manufacturers of bearings, power transmission, motion control and automation, electrical, material handling, linear motion, fluid power components and accessories.

With the vast array of products and services available from KIT, we have positioned ourselves as the most technically differentiated distributor in the industry – focusing on our customers’ performance relative to up-time, maintenance and reliability, inventory management, energy and sustainability, efficient eProcurement (EDI/Punch-out) and field and shop services. KIT’s infrastructure supporting you through our customer service and account management team is second to none. From our networked VOIP phone system to our state of the art ERP system and our faster sourcing via Kamandirect.com – KIT is more efficient, proactive, customer-centric and technically differentiated than anyone in the industry. We stand behind our commitments and prove it with our Documented Savings program, which guarantees our results in writing.

- J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.

KIT has not had any litigation or bankruptcies.

- K. Felony Conviction Notice: Indicate if the supplier

- is a publicly held corporation and this reporting requirement is not applicable;
- is not owned or operated by anyone who has been convicted of a felony; or
- is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions.

KIT is not owned or operated by anyone who has been convicted of a felony

- L. Describe any debarment or suspension actions taken against supplier

Not applicable

3.2 Distribution, Logistics

- A. Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier.

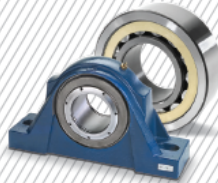
With over 4 million product SKUs, over 3,000 brands and more than \$200 million in inventory, KIT offers immediate access to virtually any power transmission or motion control component for MRO or OEM use – all from a single source.

Our core items fall into the following categories: Bearings, Power Transmission, Electrical & Automation, Gearing, Hose & Fittings, Hydraulics & Pneumatics, Industrial Supplies, Linear Motion, Lubrication & Industrial Chemicals, Material Handling, Process Control & Instrumentation and Seals

Please refer to the embedded line card below for more detailed information.

Product Lines

With more than 4 million SKUs, 3,000 brands and over \$200 million in inventory, Kaman Industrial Technologies offers immediate access to virtually any power transmission or motion control component for MRO or OEM use – all from a single source.



Bearings

- Ball
- Conveyor
- Cylindrical
- Mounted
- Needle
- Plain
- Super Precision
- Rod End
- Roller
- SAF
- Sleeve
- Slewing Ring
- Spherical
- Split
- Take-Up
- Taper Roller
- Thrust
- Track Roller



Electrical & Automation

- AC Drive Control

- AC Motors
- Cables
- Control & Signaling Devices
- DC Drive Control
- DC Motors
- Electrical Brake/Clutch
- Electrical Controls
- Enclosures
- Encoders & Resolvers
- Fusing & Circuit Protection
- HMI's
- Logic Control
- Metric Motor
- Inverter/Vector
- Limit Switches
- Machine Safety
- Meters & Timers
- PLCs
- Push Buttons & Pendants
- Sensors
- Servo & Stepper
- Tachometers
- Washdown Motors
- Shaft Grounding



Gearing

- Bevel/Spiral
- Cycloidal
- Helical Bevel
- Helical Worm
- Hypoid
- In-Line
- Miter
- Open Gears
- Parallel Gears
- Planetary
- Right Angle
- Helical Bevel Shaft-Mount
- Spur
- Worm & Worm Gears



Hydraulics & Pneumatics

- Accumulators
- Air Powered Vacuum Pump
- Compressors
- Cylinders



Hose & Fittings

- Clamping
- Composite
- Couplings
- Hydraulic
- Industrial
- Metal Tubing
- Piping
- Pneumatic
- Push-to-Connect
- Fittings
- Recoil Hose & Fittings
- Sanitary & Pharmaceutical
- Fittings
- Teflon Hose & Fittings
- Thermoplastic Tubing
- Compression
- Fittings

- Electrical Vacuum Pump
- Fieldbus
- Air Valves
- Filter Regulator
- Lubricator (FRL)
- Hydraulic Filters
- Hydraulic Gauge
- Hydraulic Power Unit
- Manifolds
- Motors
- Pneumatic Air Spring
- Pneumatic Cooling Device
- Pneumatic Roundline Cylinders
- Pumps
- Vacuum Valves



Industrial Supplies

- Abrasives
- Adapter Sleeves
- Batteries
- Electrical Power Tools
- Fans
- Filters
- Hydraulic Tools
- Key Stock
- Locknuts
- Lubrication Tools
- Machine Tool Holding
- Mechanical Hand Tools
- Metal Stock
- O-Rings
- Pneumatic Tools
- Retaining Rings
- Safety
- Saw Blades
- Shaft Collars
- Shims
- Storage Devices



Linear Motion

- Acme Screw
- Ball Bushings
- Ball Screw
- Ball Spline
- Carriage & Blocks
- Guide Wheel & Tracks
- Linear Actuators
- Linear Bearings
- Linear Plain Bearings
- Linear Shaft
- Round/Precision
- Linear Shaft Supports
- Linear Systems
- Minatures
- Profile Guide Rails



Material Handling

- Belt Cleaners & Scrapers
- Belt Fasteners
- Casters
- Conveyor Belts
- Conveyor Buckets
- Conveyor Chains
- Conveyor Idlers
- Flattop Chain
- Industrial Vibrators
- Lifting Products
- Modular Plastic Belts
- Molded & Extruded Rubber Products
- Pulleys & Sprockets
- Roller Conveyor
- Screw Conveyor
- Wire Belting



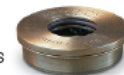
Process Control & Instrumentation

- Analyzers
- Controllers
- Gauges
- Instrument Tube Fittings
- Flow Meters
- Pumps
- PVC Pipes
- Sensors
- Valves



Power Transmission

- Adjustable Belt Drives
- Bushings
- Clutches & Brakes
- Disc Couplings
- Elastomeric Couplings
- Engineered Chain
- FHP Pulley
- Flat Belts
- Flex-Sleeve Couplings
- Fluid Couplings
- Gear Couplings
- Grid Couplings
- Heavy Duty V-Belt-QD Pulley



Seals

- Mechanical (Inch & Metric)
- Oilbath
- Packing Seals & U-Cups
- Shaft
- Sheet Gasket
- Split Oil
- Standard Oil
- V-Ring
- Wear Sleeves

Product Lines

Featuring the best names in the business.

3M	Chicago Rawhide	Foot-Jones	Lenox	Osborn	Standard Locknut
80/20	Climax Metal Products	Formsprag	Lincoln Electric	Pacific Bearing	Standard Pump
Accushim	Colson Caster	Frantz	Lincoln Industrial	Page International	Stanley Proto
Aegis	Columbus McKinnon	Garlock	Link-Belt	Parflex	Stearns
Aetna Bearing	Cone Drive	GEM Steam Traps	Linn Gear	Parker Hannifin	Sterling Electric
Airpot	Continental	Goodman-Hewitt	LM76	PCI/ProCal	Stober Drives
Alemite	Continental Conveyor	Graco	Loctite	PIAB	Sumitomo
Alinibal	Control Techniques	Greenfield Industries	Lovejoy	Pinnacle Climate	Syntron
Allenair	Conveyors, Inc.	Grove Gear	LPS Laboratories	Technologies	Material Handling
Allied-Locke	Cooper Bearing	Guardair	Lubriplate	Posi Lock Puller	System Plast
American Air Filter	Craft Bearing	Habasit Belting	Lyon Workspace	Power Team	TB Wood's
American Roller	CRC Industries	Haight Pump	Macron Dynamics	Precision Dorner	Telemecanique
Bearing	Curtis Universal	Hannay Reel	Marathon Motors	Precision	Thermal Energy
Ameridrives	Danaher Motion	Hedland	Marbett	Pulley & Idler	THK
Ametek U.S. Gauge	Danfoss Drives	Hewitt-Robins	Martin Sprocket	RBC	Thomas Conveyor
AMI Bearings	De-Sta-Co	Hi-Tech Duravent	& Gear	Reading Technologies	Thomson Linear
Ammeraal Beltech	Devcon	Holz Rubber	Master Power	Reelcraft	Motion
Anchor Flange	DeWalt	Honeywell Safety	Transmission	Reeves Drives	Thomson Micron
Ansell	Diamond Chain	Honeywell Sensing &	Mathews Conveyor	Reliance Electric	Timken
Anver	Dichtomatik	Control	Maxco Chain	Rexnord	Titan Industrial
ARO	Dixon	Howard Leight	Maxi-Lift	Rigid Tools	Torrington
ASGCO	Dodge	Hub City	McGill	Ringfeder	Total Lubrication
Aurora	Donaldson	Hytec	Megadyne	Ringspann	US Motors/Nidec
Autogard	Dow Corning	Igus, Inc.	Micro Switch	Rockford Ball Screw	US Seal
Baldor Electric	Duff-Norton	IKO	Miether	Rollon	US Tsubaki
Ball Screw &	Dura-Bucket	INA	Minarik Drives	Rollway	Uvex
Actuator	Duracell	Ingersoll-Rand	Mitutoyo	Rosedale Filtration	Vacon
Band-It	Dynapar	Interroll	Morse	Rotek	Valu Guide
Barden	DynaQuip Controls	Isostatic	MRC	Rotor Clip	Van Gorp
Behringer Pipe	Eagle Belting	Jason Industrial	New Hampshire	Rosta	Walter Surface
Bijur Lubricating	EDT	Jervis B. Webb	Ball Bearing	Rubber Fab	Technologies
Bishop-Wisecarver	Electra Gear	Kaydon	Nexen Group	Ruland	Warner Electric
Bison Gear	Energizer	KB Electronics	Nice	Rust-Oleum	WD-40
Bj-Torq	Enerpac	Keystone Lubricants	Nitta Belting	Scheerer Bearing	Webster Chain
Blackhawk Tools	Ever-Tite Couplings	Klozure	Nook Industries	Schrader Bellows	WEG Electric
Bodine	EZ-FLO-Couplings	Klüber	Nord Gear	Screw Conveyor	Whittet Higgins
Boston Gear	Fafnir	Kobold Instruments	Norton Abrasives	Corp.	Winsmith
Bower	FAG Bearing	Kop-Flex	NSK	Sealmaster	Wire Belt Company
Brady	Falk	Koyo	NTN	Senqcia Maxco	of America
Brewer	Fenner Drives	Krylon	Nutall Gear	SEW-Eurodrive	Yaskawa
Browning	Flexaust	Kuriyama	Nycoil	Simple Green	
Bunting Bearing	Flexible Steel Lacing	KWS Manufacturing	Oil-Rite	SKF	
Bunting Magnetics	Flexco	Lee Controls	Omni Metalcraft	Skinner	authorized locations may vary.
Chantland	FLIR/Extech	Leeson	Omron	Sperian Protection	
Chemtex	FMC	Legris	Origa	Sprayon	

Product Categories

Bearings	Linear Motion
Electrical & Automation	Lubrication & Industrial Chemicals
Gearing	Material Handling
Hose & Fittings	Power Transmission
Hydraulics & Pneumatics	Process Control & Instrumentation
Industrial Supplies	Seals

- B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

Kaman Industrial Technologies services more than 57,000 customers nationwide from 229 branch locations, service centers and distribution centers across North America. We offer almost immediate access to more than 4 million product SKUs and over 3,000 name brands.

- C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

At the inception of the contract, and as each participating agency joins the program, the KIT Corporate Account manager, via the senior pricing analyst, loads the contract pricing for the participating agency account; both firm priced items and contractual percentages off catalog price. These loaded prices are unable to be overridden by local field personnel. Participating Agencies can verify pricing by either comparing the purchase price against the 6,500+ firm priced items we provide in the catalog or by using Kamadirect.com to see the listed price and apply the contracted category discount.

- D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.

KIT uses third party logistics such as Federal Express and UPS.

- E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

KIT has five distribution centers as noted below:

Facility	Square Footage
Hudson Valley Distribution Center - Latham NY	48,000
Blue Grass Distribution Center - Louisville KY	71,000
Southeast Distribution Center - Savannah GA	46,000
Intermountain Central Warehouse - Salt Lake City UT	50,000
Ontario Distribution Center - Ontario California	52,000

3.3 Marketing and Sales

- A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:
- i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
 - ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

Implementation Highlights – The verbiage below describes KIT's standard agreement implementation process – these are tailored to each customer's needs.

Defined Process — KIT uses a proven agreement implementation process that establishes key milestones and performance metrics. Our program launch methods will communicate a clear, unified message from KIT and customer's executive management while still addressing the individual concerns of each production facility. The KIT team will work closely with your (local stakeholders) to coordinate all necessary implementation actions.

Rapid Implementation — Successful programs start with the rapid implementation of the agreement. KIT coordinates and manages specific steps, to ensure both parties achieve full expectations. KIT will work with both local and corporate customer stakeholders to have our program implemented per an agreed upon schedule, in most cases in 60 days or fewer. As the implementation process is being completed, KIT will work with each local customer facility to begin handling daily requirements, and becoming familiar with facility operations.

Preliminary Information Collection — KIT and customer will work to identify all included site locations, contact information and alignment with KIT resources.

Location Support Requirements — KIT will review customer's spend histories, inventory support needs, and local supplier expectations.

Local Support Inventory — KIT will begin building local support inventory based on the following schedule:

- **Initial Phase (Start - 30 days):** Identify critical and non-critical inventory, establish delivery requirements and analyze site spending and downtime patterns.
- **Inventory Build (31 – 45+ days):** Put dedicated inventory in place at the local servicing locations and complete site equipment audits.
- **Go Live (46 – 60 days):** Place orders with local KIT branch, training and technical support, focus on customer service and cost reduction.

Internal Kickoff Meeting — KIT will meet with customer’s key stakeholders to review the agreement terms, implementation timeline and mutual expectations.

Joint Webcast / Teleconference — Customer’s executive management will join with KIT’s account management team to co-host a webcast or teleconference to all customer locations to formally announce the agreement and review agreement terms and implementation expectations. The KIT Account Manager assigned to each customer facility, or a territory management representative, will be on-site to meet with stakeholders at each facility location.

Initial Site Implementation Meeting — KIT will meet on-site with key facility personnel at each customer facility. These meetings will formally kick off the National Accounts program at each location, introducing KIT and the agreement. Topics will include:

- Overview of KIT Corporation
- KIT’s capabilities as a premier supplier
- National account philosophy and management approach
- Available services
- Inventory management
- Documented Savings program
- Agreement terms and benefits

In addition to providing a forum to address facility personnel’s questions about the transition, the site implementation meetings will help KIT’s team understand each facility’s special needs and expectations. Other meeting action items may include:

- Scheduling a follow-up planning meeting and a series of project update calls
- Establishing a “go live” date
- Identifying a critical need project or service
- Setting timelines to gather data, survey facility inventory and make necessary adjustments to KIT inventory

Go Live Date — The go live date is the official date on which KIT will begin implementing the agreement terms at a specific CLIENT location. In some cases, the go live date may be the same day as the initial site implementation meeting. At other times, facility personnel may need additional time or resources to compile the raw historical data that KIT will analyze to establish each location’s support inventory and delivery requirements.

Follow-up Planning Meeting — Depending on the complexity of each facility’s requirements, the initial implementation meeting may not provide enough time to discuss all topics. When required, KIT will schedule additional meetings with customer’s local management team to discuss outstanding action items from the implementation session

and finalize plans to roll out the agreement at that facility. KIT can also schedule a series of status update calls to review progress.

Customer Resources — Customer's active participation in the implementation phase is critical to the ultimate success of the national account agreement. KIT's expectations for customer's support include:

- Assigning champions at each facility
- Allocating IT resources, as needed
- Providing corporate support at all key implementation meetings
- Requiring all key facility personnel to attend webcasts and implementation meetings
- Scheduling implementation meetings at each CLIENT location, including a facility tour
- Providing historical usage data for defining inventory requirements
- Helping establish a go live date and ongoing reporting requirements

- B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:
- i. Creation and distribution of a co-branded press release to trade publications
 - Within the first week after award, KIT will coordinate with Region 4 and OMNIA Partners to write a joint press release communicating highlights of the KIT Award
 - Initial e-mail blast to participating and prospective Public Agencies detailing the award of the Region 4 ESC contract to KIT
 - KIT will coordinate with Region 4 and OMNIA Partners to announce the award on each organizations social media sites
 - ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days
 - Within the two week after award, KIT will launch an agreement landing page on Kamandirect illustrating details and contact information
 - iii. Design, publication and distribution of co-branded marketing materials within first 90 days
 - Within the first 90 days after award, we will produce a multi-branded (Region 4, OMNIA and KIT) market communication piece that highlights the contracts features and benefits along with product and service offerings
 - iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement
 - KIT commits to working with and through OMNIA partners to attend and develop tactics and strategies to maximize attendance and participation at NIGP events.

- v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.
 - KIT commits to working with and through OMNIA partners to attend and develop tactics and strategies to maximize attendance and participation at NIGP events.
 - vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement
 - KIT commits to developing and maintaining joint advertising material to market the agreement and maximize utilization.
 - vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)
 - VIA KIT's marketing department, KIT will develop and maintain a marketing strategy to promote the Master Agreement. We will utilize KIT's UP-Time magazine, Kamandirect.com and OMNIAs dedicated KIT landing page on their website.
 - viii. Dedicated OMNIA Partners internet web-based homepage on Supplier's website with:
 - OMNIA Partners standard logo;
 - Copy of original Request for Proposal;
 - Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;
 - Summary of Products and pricing;
 - Marketing Materials
 - Electronic link to OMNIA Partners' website including the online registration page;
 - A dedicated toll-free number and email address for OMNIA Partners
 - KIT will work with and through OMNIA Partners to construct a landing page to meet all requirements.
- C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.
- In 2020, KIT transacted with approximately 1,700 unique entities, which could potentially be included under the Region 4 ESC agreement. These agencies purchased approximately \$7,000,000 in 2020. Upon award, these customers will be notified of the existence of the Agreement, and encouraged to enroll in the program. The Region 4 ESC agreement will be KIT's only current mechanism to market to public agencies.

D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.

- Confirmed

E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate:

- Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
- Best government pricing
- No cost to participate
- Non-exclusive

- Confirmed

F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:

- Key features of Master Agreement
- Working knowledge of the solicitation process
- Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
- Knowledge of benefits of the use of cooperative contracts

- Confirmed

G. Provide the name, title, email and phone number for the person(s), who will be responsible for:

- Executive Support
 - Kevin Glorio, Vice President; Kevin.Glorio@KDGCorp.com; 470-758-0908
- Marketing
 - Corinne Dumais, Marketing, Corinne.Dumais@KDGCorp.com; 860-559-6464
- Sales
 - Kevin Haffey, Corporate Account Manager, Kevin.Haffey@KDGCorp.com; 440-382-3669
- Sales Support
 - Joshua Mead, Senior MGR Corp Accounts, Joshua.Mead@KDGCorp.com; 860-687-5164
- Financial Reporting
 - Laura Gorman, Senior Corp Accounts Analyst, Laura.Gorman@KDGCorp.com; (475) 343-7722

vi. Accounts Payable

- Joanne Ford-Moore, Processing Supervisor JoAnne.Forde-Moore@kdgcorp.com
7935-6637

vii. Contracts

- Joshua Mead, Senior MGR Corp Accounts, Joshua.Mead@KDGCorp.com; 860-687-5164

H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

Mark Stoneburner, Executive VP/GM, Mark.Stoneburner@KDGCorp.com; 440-787-1827

Kevin Glorio, VP Corporate Accounts; Kevin.Glorio@KDGCorp.com; 470-758-0908

Dedicated Corporate Account Management — our dedicated account management team will work closely with participating agency's at the executive and facility levels to define objectives and implement programs and services. This approach can foster an improved customer service approach, as centralized staff help develop programs and solutions, as well as improve the application of documented savings successes between participating locations. Troubleshooting, on-site technical support and inventory management will continue to be provided by the local branch and Account Manager.

KIT will assign a two-person team to manage participating agency's accounts:

- **Corporate Account Manager** — Responsible for establishing the relationship and developing the overall program strategy. The CAM works in conjunction with the assigned Corporate Account Operations Manager (CAOM) to support the program and is a resource for assistance with delivering on our agreement commitments.
- **Corporate Account Operations Manager** — Develops programs and services to address facility challenges, actively monitors outstanding commitments and deliverables, and reports on key performance indicators. The CAOM will help participating agency's leverage best practices and cost savings across all of their facilities with monthly reports on success stories and savings opportunities. As part of our commitment to continuous improvement, KIT will identify industry associations, events and other specialized training to make sure our team understands the challenges and opportunities participating agencies face today and in the future.
- **Corporate Account Analysts** – Responsible for providing key analytical and data support pertaining to standardization, SKU rationalization, Documented Savings Crosspollination. Provides assistance with data cleansing and standardized monthly reports illustrating KPI performance and sales metrics.

I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.

- KIT commits to market the Agreement and that its sales force will be trained, engaged and committed to offering the program to potential purchasers of the Products/Services through OMNIA nationwide. Supplier shall refer any potential purchaser that is interested to the OMNIA website (www.omniapartners.com) and

encourage such potential member to join the OMNIA Program by registering on the OMNIA website to take advantage of the benefits under the OMNIA Program.

- I. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set- up, timely contract administration, etc.
- KIT and OMNIA will hold monthly and quarterly meetings to monitor the program's success and make any needed adjustments. These meetings will be comprised of OMNIA and KIT marketing & sales teams as well as corporate account analysts.
- J. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year.

Public Agency sales for 2020 = approximately \$7,000,000

Customer Name	City	State	2020 Purchases
PUBLIC SERVICE CO. OF NEW MEICO	WATERFLOW	NM	\$594,657
TOHOPEKALIGA WATER AUTHORITY	KISSIMMEE	FL	\$546,863
SANDIA NATIONAL LABORATORIES	ALBUQUERQUE	NM	\$283,363
UNIVERSITY OF ILLINOIS	CHAMPAIGN	IL	\$174,660
CITY OF FORT LAUDERDALE	FORT LAUDERDALE	FL	\$160,704
UNIVERSITY OF ROCHESTER	ROCHESTER	NY	\$133,203
U.S. COAST GUARD	BALTIMORE	MD	\$125,379
ROSEVILLE, CITY OF-DRY CREEK	ROSEVILLE	CA	\$99,452
COLORADO SPRINGS UTILITIES	FOUNTAIN	CO	\$86,265
COLORADO STATE UNIVERSITY	FORT COLLINS	CO	\$74,310
			\$2,278,857

- K. Describe Supplier's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

The capabilities presented by the Internet represent revolutionary departures from traditional business methods. Kaman Industrial Technologies recognizes the vital importance of harnessing this technology, and using it to the mutual advantage of KIT and our customers. Internet-based business offers the opportunity of transforming the distribution channel. In determining our e-commerce strategy, KIT's focus is to leverage these developments along with our extensive industry knowledge and logistic skills to reduce costs within the supply chain, making business more effective and more efficient.

Along with providing our customers with the best business processes, KIT considers it our responsibility to transact with both our vendors and customers, and share information critical to those processes. In addition to the benefits of being able to process an order on-line, our proposed eBusiness solution will address many of the

other systems required to conduct business on a day-to-day basis. Our eBusiness initiatives will tighten the integration with our supply chain partners by allowing a near real-time exchange of critical information and documents.

KamanDirect.com

KamanDirect.com – Kaman’s B2B website launched in November of 2000 – provides online access to Kaman’s complete catalog of over 2 million products. In addition, KamanDirect offers a host of capabilities designed to streamline the entire procurement process, including: customized contract pricing; customer part numbering; open account and credit card purchasing; order history; tracking capabilities; inventory availability checking prior to ordering; order and shipping status. You will also have the ability to submit RFQs (Requests for Quotes) on-line, and will have access to a 24x7-customer service team for support on order entry and application information.

DVAT (Direct Vendor Access Technology)

KIT’s software team developed and implemented a groundbreaking supply chain software called Direct Vendor Access Technology (DVAT), an achievement that earned us the Trailblazer Award from the Power Transmission Distributors Association. DVAT allows KIT personnel to check inventory and search our supplier stock levels, using a standardized real-time electronic interface. The process streamlines ordering through the distributor-manufacturer supply chain, allowing KIT to cut redundancies, costs, and inventory levels while improving customer service.

We are currently working to increase the number of suppliers accessible through DVAT. This effort will improve customer service, and provide greater assurance that needed items will be in-stock and available to our customers. Future functionality enhancements include the addition of “Promise Deliver Dates” information.

EDI (Electronic Data Interchange)

EDI is a communications link that allows KIT to eliminate steps in the procurement process by connecting your purchasing department to our computer system. KIT’s progressive EDI program provides centralized processing and a flexible communications schedule. To ensure that our customers receive consistent and reliable data, we utilize leading edge technology, including the Frame Relay Network from AT&T and 64-bit architecture from Compaq.

Using EDI, KIT’s database department can provide branches, vendors, and customers with a variety of detailed information maintained on our system in all major data formats. KIT is presently using EDI to send and receive purchase orders and invoices; to receive purchase order changes, requests for quotes, planning schedules, and remittance advises; and to send purchase order acknowledgements, purchase order change acknowledgements, and responses to requests for quotes. In addition, we currently pending approval and implementation of catalog forms and advanced shipping notices.

Kaman transmits and receives every hour from 6am to 10pm Monday through Friday, and 6am to 5pm on Saturday. Our fully integrated process automatically generates sales orders at the designated shipping branch. Additionally, we can review customer items and provide information regarding duplications and possible interchanges.

EDI is backed by professional account managers and systems specialists with years of hands-on experience, training and a special understanding of our business. KIT will work with participating agencies to develop an EDI program that best addresses their

requirements. An EDI project coordinator is assigned to interface with designated customer MIS departments for a smooth implementation process.

Direct benefits derived from using EDI include:

- Faster and more accurate data exchange;
- Reduction of transcription errors due to data entry;
- Reduction or elimination of data entry;
- Reduction or elimination of paper handling and storage;
- Improved customer service;
- Increased productivity;
- Reduction of inventory due to shorter lead time cycle;
- Improved cash flow;
- Reduction in overall transaction costs.

Electronic Funds Transfer can be initiated upon request. The Financial Department of Kaman Industrial Technologies will oversee this program and implementation procedures.

Customer Custom Bar Code Capabilities

Kaman can provide our customers with custom bar code labels applied to the product, packing slip or shipping container. This label is designed to aid the customer in product identification, receiving, put-away, and other material handling functions. This capability is based on a software application integrated into our normal business system. Therefore, with the addition of a Zebra Stripe bar code printer any Kaman location has the ability to produce customer bar code labels.

A customer bar code format is created per customer requirements, transferred via our network to our application software and associated with the specific customer account. Each customer can have multiple unique print formats. Any information that is on the packing slip can be provided on the bar code label. Some of the more common data elements are customer part number, Kaman part number, invoice number, shipping date, customer purchase order number, customer bin location, and package I.D.

At time of shipment the bar code labels are printed and applied to the product, box, or packing slip based on the customer requirements. We support all major bar code symbologies.

E-Commerce Experience

Our experience in dealing with exchanges, portals and marketplaces has had a significant impact on the development of our eBusiness initiative. Along with answering invitations to participate in customer alliances, we are proactive in establishing our own relationships within those communities where we anticipate a solid fit. Communication between all involved has been consistently straight forward, providing the open environment necessary for an exchange/marketplace to be successful.

We are currently in various stages of development with:

- PurchasingCenter.com

- TPN Registry
- DataStream - iProcure
- CommerceOne
- Ariba
- Oracle
- EqualFooting
- VerticalNet
- SupplyForce
- Aspect Development/I2

L. Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement (“Guaranteed Contract Sales”).

\$0.00 in year one

\$0.00 in year two

\$0.00 in year three

To the extent Supplier guarantees minimum Contract Sales, the Administrative Fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.

- Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).
- If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.
- Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).
- If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail Supplier’s strategies under these options when responding to a solicitation.

- KIT will respond to all solicitations with the intent of implementing the Master Agreement with Region 4 ESC. If, for competitive reasons we cannot be successful utilizing the Agreement, KIT will then attempt to provide other commercial considerations to incentivize the Public Agency to adopt the Master Agreement. Our last resort will be to move forward without the Master Agreement if, and only if, the Public Agency refuses to adopt the Master Agreement.

Exhibit F Federal Funds Certifications

FEDERAL CERTIFICATIONS

ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

TO WHOM IT MAY CONCERN:

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.

DEFINITIONS

Contract means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

Contractor means an entity that receives a contract as defined in Contract.

Cooperative agreement means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302–6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
 - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
 - (2) An agreement that provides only:
 - (i) Direct United States Government cash assistance to an individual;
 - (ii) A subsidy;
 - (iii) A loan;
 - (iv) A loan guarantee; or
 - (v) Insurance.

Federal awarding agency means the Federal agency that provides a Federal award directly to a non-Federal entity

Federal award has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

Non-Federal entity means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

Obligations means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

Pass-through entity means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

Recipient means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

Simplified acquisition threshold means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$250,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

Subaward means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

Subrecipient means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

Termination means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

(A) Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? **YES, MS** Initials of Authorized Representative of offeror

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? **YES, MS** Initials of Authorized Representative of offeror

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that

meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 CFR 12319, 12935, 3 CFR Part, 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 CFR part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES, MS Initials of Authorized Representative of offeror

(D) **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 CFR Part 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 CFR Part 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.

Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

(E) **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 CFR Part 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 or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

(F) **Rights to Inventions Made Under a Contract or Agreement.** If the Federal award meets the definition of “funding agreement” under 37 CFR §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 CFR Part 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.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended— Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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)

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 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 Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 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.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier must also 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.

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, “Disclosure Form to Report Lobbying”, in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub- awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will 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 (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES, MS Initials of Authorized Representative of offeror

Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.

Offeror's Name: Ruby Industrial Technologies LLC
Address, City, State, and ZipCode: 1 Vision way, Bloomfield, CT 06002
Phone Number: 860-687-5000
Fax Number: 860-687-5170

Printed Name and Title of Authorized Representative: Mark Stoneburner, Executive VP & General Manager

Email Address: Mark.Stoneburner@KDGC Corp.com

Signature of Authorized Representative: Mark Stoneburner

Date: August 24, 2021

FEMA SPECIAL CONDITIONS

Awarded Supplier(s) may need to respond to events and losses where products and services are needed for the immediate and initial response to emergency situations such as, but not limited to, water damage, fire damage, vandalism cleanup, biohazard cleanup, sewage decontamination, deodorization, and/or wind damage during a disaster or emergency situation. By submitting a proposal, the Supplier is accepted these FEMA Special Conditions required by the Federal Emergency Management Agency (FEMA).

“Contract” in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as the “Master Agreement”.

“Contractor” in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as “Supplier” or “Awarded Supplier”.

Conflicts of Interest

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a FEMA award if he or she has a real or apparent conflict of interest. Such a conflict would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties, has a financial or other interest in or a tangible personal benefit from a firm considered for award. 2 C.F.R. § 200.318(c)(1); See also Standard Form 424D, ¶ 7; Standard Form 424B, ¶ 3. i. FEMA considers a “financial interest” to be the potential for gain or loss to the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties as a result of the particular procurement. The prohibited financial interest may arise from ownership of certain financial instruments or investments such as stock, bonds, or real estate, or from a salary, indebtedness, job offer, or similar interest that might be affected by the particular procurement. ii. FEMA considers an “apparent” conflict of interest to exist where an actual conflict does not exist, but where a reasonable person with knowledge of the relevant facts would question the impartiality of the employee, officer, or agent participating in the procurement. c. Gifts. The officers, employees, and agents of the Participating Public Agency nor the Participating Public Agency (“NFE”) must neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, NFE’s may set standards for situations in which the financial interest is de minimus, not substantial, or the gift is an unsolicited item of nominal value. 2 C.F.R. § 200.318(c)(1). d. Violations. The NFE’s written standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the NFE. 2 C.F.R. § 200.318(c)(1). For example, the penalty for a NFE’s employee may be dismissal, and the penalty for a contractor might be the termination of the contract.

Contractor Integrity

A contractor must have a satisfactory record of integrity and business ethics. Contractors that are debarred or suspended as described in Chapter III, ¶ 6.d must be rejected and cannot receive contract awards at any level.

Public Policy

A contractor must comply with the public policies of the Federal Government and state, local government, or tribal government. This includes, among other things, past and current compliance with the:

- a. Equal opportunity and nondiscrimination laws
- b. Five affirmative steps described at 2 C.F.R. § 200.321(b) for all subcontracting under contracts supported by FEMA financial assistance; and FEMA Procurement Guidance June 21, 2016 Page IV- 7
- c. Applicable prevailing wage laws, regulations, and executive orders

Affirmative Steps

For any subcontracting opportunities, Contractor must take the following Affirmative steps:

1. Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
2. Assuring that small and minority businesses, and women's business enterprises are solicited whenever

they are potential sources;

3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
4. Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and
5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

Prevailing Wage Requirements

When applicable, the awarded Contractor (s) and any and all subcontractor(s) agree to comply with all laws regarding prevailing wage rates including the Davis-Bacon Act, applicable to this solicitation and/or Participating Public Agencies. The Participating Public Agency shall notify the Contractor of the applicable pricing/prevailing wage rates and must apply any local wage rates requested. The Contractor and any subcontractor(s) shall comply with the prevailing wage rates set by the Participating Public Agency.

Federal Requirements

If products and services are issued in response to an emergency or disaster recovery the items below, located in this FEMA Special Conditions section of the Federal Funds Certifications, are activated and required when federal funding may be utilized.

2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses

1. Termination for Convenience:

The right to terminate this Contract for the convenience of the Participating Public Agency is retained by the Participating Public Agency. In the event of a termination for convenience by the Participating Public Agency, the Participating Public Agency shall, at least ten (10) calendar days in advance, deliver written notice of the termination for convenience to Contractor. Upon Contractor's receipt of such written notice, Contractor immediately shall cease the performance of the Work and shall take reasonable and appropriate action to secure and protect the Work then in place. Contractor shall then be paid by the Participating Public Agency, in accordance with the terms and provisions of the Contract Documents, an amount not to exceed the actual labor costs incurred, the actual cost of all materials installed and the actual cost of all materials stored at the project site or away from the project site, as approved in writing by the Participating Public Agency but not yet paid for and which cannot be returned, and actual, reasonable and documented demobilization costs, if any, paid by Contractor and approved by the Participating Public Agency in connection with the Scope of Work in place which is completed as of the date of termination by the Participating Public Agency and that is in conformance with the Contract Documents, less all amounts previously paid for the Work. No amount ever shall be owed or paid to Contractor for lost or anticipated profits on any part of the Scope of Work not performed or for consequential damages of any kind.

2. Equal Employment Opportunity:

The Participating Public Agency highly encourages Contractors to implement Affirmative Action practices in their employment programs. This means Contractor should not discriminate against any employee or applicant for employment because of race, color, religion, sex, pregnancy, sexual orientation, political belief or affiliation, age, disability or genetic information.

During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or

transfer, recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.

(2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

(3) The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

(4) The contractor will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

(5) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.

(6) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

(7) In the event of the contractor's non-compliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be canceled, terminated or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

(8) The contractor will include the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions including sanctions for noncompliance: *Provided*, however, that in the event the contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

3. "During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay

or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.

- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive considerations for employment without regard to race, color, religion, sex, or national origin.
- (3) The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for
- (4) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (5) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
- (6) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions as may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided bylaw.
- (7) The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance: Provided, however, That in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency the contractor may request the United States to enter into such litigation to protect the interests of the United States."

4. Davis Bacon Act and Copeland Anti-KickbackAct.

- a. Applicability of Davis-Bacon Act. The Davis-Bacon Act only applies to the emergency Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program. **It does not apply to other FEMA grant and cooperative agreement programs, including the Public Assistance Program.**
- b. 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 at 29 C.F.R. Part 5 (Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction)). See 2 C.F.R. Part 200, Appendix II, ¶ D.
- c. 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.

- d. 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.
- e. In contracts subject to the Davis-Bacon Act, 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 at 29 C.F.R. Part 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 Copeland Anti-Kickback 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 FEMA.
- f. The regulation at 29 C.F.R. § 5.5(a) does provide the required contract clause that applies to compliance with both the Davis-Bacon and Copeland Acts. However, as discussed in the previous subsection, the Davis-Bacon Act does not apply to Public Assistance recipients and subrecipients. **In situations where the Davis-Bacon Act does not apply, neither does the Copeland "Anti-Kickback Act."** However, for purposes of grant programs where both clauses do apply, FEMA requires the following contract clause:

"Compliance with the Copeland "Anti-Kickback" Act.

- (1) Contractor. The contractor shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.
- (2) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as the FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses
- (3) Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. § 5.12."

5. Contract Work Hours and Safety Standards Act.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Where applicable (see 40 U.S.C. § 3701), 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 at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II, ¶ E.
- c. Under 40 U.S.C. § 3702, 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 workweek.
- d. 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 or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

- e. The regulation at 29 C.F.R. § 5.5(b) provides the required contract clause concerning compliance with the Contract Work Hours and Safety Standards Act:

“Compliance with the Contract Work Hours and Safety Standards Act.

- (1) Overtime requirements. No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.
- (2) Violation; liability for unpaid wages; liquidated damages. In the event of any violation of the clause set forth in paragraph (1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (1) of this section, in the sum of \$10 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (1) of this section.
- (3) Withholding for unpaid wages and liquidated damages. The (write in the name of the Federal agency or the loan or grant recipient) shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (2) of this section.
- (4) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (1) through (4) of this section.”
6. Rights to Inventions Made Under a Contract or Agreement.
- a. Stafford Act Disaster Grants. This requirement **does not apply to the Public Assistance**, Hazard Mitigation Grant Program, Fire Management Assistance Grant Program, Crisis Counseling Assistance and Training Grant Program, Disaster Case Management Grant Program, and Federal Assistance to Individuals and Households – Other Needs Assistance Grant Program, as
- FEMA awards under these programs do not meet the definition of “funding agreement.”
- b. If the FEMA award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the non-Federal entity 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 non-Federal entity must comply with the requirements of 37 C.F.R. Part 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 FEMA. See 2 C.F.R. Part 200, Appendix II, ¶ F.
- c. The regulation at 37 C.F.R. § 401.2(a) currently defines “funding agreement” as any contract,

grant, or cooperative agreement entered into between any Federal agency, other than the Tennessee Valley Authority, and any contractor for the performance of experimental, developmental, or research work funded in whole or in part by the Federal government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental, developmental, or research work under a funding agreement as defined in the first sentence of this paragraph.

7. Clean Air Act and the Federal Water Pollution Control Act. Contracts of amounts in excess of \$150,000 must contain a provision that requires the contractor 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 FEMA and the Regional Office of the Environmental Protection Agency. See 2 C.F.R. Part 200, Appendix II, ¶ G.

- a. The following provides a sample contract clause concerning compliance for contracts of amounts in excess of \$150,000:

“Clean Air Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA. Federal Water

Pollution Control Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.”

8. Debarment and Suspension.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Non-federal entities and contractors are subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security’s regulations at 2 C.F.R. Part 3000 (Non procurement Debarment and Suspension).
- c. These regulations restrict awards, subawards, and contracts with certain parties that are

debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs and activities. See 2 C.F.R. Part 200, Appendix II, ¶ H; and *Procurement Guidance for Recipients and Subrecipients Under 2 C.F.R. Part 200 (Uniform Rules): Supplement to the Public Assistance Procurement Disaster Assistance Team (PDAT) Field Manual* Chapter IV, ¶ 6.d, and Appendix C, ¶ 2 [hereinafter *PDAT Supplement*]. A contract award must not be made to parties listed in the SAM Exclusions. SAM Exclusions is the list maintained by the General Services Administration that 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. SAM exclusions can be accessed at www.sam.gov. See 2 C.F.R. § 180.530; *PDAT Supplement*, Chapter IV, ¶ 6.d and Appendix C, ¶ 2.

- d. In general, an “excluded” party cannot receive a Federal grant award or a contract within the meaning of a “covered transaction,” to include subawards and subcontracts. This includes parties that receive Federal funding indirectly, such as contractors to recipients and subrecipients. The key to the exclusion is whether there is a “covered transaction,” which is any non-procurement transaction (unless excepted) at either a “primary” or “secondary” tier. Although “covered transactions” do not include contracts awarded by the Federal Government for purposes of the non-procurement common rule and DHS’s implementing regulations, it does include some contracts awarded by recipients and subrecipient.
- e. Specifically, a covered transaction includes the following contracts for goods or services:
 - (1) The contract is awarded by a recipient or subrecipient in the amount of at least \$25,000.
 - (2) The contract requires the approval of FEMA, regardless of amount.
 - (3) The contract is for federally required audit services.
 - (4) A subcontract is also a covered transaction if it is awarded by the contractor of a recipient or subrecipient and requires either the approval of FEMA or is in excess of \$25,000.
- d. The following provides a debarment and suspension clause. It incorporates an optional method of verifying that contractors are not excluded or disqualified:

“Suspension and Debarment

- (1) This contract is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such the contractor is required to verify that none of the contractor, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935).
- (2) The contractor must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.
- (3) This certification is a material representation of fact relied upon by (insert name of subrecipient). If it is later determined that the contractor did not comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, in addition to remedies available to (name of state agency serving as recipient and name of subrecipient), the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment.
- (4) The bidder or proposer agrees to comply with the requirements of 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions.”

9. Byrd Anti-Lobbying Amendment.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Contractors that apply or bid for an award of \$100,000 or more must file the required certification. See 2 C.F.R. Part 200, Appendix II, ¶ 1; 44 C.F.R. Part 18; PDAT Supplement, Chapter IV, 6.c; Appendix C, ¶ 4.
- c. Each tier certifies to the tier above that it will not and has not 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. Each tier must also 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. See PDAT Supplement, Chapter IV, ¶ 6.c and Appendix C, ¶ 4.
- d. The following provides a Byrd Anti-Lobbying contract clause:

“Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier shall also 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 recipient.”

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements (To be submitted with each bid or offer exceeding \$100,000)

The undersigned [Contractor] certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form- LLL, “Disclosure Form to Report Lobbying,” in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, Ruby Industrial Technologies LLC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.

Signature of Contractor's Authorized Official Mark Stoneburner

Name and Title of Contractor's Authorized Official Mark Stoneburner, Executive VP & GM

Date August 24, 2021

10. Procurement of Recovered Materials.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. 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, Pub. L. No. 89-272 (1965) (codified as amended by the Resource Conservation and Recovery Act at 42 U.S.C. § 6962). See 2 C.F.R. Part 200, Appendix II, ¶ J; 2 C.F.R. § 200.322; PDAT Supplement, Chapter V, ¶ 7.
- c. The requirements of Section 6002 include procuring only items designated in guidelines of the EPA at 40 C.F.R. Part 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 by 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.
- d. The following provides the clause that a state agency or agency of a political subdivision of a state and its contractors can include in contracts meeting the above contract thresholds:

“(1) In the performance of this contract, the Contractor shall make maximum use of products containing recovered materials that are EPA- designated items unless the product cannot be acquired—

- (i) Competitively within a timeframe providing for compliance with the contract performance schedule;

- (ii) Meeting contract performance requirements; or
- (iii) At a reasonable price.

(2) Information about this requirement, along with the list of EPA- designate items, is available at EPA's Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program>."

11. Additional FEMA Requirements.

- a. The Uniform Rules authorize FEMA to require additional provisions for non- Federal entity contracts. FEMA, pursuant to this authority, requires or recommends the following:

- b. Changes.

To be eligible for FEMA assistance under the non-Federal entity's FEMA grant or cooperative agreement, the cost of the change, modification, change order, or constructive change must be allowable, allocable, within the scope of its grant or cooperative agreement, and reasonable for the completion of project scope. FEMA recommends, therefore, that a non-Federal entity include a changes clause in its contract that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may differ depending on the nature of the contract and the end-item procured.

- c. Access to Records.

All non-Federal entities must place into their contracts a provision that all contractors and their successors, transferees, assignees, and subcontractors acknowledge and agree to comply with applicable provisions governing Department and FEMA access to records, accounts, documents, information, facilities, and staff. See DHS Standard Terms and Conditions, v 3.0, ¶ XXVI (2013).

- d. The following provides a contract clause regarding access to records:

"Access to Records. The following access to records requirements apply to this contract:

(1) The contractor agrees to provide (insert name of state agency or local or Indian tribal government), (insert name of recipient), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

(2) The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

(3) The contractor agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract."

12. DHS Seal, Logo, and Flags.

- a. All non-Federal entities must place in their contracts a provision that a contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA

pre-approval. See DHS Standard Terms and Conditions, v3.0, ¶ XXV (2013).

- b. The following provides a contract clause regarding DHS Seal, Logo, and Flags: “The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre- approval.”

13. Compliance with Federal Law, Regulations, and Executive Orders.

- a. All non-Federal entities must place into their contracts an acknowledgement that FEMA financial assistance will be used to fund the contract along with the requirement that the contractor will comply with all applicable federal law, regulations, executive orders, and FEMA policies, procedures, and directives.
- b. The following provides a contract clause regarding Compliance with Federal Law, Regulations, and Executive Orders: “This is an acknowledgement that FEMA financial assistance will be used to fund the contract only. The contractor will comply will all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.”

14. No Obligation by FederalGovernment.

- a. The non-Federal entity must include a provision in its contract that states that the Federal Government is not a party to the contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from thecontract.
- b. The following provides a contract clause regarding no obligation by the Federal Government: “The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from thecontract.”

15. Program Fraud and False or Fraudulent Statements or Related Acts.

- a. The non-Federal entity must include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.
- b. The following provides a contract clause regarding Fraud and False or Fraudulent or Related Acts: “The contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor’s actions pertaining to thiscontract.”

Additional contract clauses per 2 C.F.R. § 200.325

For applicable construction/reconstruction/renovation and related services: A payment and performance bond are both required for 100 percent of the contract price. A “performance bond” is one executed in connection with a contract to secure fulfillment of all the contractor’s obligations under such contract. A “payment bond” is one executed in connection with a contract to assure payment as required by law of all persons supplying labor and material in the execution of the work provided in the contract.

KAMAN

Industrial Technologies

Offeror agrees to comply with all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.

Offeror's Name: **Ruby Industrial Technologies LLC**

Address, City, State, and Zip Code: **1 Vision Way, Bloomfield, CT 06002**

Phone Number: **860-687-5000**

Fax Number: **860-687-5170**

Printed Name and Title of Authorized Representative: **Mark Stoneburner, Executive VP & GM**

Email Address: **Mark.Stoneburner@KDGCorp.com**

Signature of Authorized Representative: *Mark Stoneburner*

Date: **August 24, 2021**

Exhibit G New Jersey Business Compliance

NEW JERSEY BUSINESS COMPLIANCE

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners' ability to promote the Master Agreement in the State of New Jersey.

DOC #1 Ownership Disclosure Form

DOC #2 Non-Collusion Affidavit

DOC #3 Affirmative Action Affidavit

DOC #4 Political Contribution Disclosure Form

DOC #5 Stockholder Disclosure Certification

DOC #6 Certification of Non-Involvement in Prohibited Activities in Iran

DOC #7 New Jersey Business Registration Certificate

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

DOC #1

STATEMENT OF OWNERSHIP DISCLOSURE

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.

Name of Organization: _____

Organization Address: _____

Part I Check the box that represents the type of business organization:

- Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- For-Profit Corporation (any type) Limited Liability Company (LLC)
- Partnership Limited Partnership Limited Liability Partnership (LLP)
- Other (be specific): _____

Part II

The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**

OR

No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address
LJ KIT Blocker, Inc.	1 Vision Way Bloomfield, CT 06002

Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**

Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s
NA	

Please list the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II **other than for any publicly traded parent entities referenced above.** The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address
LJ Ruby Holdings, LLC	1 Vision Way Bloomfield, CT 06002

Part IV Certification

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **<name of contracting unit>** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with **<type of contracting unit>** to notify the **<type of contracting unit>** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **<type of contracting unit>** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	Mark Stoneburner	Title:	Executive VP & GM
Signature:	<i>Mark Stoneburner</i>	Date:	August 24, 2021

NON-COLLUSION AFFIDAVIT

STANDARD BID DOCUMENT REFERENCE	
	Reference: VII-H
Name of Form:	NON-COLLUSION AFFIDAVIT
Statutory Reference:	No specific statutory reference State Statutory Reference N.J.S.A. 52:34-15
Instructions Reference:	Statutory and Other Requirements VII-H
Description:	The Owner's use of this form is optional. It is used to ensure that the bidder has not participated in any collusion with any other bidder or Owner representative or otherwise taken any action in restraint of free and competitive bidding.

NON-COLLUSION AFFIDAVIT

State of New Jersey
County of _____

ss:

I, Mark Stoneburner residing in Bloomfield in the County of Hartford and State of CT of full age, being duly sworn according to law on my oath depose and say that: I am Executive VP & GM of the firm of Ruby Industrial Technologies LLC the bidder making this Proposal for the bid entitled **Solicitation Number 21-14**, and that I executed the said proposal with full authority to do so that said bidder has not, directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above named project; and that all statements contained in said proposal and in this affidavit are true and correct, and made with full knowledge that **Region 4 ESC** relies upon the truth of the statements contained in said Proposal and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by **Ruby Industrial Technologies LLC**.

Subscribed and sworn to before me this day

Signature Mark Stoneburner

Date: August 24, 2021

DOC #3

AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: Ruby Industrial Technologies

Street: 1 Vision Way

City, State, Zip Code: Bloomfield, CT 06002

Proposal Certification:

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A) Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR

2. A photo copy of their Certificate of Employee Information Report OR
3. A complete Affirmative Action Employee Information Report (AA302) - [see below](#)

Public Work – Over \$50,000 Total Project Cost:

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the
- B. Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

August 24 2021

Date

Mark Stoneburner

Authorized Signature and Title

Form AA302
Rev. 11/11

STATE OF NEW JERSEY
Division of Purchase & Property
Contract Compliance Audit Unit
EEO Monitoring Program

EMPLOYEE INFORMATION REPORT

IMPORTANT-READ INSTRUCTIONS CAREFULLY BEFORE COMPLETING FORM. FAILURE TO PROPERLY COMPLETE THE ENTIRE FORM AND TO SUBMIT THE REQUIRED \$150.00 FEE MAY DELAY ISSUANCE OF YOUR CERTIFICATE. DO NOT SUBMIT EEO-1 REPORT FOR SECTION B, ITEM 11. For Instructions on completing the form, go to: https://www.state.nj.us/treasury/contract_compliance/documents/pdf/forms/aa302ins.pdf

SECTION A - COMPANY IDENTIFICATION

1. FID. NO. OR SOCIAL SECURITY 84-2451094	2. TYPE OF BUSINESS <input type="checkbox"/> 1. MFG <input type="checkbox"/> 2. SERVICE <input type="checkbox"/> 3. WHOLESALE <input type="checkbox"/> 4. RETAIL <input checked="" type="checkbox"/> 5. OTHER	3. TOTAL NO. EMPLOYEES IN THE ENTIRE COMPANY 1761
4. COMPANY NAME Ruby Industrial Technologies LLC		
5. STREET 1 Vision Way	CITY Bloomfield	COUNTY Hartford
STATE CT	ZIP CODE 06002	
6. NAME OF PARENT OR AFFILIATED COMPANY (IF NONE, SO INDICATE) LJ KIT Blocker Inc		
CITY Bloomfield		
STATE CT		
ZIP CODE 06002		
7. CHECK ONE: IS THE COMPANY: <input type="checkbox"/> SINGLE-ESTABLISHMENT EMPLOYER <input checked="" type="checkbox"/> MULTI-ESTABLISHMENT EMPLOYER		
8. IF MULTI-ESTABLISHMENT EMPLOYER, STATE THE NUMBER OF ESTABLISHMENTS IN NJ 4		
9. TOTAL NUMBER OF EMPLOYEES AT ESTABLISHMENT WHICH HAS BEEN AWARDED THE CONTRACT 1761		
10. PUBLIC AGENCY AWARDDING CONTRACT		
CITY Region #4 ESC		
COUNTY Houston		
STATE Harris		
ZIP CODE TX 77092		
Official Use Only	DATE RECEIVED	INAUG. DATE
		ASSIGNED CERTIFICATION NUMBER

SECTION B - EMPLOYMENT DATA

11. Report all permanent, temporary and part-time employees ON YOUR OWN PAYROLL. Enter the appropriate figures on all lines and in all columns. Where there are no employees in a particular category, enter a zero. Include ALL employees, not just those in minority/non-minority categories, in columns 1, 2, & 3. **DO NOT SUBMIT AN EEO-1 REPORT.**

JOB CATEGORIES	ALL EMPLOYEES			PERMANENT MINORITY/NON-MINORITY EMPLOYEE BREAKDOWN									
	COL. 1 TOTAL (Cols. 2 & 3)	COL. 2 MALE	COL. 3 FEMALE	***** MALE *****					***** FEMALE *****				
				BLACK	HISPANIC	AMER. INDIAN	ASIAN	NON MIN.	BLACK	HISPANIC	AMER. INDIAN	ASIAN	NON MIN.
Officials/ Managers	373	291	82	6	20	2	4	259	3	9	1	2	67
Professionals	172	133	39	6	7		7	113	3	5		3	28
Technicians	17	17			6			11					
Sales Workers	769	622	147	17	62	2	6	535	2	14	1	4	126
Office & Clerical	240	141	99	16	28	2	3	92	7	15	1	3	73
Craftworkers (Skilled)	4	4		1				3					
Operatives (Semi-skilled)	131	108	23	9	16	1	9	73	6	4		3	10
Laborers (Unskilled)	40	37	3	5	6		1	25					3
Service Workers													
TOTAL	1746	1353	393	60	145	7	30	1111	21	47	3	15	307
Total employment From previous Report (if any)													
Temporary & Part-Time Employees	The data below shall NOT be included in the figures for the appropriate categories above.												
	15	9	6		1			8	2				4

12. HOW WAS INFORMATION AS TO RACE OR ETHNIC GROUP IN SECTION B OBTAINED? <input type="checkbox"/> 1. Visual Survey <input checked="" type="checkbox"/> 2. Employment Record <input type="checkbox"/> 3. Other (Specify)	14. IS THIS THE FIRST Employee Information Report Submitted? 1. YES <input checked="" type="checkbox"/> 2. NO <input type="checkbox"/>	15. IF NO, DATE LAST REPORT SUBMITTED MO. DAY YEAR
13. DATES OF PAYROLL PERIOD USED From: 8/1/2021 To: 8/14/2021		

SECTION C - SIGNATURE AND IDENTIFICATION

16. NAME OF PERSON COMPLETING FORM (Print or Type) John M Crawford	SIGNATURE 	TITLE VP HR	DATE MO DAY YEAR 08 24 2021
17. ADDRESS NO. & STREET 1 Vision Way	CITY Bloomfield	COUNTY Hartford	STATE CT
ZIP CODE 06002	PHONE (AREA CODE, NO., EXTENSION) 860 - 863 - 1265		

DOC #3, continued

P.L. 1995, c. 127 (N.J.A.C. 17:27) MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to

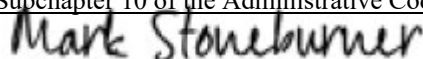
P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).



Signature of Procurement Agent

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. They will be updated from time-to-time as necessary.
 - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d. The form may be used “as-is”, subject to edits as described herein.
 - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

DOC #4, continued

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A- 20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

KAMAN

Industrial Technologies

* N.J.S.A. 19:44A-3(s): “The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

DOC #4, continued

NOT APPLICABLE

**List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26**

County Name:

State: Governor, and Legislative Leadership Committees Legislative District #s:
State Senator and two members of the General Assembly per district.

County:

Freeholders

{County Executive}

County Clerk

Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A COUNTY-BASED, CUSTOMIZABLE FORM.

DOC #5

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership Corporation Sole Proprietorship
- Limited Partnership Partnership Limited Liability Corporation Limited Liability
- Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Ruby Industrial Technologies, LLC is a member-managed LLC with the sole member being LJ KIT Blocker, Inc.	Name:
Home Address: 1 Vision Way Bloomfield, CT 06002	Home Address:

Subscribed and sworn before me this ____ day of _____, 20____. _____ (Affiant)	
(Notary Public)	(Print name & title of affiant) (Corporate Seal)
My Commission expires:	

Certification of Non-Involvement in Prohibited Activities in Iran

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury’s List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:
http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf.

Offerors should submit the above form completed with their proposal.

STATE OF NEW JERSEY -- DIVISION OF PURCHASE AND PROPERTY DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN									
Quote Number: Solicitation 21-14	Bidder/Offeror: Ruby Industrial Technologies LLC								
PART 1: CERTIFICATION BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX. FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE.									
<small>Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury’s Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division’s website at http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf. Bidders must review this list prior to completing the below certification. Failure to complete the certification will render a bidder’s proposal non-responsive. If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.</small>									
PLEASE CHECK THE APPROPRIATE BOX:									
<input checked="" type="checkbox"/>	I certify, pursuant to Public Law 2012, c. 25, that neither the bidder listed above nor any of the bidder’s parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury’s list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 (“Chapter 25 List”). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification below.								
OR									
<input type="checkbox"/>	I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department’s Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.								
PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.									
EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE “ADD AN ADDITIONAL ACTIVITIES ENTRY” BUTTON.									
<table border="1"><tr><td>Name</td><td>Relationship to Bidder/Offeror</td></tr><tr><td>Description of Activities</td><td></td></tr><tr><td>Duration of Engagement</td><td>Anticipated Cessation Date</td></tr><tr><td>Bidder/Offeror Contact Name</td><td>Contact Phone Number</td></tr></table>		Name	Relationship to Bidder/Offeror	Description of Activities		Duration of Engagement	Anticipated Cessation Date	Bidder/Offeror Contact Name	Contact Phone Number
Name	Relationship to Bidder/Offeror								
Description of Activities									
Duration of Engagement	Anticipated Cessation Date								
Bidder/Offeror Contact Name	Contact Phone Number								
<input type="button" value="ADD AN ADDITIONAL ACTIVITIES ENTRY"/>									
<small>Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and that the State at its option may declare any contract(s) resulting from this certification void and unenforceable.</small>									
Full Name (Print): Joshua Mead	Signature: <i>Joshua Mead</i>								
Title: Senior Manager, Corporate Accounts	Date: August 24, 2021								
<small>DPP Standard Forms Packet 11/2013</small>									

DOC #7

NEW JERSEY BUSINESS REGISTRATION CERTIFICATE (N.J.S.A. 52:32-44)

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<https://www.njportal.com/DOR/BusinessRegistration/>

	STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE
Taxpayer Name:	LJ KIT BLOCKER, INC.
Trade Name:	
Address:	1 VISION WAY BLOOMFIELD, CT 06002-5460
Certificate Number:	2460695
Effective Date:	June 24, 2020
Date of Issuance:	August 04, 2021
For Office Use Only:	
	20210804131920801

DOC #8

EEOAA EVIDENCE

Equal Employment Opportunity/Affirmative Action Goods, Professional Services & General Service Projects

EEO/AA Evidence

Vendors are required to submit evidence of compliance with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 in order to be considered a responsible vendor.

One of the following must be included with submission:

- Copy of Letter of Federal Approval
- Certificate of Employee Information Report
- Fully Executed Form AA302 – See Attached in Doc 3
- Fully Executed EEO-1 Report

See the guidelines at: http://www.state.nj.us/treasury/contract_compliance/pdf/pa.pdf for further information.

I certify that my bid package includes the required evidence per the above list and State website.

Name: Mark Stoneburner

Title: Executive VP & GM

Signature: Mark Stoneburner

Date: August 25, 2021

DOC #9

MCBRIDE-PRINCIPLES



STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY DIVISION OF
PURCHASE AND PROPERTY

33 WEST STATE STREET, P.O. BOX 230
TRENTON, NEW JERSEY 08625-0230

MACBRIDE PRINCIPALS FORM

BID SOLICITATION #: **21-14** VENDOR/BIDDER: **Ruby Industrial Technologies LLC**

VENDOR'S/BIDDER'S REQUIREMENT

TO PROVIDE A CERTIFICATION IN COMPLIANCE WITH THE MACBRIDE PRINCIPALS AND NORTHERN IRELAND ACT OF 1989

Pursuant to Public Law 1995, c. 134, a responsible Vendor/Bidder selected, after public bidding, by the Director of the Division of Purchase and Property, pursuant to N.J.S.A. 52:34-12, must complete the certification below by checking one of the two options listed below and signing where indicated. If a Vendor/Bidder that would otherwise be awarded a purchase, contract or agreement does not complete the certification, then the Director may determine, in accordance with applicable law and rules, that it is in the best interest of the State to award the purchase, contract or agreement to another Vendor/Bidder that has completed the certification and has submitted a bid within five (5) percent of the most advantageous bid. If the Director finds contractors to be in violation of the principals that are the subject of this law, he/she shall take such action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

CHECK THE APPROPRIATE BOX

I, the undersigned, on behalf the Vendor/Bidder, certify pursuant to N.J.S.A. 52:34-12.2 that:

OR

The Vendor/Bidder has no business operations in Northern Ireland; or

The Vendor/Bidder will take lawful steps in good faith to conduct any business operations it has in Northern Ireland in accordance with the MacBride principals of nondiscrimination in employment as set forth in section 2 of P.L. 1987, c. 177 (N.J.S.A. 52:18A-89.5) and in conformance with the United Kingdom's Fair Employment (Northern Ireland) Act of 1989, and permit independent monitoring of its compliance with those principals.

CERTIFICATION

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor/Bidder, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor/Bidder is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I will be subject to criminal prosecution under the law, and it will constitute a material breach of **my** agreement(s) with the State, permitting the State to declare any contract(s) resulting from this certification to be void and unenforceable.

Signature: *Mark Stoneburner*

Date: **August 24, 2021**

Print Name and Title: **Mark Stoneburner, Executive VP & GM**

Solicitation Number 21-14
Region 4 Education Service Center (“ESC”)
Request for Proposal
For
Warehousing, Material Handling, and
Production Support

Submitted by: Kaman Industrial Technologies

Date: August 31, 2021

Tab 4 – Qualification and Experience
&
a – References

Qualification and Experience

c) Qualification and Experience

- i. Provide a brief history of the Offeror, including year it was established and corporate office location.

Kaman Industrial Technologies has been a leading distributor of value-added products and solutions since 1971 and is one of North America's leading industrial distributors. After first building our reputation in bearings and power transmission products, KIT has leveraged our expertise in mechanical, electrical and fluid power systems to deliver best-in-class industrial products, engineered solutions and trusted service to leaders in every market segment. Our mission is to make manufacturing safer, more efficient and more competitive. We have a dedicated history of supplying customer trust for nearly 50 years by providing more than just parts in a box.

Today, Kaman Industrial Technologies services more than 65,000 customers from over 250 branch locations, service centers and distribution centers across North America. We offer almost immediate access to more than 4 million product SKUs and over 3,000 brands.

KIT's corporate office is located at 1 Vision Way, Bloomfield, CT 06002

- ii. Describe Offeror's reputation in the marketplace.

With the vast array of products and services available from KIT, we have positioned ourselves as the most technically differentiated distributor in the industry – focusing on our customers' performance relative to up-time, maintenance and reliability, inventory management, energy and sustainability. KIT's infrastructure supporting our customer service and account management team is second to none. From our networked VOIP phone system to our state of the art ERP system and our Customer Relationship Management System – KIT is more efficient, proactive, customer-centric and technically differentiated than anyone in the industry. We stand behind our commitments and prove it with our Documented Savings program, which guarantees our results in writing.

- iii. Describe Offeror's reputation of products and services in the marketplace.

Kaman Industrial Technologies has a reputation of being a leader in the Bearings & Power Transmission, Fluid Power, & Automation segments. Some of our popular commodity categories are listed below:

- Bearings (plain, mounted, roller, sleeve and specialty)
- Seals
- Power transmission products, such as belt and chain drives, speed reducers, couplings, mechanical and electrical drives, and a variety of mechanical components
- Linear motion and actuation products
- Electrical,
- Fluid power
- Bulk and unit material handling products and components
- Chemicals& lubricants

- Process control devices
- Instrumentation
- Wide variety of industrial supplies including tools and associated maintenance products.

iv. Describe the experience and qualification of key employees.

KIT's Solution Driven Technical Sales Model consists of 1,165 Sales Professionals, 190 Service Technicians and 150 Degreed Engineers.

Kevin Haffey – Corporate Account Manager, 35 years in industrial manufacturing holding roles in both manufacturing and distribution from field execution to strategic leadership and corporate account management.

Joshua Mead – Senior Manager Corporate Sales & Operations, 12 years in industrial Manufacturing holding roles field execution to strategic leadership and corporate account management.

Chris Granowski – Corporate Account Operations Manager, 25-year employee with roles in Sales, Branch Management, Product Development and Corporate Accounts.

Kevin Glorio – VP of corporate accounts, 27 years in industrial manufacturing holding roles in manufacturing, strategic sourcing & procurement and distribution.

v. Describe Offeror's experience working with the government sector.

KIT has had significant experience with the government sector, specifically with Municipalities, Corrections, Universities and Utilities. By applying our experience and knowledge from the manufacturing sector, we drive the same TCO components (Price, Quality, Technology, Value Added Service, Customer Entrenchment, Risk and Continuous Improvement) in the government sector to create long-term sustainable value. We do this by working with and through maintenance, operations, engineering and procurement to provide training, trouble shooting, root cause analysis and introducing latest technologies promoting longer lasting components to optimize meantime between failures.

The KIT coverage model fits the Region4 ESC size and scope well as KIT has 234 strategically positioned servicing locations across the US, 5 product distribution centers and 17 fabrication and assembly centers backing our 1,165 professional account managers.

vi. Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors.

KIT has not had any litigation or bankruptcy or state investigations of its current officers or directors.

Solicitation Number 21-14
Region 4 Education Service Center (“ESC”)
Request for Proposal
For
Warehousing, Material Handling, and
Production Support

Submitted by: Kaman Industrial Technologies

Date: August 31, 2021

Tab 5 – Value Add

Value Add

d) Value Add

- i. Provide any additional information related to products and services Offeror proposes to enhance and add value to the Contract.

OEM Conversions — KIT can assist in the evaluation of current and new equipment parts for OEM conversion potential. Based on the successful process established at other key accounts, we will apply previously implemented conversions to the Customers inventory and maintain a database for easy access to this information.

Standardization — KIT can work with The Customer to audit existing inventories and standardize components by product category and application. Our team can help the customer stock just what you need, eliminating duplicates, to reduce storeroom inventory and streamline sourcing. Your Corporate Account Operations Manager will regularly review purchase history and documented savings activity to identify additional opportunities to reduce carrying costs, lower total cost of ownership and improve inventory control.

Training — Based on the Customers individual facility requirements, KIT can provide custom-tailored training seminars in person or by webcast. KIT personnel and manufacturers' field specialists can provide training on product installation, maintenance and troubleshooting, predictive maintenance and root cause failure analysis, using condition monitoring tools, lockout / tag out and other safety procedures.

Kaman will provide and arrange for training tailored to your requirements. Training is a critical tool for maintenance and engineering personnel, who are increasingly asked to do more to increase productivity and reduce costs. Training may be equally important to other plant disciplines such as storeroom management, purchasing, and safety.

Kaman will work with your management to identify and deliver specific training to meet those needs. Kaman's Account Managers, Technical Specialists, Logistics & e-Commerce managers, and Supplier- partners will deliver training

We use a variety of training delivery channels. This allows us to deliver training with minimum disruption to your operation.

Some of our training delivery options include

- Internet based distance learning
- CD-ROM based self-study programs
- Live on-site training (all shifts or weekends)
- Live off-site training

Common training topics include:

Bearings:

- Basics of Bearings
- Selection & Application of Bearings
- Bearing Lubrication and Maintenance
- Bearing Failure Analysis
- Large Bore Bearings – Spherical & Tapered Roller

Chain Drives:

- Chain Drive Installation, Tensioning, & Maintenance
- Chain Drive Troubleshooting

Couplings & Shafts:

- Coupling Installation & Maintenance
- Coupling & Shaft Alignment

V-Belt Drives:

- V-Belt Installation, Tensioning, and Maintenance
- Polychain Applications
- V-Belt Drive Troubleshooting
- V-Belt & Polychain Application Solutions
- Applications Cost Savings Calculations
- Web-Based V-Belt Drive Design/Selection

Lubrication and Sealants:

- Lubrication Practices for Power Transmission Components
- Lubrication and Sealant Applications
- Joint Sealing Reliability

Speed Reducers/Gearboxes:

- Speed Reducer (Gearbox) Installation and Maintenance
- Speed Reducer (Gearbox) Applications Selection & Sizing
- Speed Reducer (Gearbox) Troubleshooting

Clutches and Brakes:

- Clutch and Brake Installation and Operation

Electrical Products:

- AC Motor Application and Maintenance Practices
- DC Motor Application and Maintenance Practices
- Principles of Motors

- EPACT motor requirements
- Variable Speed Drive Applications, Operations, & Maintenance
- Principles of Variable Speed Drives
- Matching Motors with Variable Speed Drives
- Motor Management Practices

Linear Products:

- Motion Control Applications (linear rail, servos, steppers, integrated systems)

Material Handling:

- Unit & Bulk Material Handling
- Conveyor Components & Systems

Fluid Power:

- Hydraulic or Pneumatic Applications & Maintenance
- FRL Applications & Maintenance
- Hydraulic Filtration and System Maintenance

Maintenance Practices:

- Predictive and Preventive Maintenance
- Equipment Monitoring Solutions (bearings, motors)

Inventory:

- Inventory Management Practices & Solutions
- Critical Spares Initiatives
- Establishing Inventory Requirements
- Inventory Reduction Practices

Safety:

- Lockout/Tagout Procedures
- Conveyor Safety
- Fork Lift Safety

Kitting — KIT can help simplify maintenance, accelerate changeovers and improve operational efficiency with kitting solutions. KIT will ship all the parts needed for a repair project in a kit, with a single invoice and your specified part number, significantly reducing the number of shipments and amount of paperwork.

Inventory Management — KIT will work closely with your facilities and corporate champions to reduce bearing, power transmission, fluid power and associated product inventory by an agreed to goal over the term of the agreement. KIT's Account Development Manager and Inventory Specialist will coordinate these efforts. Servicing KIT locations, distribution centers and manufacturer's inventory will support inventory reductions.







Development of critical and shared spares lists, returns, consignment and VMI will all be evaluated as solutions for each facility.

This program will consist of a thorough analysis of the Bearing and Power Transmission inventory levels at your facilities. It is the intention of this program to examine items on hand for criticality, usage history, and lead-time in order to make a recommendation on the appropriate stocking levels and reorder points that will maximize the dollars invested in inventory.

The KIT team will provide assistance, as required, in tasks such as data scrubbing, interfacing with ERP, Asset Management Systems and VMI. You will receive the full benefit of KIT's e-Procurement and Data Management experts for the life of the agreement

Documented Savings Examples: Below, we have provide more illustrations highlighting examples of Documented Savings activities

Example – Site Level Evaluation

Issue/ Opportunity	Illustration
<ul style="list-style-type: none">Knowing who is servicing your plant's needs and concerns <p>Understanding the goals and objectives your plant is looking to achieve and how each department wants to be serviced</p>	 Comment  Evaluation  Satisfaction Level  Personal Preferences  Social Networking  Negative Feedback
Potential Solution	Benefits
<ul style="list-style-type: none">Defined expectations from each<ul style="list-style-type: none">Customer locationPlant departmentsServicing supplier team requirementsStake Holder MappingPlant Tour	<ul style="list-style-type: none">Improved service through supplier knowledge and understandingEfficient transition from incumbent supplier to Kaman Industrial TechnologiesUnderstanding business partner's strengthsImproved rapport between business teamsKaman Industrial Technologies understanding plant's challengesKaman Industrial Technologies understanding plant's priorities

KAMAN
Industrial Technologies

Example – Inventory Optimization

Issue/ Opportunity

- Excess inventory consuming budgets
- Never having the right items in stock during outage

Escalating inventory and obsolescence costs

Potential Solution

- Inventory right sizing
- Planning for upcoming maintenance events
- Supplier's committed inventory
- Strategic asset management
 - Reorder points
 - Safety stock
- Mfr. consolidation

Illustration

Typical Inventory at U.S. Plants
100% Customer Owned

- Storeroom Inventory with Demand
- Surplus and Duplicate Inventory
- Obsolete Inventory

Potential with Ongoing Management

- Local Inventory / Supplier Dedicated Stock
- Customer Owned
- Free Issue Supplier Services

KAMAN
Industrial Technologies

Example – OEM Conversion

Issue/ Opportunity

- OEM sourcing at higher costs where aftermarket standardized product exists

Commercially available aftermarket SKUs can provide lower lead-time and reduced pricing

Potential Solution

- Survey OEM storeroom SKUs
- Identify items with commercial availability
- Equipment Survey
- Reverse Engineering of specific qualified items

Illustration



Benefits

- Partnered supplier
- Reduced lead-time
- Savings on per piece price
- Longer product life
- Reduced Costs

KAMAN
Industrial Technologies

Example - Maintenance Training

Issue/ Opportunity

- Improper installation, maintenance or sizing of power transmission component.
- Safety/loss time accidents

Improved asset life and maintenance cost thru proper application

Potential Solution

- In house training with qualified suppliers and manufacturing partners
- Application specific upgrades

Illustration

<ul style="list-style-type: none"> <input type="checkbox"/> Pneumatics <input type="checkbox"/> Principles <input type="checkbox"/> Compressors <input type="checkbox"/> Secondary Air Treatment <input type="checkbox"/> Piping, Hoses, Fittings <input type="checkbox"/> Directional Control <input type="checkbox"/> Pressure Control Valves <input type="checkbox"/> Cylinders <input type="checkbox"/> Troubleshooting <input type="checkbox"/> Maintenance <input type="checkbox"/> Power Transmission <input type="checkbox"/> Adjustable Speed Drives <input type="checkbox"/> Bearings <input type="checkbox"/> Bearing Isolators <input type="checkbox"/> Shafts <input type="checkbox"/> Couplings <input type="checkbox"/> Clutches <input type="checkbox"/> Engineered Chain <input type="checkbox"/> Gear Reducers <input type="checkbox"/> Gears <input type="checkbox"/> Sprocket Chain <input type="checkbox"/> Sprockets <input type="checkbox"/> Belt Drives <input type="checkbox"/> Lubrication <input type="checkbox"/> Principles <input type="checkbox"/> Characteristics <input type="checkbox"/> Oil and Applications <input type="checkbox"/> Greases <input type="checkbox"/> Systems 	<ul style="list-style-type: none"> <input type="checkbox"/> Mechanical Maintenance <input type="checkbox"/> Equipment Installation <input type="checkbox"/> Vibration Control and Anchoring <input type="checkbox"/> Leveling and Aliging <input type="checkbox"/> Mechanical Drives <input type="checkbox"/> Motors <input type="checkbox"/> Single Phase <input type="checkbox"/> Three Phase <input type="checkbox"/> Installation <input type="checkbox"/> Maintenance <input type="checkbox"/> Inolution <input type="checkbox"/> Synchronous <input type="checkbox"/> Multispeed <input type="checkbox"/> Starters <input type="checkbox"/> Controllers <input type="checkbox"/> Alternators <input type="checkbox"/> Hydraulics <input type="checkbox"/> Principles <input type="checkbox"/> Fluids <input type="checkbox"/> Strainers and Filters <input type="checkbox"/> Reservoirs and Accumulators <input type="checkbox"/> Pumps <input type="checkbox"/> Piping, Tubing and Fittings <input type="checkbox"/> Directional Control Valves <input type="checkbox"/> Pressure Control Valves <input type="checkbox"/> Cylinders <input type="checkbox"/> Troubleshooting 	<ul style="list-style-type: none"> <input type="checkbox"/> Basic AC and DC Theory <input type="checkbox"/> Splice Encasings <input type="checkbox"/> DC Circuits <input type="checkbox"/> AC Circuits <input type="checkbox"/> Magnetism <input type="checkbox"/> Conductors <input type="checkbox"/> Components <input type="checkbox"/> Current <input type="checkbox"/> I.R.E. <input type="checkbox"/> Installation <input type="checkbox"/> Series and Parallel Circuits <input type="checkbox"/> AC and DC Math <input type="checkbox"/> Material Handling Systems <input type="checkbox"/> Conveyors Idlers <input type="checkbox"/> Conveyor Pulleys <input type="checkbox"/> Belts, Cleaners <input type="checkbox"/> Screw Conveyors <input type="checkbox"/> Feed and Discharge Devices <input type="checkbox"/> Safety and Troubleshooting <input type="checkbox"/> Piping <input type="checkbox"/> Systems <input type="checkbox"/> Metal <input type="checkbox"/> Nonmetallic <input type="checkbox"/> Tubing <input type="checkbox"/> Hoses <input type="checkbox"/> Fittings <input type="checkbox"/> Valves <input type="checkbox"/> Strainers, Filters and Traps <input type="checkbox"/> Accessories
--	--	---

Benefits

- Less downtime
- Safety/loss time accidents
- Reduce man-hour maintenance efforts
- Improved Employee Engagement

Example - Lubrication Management

Issue/ Opportunity

- Rotating machinery most important cause of failure is related to the lubrication (>50%)

Improved asset life and maintenance cost thru Lubrication program

Potential Solution

- Use Condition based lubrication - define cleanliness and key parameters levels for each asset. (Alarm limits with defined corrective actions)
- Filter cart
- Color coding to avoid cross contamination (mixing different lubricants)

Illustration



Benefits

- Act on lubricant condition instead of repairing asset
- Reduction of failures due to lubrication (\$\$\$)
- Alignment with strategic lubrication supplier with competencies in:
 - Engineering support
 - Specific industry experience

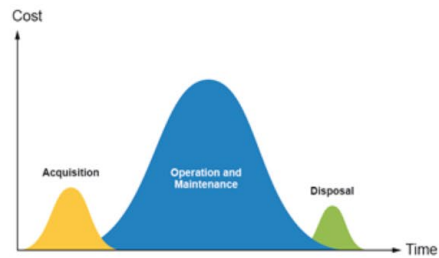
Example – Cost Savings Beyond Acquisition Price

Issue/ Opportunity

- What other areas is the plant having issues
- Savings shouldn't end with the cost of the item
- Larger costs savings exist within operations and maintenance

2% savings on operations can be more impactful than 10% savings on price

Illustration



Potential Solution

- Product life
- Auxiliary repair costs
- Reliability/ Predictive Maintenance
- Warranty replacement
- Automation Control and engineering

Benefits

- Reduced operational costs
- Process improvement
- Trouble shooting subject matter expert

KAMAN
Industrial Technologies

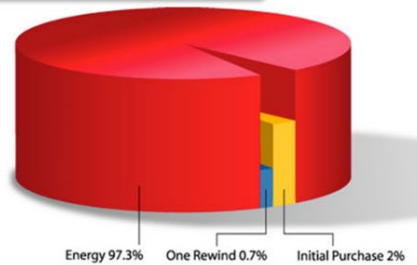
Example – Motor Management

Issue/ Opportunity

- Plant motor management strategy

97.3% of the total lifetime cost of an AC electric motor comes from energy costs

Illustration



Potential Solution

- Defined and standardized motor specs
- Define repair vs replace practices
- DC application upgrades
- Proper application of motor controls

Benefits

- Decrease overall inventory liability and motor SKUs
- Reduced energy costs from the 97% perspective
- Improved warranty
- Reduced Motor Spend/Costs
- Improved Motor efficiency across plant

KAMAN
Industrial Technologies

Solicitation Number 21-14
Region 4 Education Service Center (“ESC”)
Request for Proposal
For
Warehousing, Material Handling, and
Production Support

Submitted by: Kaman Industrial Technologies

Date: August 31, 2021

Tab 6 – Additional Required Documents
(Appendix C) & Addendum
Acknowledgements

Appendix C, Doc #1

ACKNOWLEDGMENT AND ACCEPTANCE
OF REGION 4 ESC'S OPEN RECORDS POLICY
OPEN RECORDS POLICY

All proposals, information and documents submitted are subject to the Public Information Act requirements governed by the State of Texas once a Contract(s) is executed. If an Offeror believes its response, or parts of its response, may be exempted from disclosure, the Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt and include detailed reasons to substantiate the exemption. Price is not confidential and will not be withheld. Any unmarked information will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 4 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the Offeror are not acceptable. Region 4 ESC must comply with the opinions of the OAG. Region 4 ESC assumes no responsibility for asserting legal arguments on behalf of any Offeror. Offeror is advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

Signature below certifies complete acceptance of Region 4 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Acknowledgment and Acceptance of Region 4 ESC's Open Records Policy below:

- We acknowledge Region 4 ESC's Open Records Policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.
- We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Offeror must include detailed reasons to substantiate the exemption(s). Price is not confident and will not be withheld. All information believed to be a trade secret or proprietary must be listed. It is further understood that failure to identify such information, in strict accordance with the instructions, will result in that information being considered public information and released, if requested under the Public Information Act.)

Ruby Industrial Technologies, LLC requests exemption from disclosure under the Public Information Act for customer references, which are located in tabs 4 and 4a, pages 142 & 144, because such information is proprietary.

August 24, 2021

Date

Mark Stoneburner

Authorized Signature & Title

Appendix C, Doc #2

ANTITRUST CERTIFICATION STATEMENTS

(Tex. Government Code § 2155.005)

Attorney General Form

I affirm under penalty of perjury of the laws of the State of Texas that:

1. I am duly authorized to execute this Contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
2. In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
3. In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
4. Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company Ruby Industrial Technologies
LLC

Contact Mark Stoneburner

Mark Stoneburner

Signature

Mark Stoneburner

Printed Name

Executive VP & GM

Position with Company

Address: 1 Vision way, Bloomfield CT 06002

**Official
Authorizing
Proposal**

Mark Stoneburner

Signature

Mark Stoneburner

Printed Name

Executive VP & GM

Position with Company

Phone 860-687-5000

Fax 860-687-5170

Tab 6 c – Implementation of House Bill 1295 Certification of Interested Parties (Form 1295) (Appendix C, Doc #3)

CERTIFICATE OF INTERESTED PARTIES		FORM 1295		
		1 of 1		
Complete Nos. 1 - 4 and 6 if there are interested parties. Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.		OFFICE USE ONLY CERTIFICATION OF FILING		
1 Name of business entity filing form, and the city, state and country of the business entity's place of business. Ruby Industrial Technologies LLC Bloomfield, CT United States		Certificate Number: 2021-787261		
2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed. Region 4 Education Service Center		Date Filed: 08/05/2021		
3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract. RFP 21-14 Warehousing, Material Handling, and Production Support		Date Acknowledged:		
4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	LJ KIT Blocker, Inc.	Bloomfield, CT United States	X	
5 Check only if there is NO Interested Party. <input type="checkbox"/>				
6 UNSWORN DECLARATION				
My name is <u>Joshua Mead</u> , and my date of birth is <u>9/17/1980</u> .				
My address is <u>1 Vision Way</u> , <u>Bloomfield</u> , <u>CT</u> , <u>06002</u> , <u>USA</u> . (street) (city) (state) (zip code) (country)				
I declare under penalty of perjury that the foregoing is true and correct.				
Executed in <u>Hartford</u> County, State of <u>CT</u> , on the <u>18th</u> day of <u>August</u> , 20 <u>21</u> . (month) (year)				
<u>Joshua Mead</u> Signature of authorized agent of contracting business entity (Declarant)				

Texas Government Code 2270 Verification Form

House Bill 89 (85R Legislative Session), which adds Chapter 2270 to the Texas Government Code, provides that a governmental entity may not enter into a contract with a company without verification that the contracting vendor does not and will not boycott Israel during the term of the contract.

Furthermore, Senate Bill 252 (85R Legislative Session), which amends Chapter 2252 of the Texas Government Code to add Subchapter F, prohibits contracting with a company engaged in business with Iran, Sudan or a foreign terrorist organization identified on a list prepared by the Texas Comptroller.

I, Mark Stoneburner, as an authorized representative of Ruby Industrial Technologies LLC, a contractor engaged by Region 4 Education Service Center, 7145 West Tidwell Road, Houston, TX 77092, verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future.

Also, our company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>.

I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.

I swear and affirm that the above is true and correct.

Signature of Named Authorized Company Representative: Mark Stoneburner
Date: August 24, 2021

RECEIPT OF ADDENDUM NO. 1 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name __KAMAN Industrial Technologies__

Contact Person __Kevin Haffey__

Signature ________

Crystal Wallace

Region 4 Education Service Center

Business Operations

Specialist

Warehousing, Material Handling, and Production Support

Solicitation Number 21-14

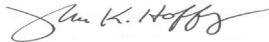
Addendum No. 1

RECEIPT OF ADDENDUM NO. 2 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name ___KAMAN Industrial Technologies_____

Contact Person ___Kevin Haffey_____

Signature _____


Crystal Wallace

Region 4 Education Service Center

Business Operations

Specialist

Warehousing, Material Handling, and Production Support

Solicitation Number 21-14

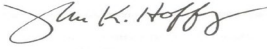
Addendum No. 2

RECEIPT OF ADDENDUM NO. 3 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name ___KAMAN Industrial Technologies_____

Contact Person ___Kevin Haffey_____

Signature ________

Crystal Wallace

Region 4 Education Service Center

Business Operations

Specialist

Warehousing, Material Handling, and Production Support

Solicitation Number 21-14

Addendum No. 3