

Form C

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



Company Name: Schaefer Systems International, Inc

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

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
N/A	N/A	No Exceptions Taken	

Proposer's Signature: Maria Figgell Date: 4/10/17

NJPA's clarification on exceptions listed above:

Review and Approved:

[Signature] 4/27/17
NJPA Legal Department

FORM D



(To be completed only by the Proposer)

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

Authorized Signature: Maria Frizzell Maria Frizzell
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



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

NJPA Contract #: 041217-SFR

Proposer's full legal name: Schaefer Systems International

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

The effective date of the Contract will be July 7, 2017 and will expire on July 7, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on July 6, 2017

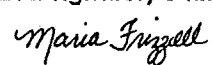
NJPA Contract # 041217-SFR

Vendor Authorized Signatures:

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

Vendor Name Schaefer Systems International, Inc.

Authorized Signatory's Title CEO



VENDOR AUTHORIZED SIGNATURE

Maria Frizzell

(NAME PRINTED OR TYPED)

Executed on July 10, 2017

NJPA Contract # 041217-SFR

FORM E
CONTRACT ACCEPTANCE AND AWARD



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

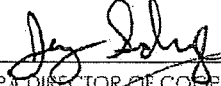
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Vendor Name Schaefer Systems International, Inc.

Authorized Signatory's Title CEO



VENDOR AUTHORIZED SIGNATURE

Maria Frizzell

(NAME PRINTED OR TYPED)

Executed on July 10, 2017

NJPA Contract # 041217-SFR

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

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

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

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

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

Company Name: Schaefer Systems International, Inc.

Address: 10021 Westlake Drive

City/State/Zip: Charlotte, NC 28273

Telephone Number: (704) 944-4500

E-mail Address: maria.frizzell@ssi-schaefer.com

Authorized Signature: *Maria Frizzell*

Authorized Name (printed): Maria Frizzell

Title: CEO, Waste Technology Division

Date: April 10, 2017

Notarized

Subscribed and sworn to before me this 10th day of April, 2017

Notary Public in and for the County of Mecklenburg State of NC

My commission expires: August 15, 2019

Signature: _____

Form P



PROPOSER QUESTIONNAIRE

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

Proposer Name: Schaefer Systems International, Inc.

Questionnaire completed by: Maria Frizzell / Travis McAlister

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)? Net 30
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions? Yes; to be reviewed on a case by case basis.
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

Schaefer's ERP, Microsoft Dynamics AX Enterprise Edition, will create automated reports capturing sales by both quantity of items sold and revenue generated. These reports will be available weekly, monthly, quarterly and annually as needed.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process? Yes; Schaefer accepts P-card purchases with an additional 3% surcharge.

Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
 - Do your warranties cover all products, parts, and labor? Yes, please see warranty policies for each product offered below.
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage? No; so long as products are used as intended under normal circumstances by the first purchaser, warranty will remain in place. Please refer to our warranty letter.
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? Yes; if applicable.
 - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? No
 - How will NJPA Members in these regions be provided service for warranty repair? N/A
 - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? Warranty policies for each product offered are state above. Schaefer Warranty covers only Schaefer
 - What are your proposed exchange and return programs and policies?

Please refer to Schaefer Warranty Letter. All custom made carts are not returnable unless they are deemed warrantable (at which point they will be exchanged).

Roll-out Containers: Schaefer warrants roll-out containers and the component parts of roll-out containers from failure in normal and regular use due to improper or inadequate materials or defective workmanship for a period of ten (10) years

for products and services from the date of purchase. The warranty extends only to the first purchaser of the container. In the event containers are sold through our dealer network, the warranty will extend to the first purchaser from the dealer.

Warranty considerations are divided into three parts (normal wear and tear, operator error, improper working conditions of equipment) and are determined, each on its own merit, jointly by the customer and Schaefer. Schaefer shall have the right to inspect, test and reclaim the allegedly defective containers. Schaefer must be notified in writing immediately of any and all warranty issues.

Upon agreement of parts determined to be defective by Schaefer, said parts shall be repaired or replaced at Schaefer's option. Repaired or replaced parts are warranted for the balance of the original warranty period of the original part. Repair or replacement is the sole remedy under this warranty. This warranty is in lieu of any other warranty, expressed or implied, including warranty of merchantability. In no event shall Schaefer be liable for incidental or consequential damages or delay in performance resulting from the defect.

18-Gallon Curbside Recycling: Bins come with a five (5) year warranty. If the bin is defective when used as intended under normal conditions, and within the specified period, bins will be replaced or refunded (at our option) when the purchaser provides a proof of purchase and proof that the product is within the warranty period, along with a full description of the defect. Schaefer reserves the right to request photographic proof of product defect, and request that the defective product be sent to manufacturer for inspection.

Product that has been damaged as a result of improper maintenance, accident, other misuse, or acts of God, will not be covered by this warranty. This warranty is void if the product is repaired or modified in any way. In no event shall Schaefer be liable for incidental or consequential damages.

City Carts: Carts are warranted to be free of defects in material and workmanship, so long as such products are not subjected to misuse or improper handling, for a period of three (3) years from the date of delivery. All City Carts deemed by manufacturer to be defective will be replaced at no cost to the customer, provided the unsatisfactory products are returned. Manufacturer liability for breach of the foregoing warranty shall be limited to replacement of the unsatisfactory City Cart. In no event shall Schaefer be liable for incidental or consequential damages of any sort.

City Carts are sold with the understanding that the customer will test them under actual conditions of use and be solely responsible to determine the suitability of the City Carts for their intended use. Reasonable variation in product characteristics may be expected due to normal manufacturing tolerances. Because of the variety of possible uses for the products, customer should carefully consider fitness and performance of the products for each intended use, and customer assumes all risks in connection with such determination and use.

Front and Rear-Load Containers: Manufacturer warrants containers to be free from defects in material or workmanship from the date of delivery for a period of three (3) years. Manufacturer, or if it should choose, its expressly designated representative, will, at its expense, fix, repair, weld, or otherwise rehabilitate, or in manufacturer's sole discretion, replace, any Container found to be defective at the time of delivery, provided that:

- (i) Purchaser notifies Schaefer in writing within thirty (30) days of detection of any defect of the claimed defect, describing in detail the defect claimed and the date of purchase; and
- (ii) Purchaser includes in the notice of defect photographs of the allegedly defective Containers. Purchaser agrees that Schaefer, or if we should choose, our expressly designated representative, shall have the right to inspect and test the allegedly defective Containers, and Purchaser further agrees promptly to return the allegedly defective Waste Container to a designated location upon Schaefer's request at Schaefer's expense.

This limited warranty covers the rotational-molded base of the Containers. This limited warranty does not cover normal maintenance, normal wear and tear, use under circumstances exceeding specifications, abuse, including, without limitation, abusive or incorrect use of the lifting mechanism, unauthorized repair or alteration, lack of proper maintenance, failure to follow installation, maintenance and operating instructions, or damage caused by natural calamities such as, but not limited to, fire, storm, flood, high wind, earthquake, hurricane or tornado.

- 6) Describe any service contract options for the items included in your proposal.

Schaefer is able to provide a turn-key cart maintenance and work order management plan for the duration of a service agreement. This includes, but is not limited to traveling to, new addresses to deliver carts, traveling to individual locations to repair or replace carts and retrieving lost carts. If the cart body is damaged to the degree that replacement is not possible, we will collect the damaged cart, replace it at the home with another cart, and return the damaged cart to a designated storage area for warranty inspection.

Pricing, Delivery, Audits, and Administrative Fee

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Schaefer's injection molded carts are intended for use in residential curbside collection, school programs, hospitals, industrial settings and commercial applications. Schaefer manufactures 2-wheeled carts ranging from 18-95 gallon as well as plastic commercial containers. Our assembly and delivery services offer distribution and optional tracking of all carts delivered from a small project of 1,500 units to mass distributions in the hundreds of thousands. Schaefer is committed and recognized for guaranteed on time delivery of small or large projects, ensuring customer satisfaction during each and every transaction no matter how small or large the project.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

We have provided ceiling pricing for the products offered to protect NJPA members from the sometimes volatile HDPE resin and other raw material costs. Each order will be priced individually at the time it is requested, taking into account resin and raw material costs at that time. Our intent is to offer ceiling prices to protect NJPA members and to offer best pricing at the time a quote is requested. All volume and raw material savings available at the time of quotation will be offered.

Freight/shipping cost greatly vary based on location and quantity and fuel surcharges being charged at the time of order. For these reasons, freight cost must be an additional cost added to each order. True freight cost is passed along to our customers based on real-time freight rates.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list. Not applicable – ceiling pricing offered

- 10) The pricing offered in this proposal is

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

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

Best pricing at the time of order will always be offered to NJPA members. The ceiling pricing model offered is intended to provide a solid budget number for NJPA members to use knowing their budget will never be short. At the time of quote, Schaefer will offer best pricing and all discounts related to raw material that are available. Our intent is to make the NJPA Contract our most attractive pricing offered, and as such maximize our offers and sales utilizing NJPA as our primary National offering.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Component parts are offered to NJPA members at a discounted price. Any products or services that Schaefer sources are provided to us as a mass purchaser. The discounts we receive we are able to pass on to NJPA members.

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

The ceiling pricing provided is for standard products. Any additional upgrades (ex: special colors, upgraded wheels, additional stamping) will be quoted individually. Training for all technical programs such as RFID programs is typically offered via webinar at no additional cost. In person training or train-the-trainer is available at an additional costs identified based on scope for each such request.

- 14) If delivery or shipping is an additional programs such as cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Schaefer has multiple plants and stocking dealers throughout the US. When quoting each order we determine the most equitable and cost-saving freight options for the customer. Our freight costs are a passed through direct to the customer. We have contracts with freight companies throughout the US and are able to pass along our high usage discounts to NJPA members.

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

Schaefer has contracts with companies that ship to both Alaska and Hawaii. Many times customers in these areas are consolidating multiple purchases and request a "to port price". Schaefer is able to provide door to door delivery or as requested.

Schaefer Canada has been in service since 1984. Our footprint in Canada includes our offices and direct sales teams as well as an established dealer network. We ship products to Canada on weekly trucks. We have an established network of freight companies to assist us in servicing our Canadian customers and future Canadian NJPA members.

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

Schaefer ships all carts in closed 53' trailers. This ensures our products arrive at customer loactions is the same condition they left our plant. We ship via road, rail and when required, barge services. We utilize the most cost effective freight options available to us at the time of shipping ensuring on-time delivery to our NJPA members

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

NJPA will be our primary national procurement contract offering for the products and services described. Many of our dealers currently offer NJPA contracts for heavy equipment and are familiar with NJPA. We have contracts that we are delaying in hopes of being able to offer them our NJPA contract.

Our Regional Sales Managers will be trained during an NJPA conference held by Schaefer. They will be trained on the contract, our offerings and how to sell the contract as our primary offering Nation wide.

Schaefer's IT department will create an NJPA contract in our ERP. CSRs will be trained on how to enter all NJPA quotes and orders. This will allow us to track all sales made through the NJPA contract. Reports will be generated weekly, mmonthly, quarterly and annually reflecting all NJPA sales and the monies owed to NJPA.

Audits are held quanrterly by Schaefer staff for all contracts offered and NJPA will become part of that audit.

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

Schaefer will adhere to the suggested 2% fee for all sales made through the NJPA contract.

Industry-Specific Questions

(Answer all questions. If a question does not apply to the solution(s) in your proposal, state "N/A" and articulate why the question does not apply.

For technology vendors:

- 19) Clearly explain how your company collects, stores, and uses the customer data that is gathered through normal business practices. In your view, who owns this data: your company or your customers? What rights (if any) do you propose that your customers have to any data created by your proposed solutions?

Schaefer's Technology services utilizes GIS information provided by municipal NJPA members. Privacy laws are always adhered to as no specific customer data is captured, such as names.

GIS information equating to the address being served is provided by the municipal customer.

Provided data is stored on Schaefer servers in a secure data center. Our servers are equipped with the latest security protocols and redundancies to ensure peace of mind for our customers. When distributing carts and providing a POD or providing service verification via the truck readers, all the data is transferred to our secure servers, and only accessible to customers via their unique login. The data we receive, collect and store is always the property of our customers. This data is available to them at all times via Excel or CSV file exports on the WISTAR® dashboard using their unique login.

- 20) Describe how do you protect data that you obtain or create for your customers? Who has access to this data, and for what purposes?

Schaefer is ISO 27000 certified to store and collect customer data. Our security practices are vital to our business models as we serve the largest retailers through our automated distribution center division. As such our global policies on all data collection and storage is mandated by the highest standards in the US and globally. To obtain and maintain this certification, security is a priority at Schaefer. We train our staff annually to ensure all practices are understood and adhered to.

The only people that have access to customer data as it would relate to NJPA members utilizing Schaefer WISTAR® services would be the programmers administering the program, the A&D crews delivering the carts, and NJPA members utilizing their secure login.

- 21) Does your product or platform encourage increased participation in recycling and diversion programs?

WISTAR® Fleet allows municipal managers to see the participation rates of their individual residents. Reports are available to show when residents are placing their carts at the curb and allow for targeted educational efforts to specific areas, or even specific residents.

- 22) If you are offering web-based products or services, are they available through a suitable application on mobile devices? If so, are they compatible with both iOS, Android, and other operating systems? Are they broadly and easily available?

WISTAR® is a web-based application. It can be broadly and easily available through a Google Chrome, Firefox or Safari web browser on all devices.

For equipment/product vendors:

23) What specific market segments does your company serve? What portion of your overall revenue is derived from the governmental and educational sectors?

Schaefer carts are used primarily by Municipal Solid Waste Departments for residential curbside collection or the private haulers servicing collection contracts for these agencies. Our direct sales to MSW is approximately 50% of our annual sales.

The remaining 50% is primarily made up through direct sales to the private haulers servicing contracts for collection of MSW.

We also sell our products to schools, hospitals, and commercial customers.

24) Explain in detail why and how your manufacturing process is superior to that of your competitors.

The injection molding process is a highly efficient automated process that provides a consistent product each and every time. Injection molding allows for more detailed features and design, allowing us to create a roll-out cart that is ergonomically superior and meets or exceeds all ANSI standards in the waste industry. Injection molding is an environmentally friendly process as there is very little flash/scrap and the materials are 100% recyclable.

25) Explain in detail why and how your value-added attributes separate you from your competitors and why this should be considered valuable to NJPA and its members.:

Schaefer is a global leader in the manufacturing of quality injection molded products for MSW and commercial applications. Our culture is based on creating and fostering customers for life. For over 35 years in the US, we have built our business on strong relationships and trust. Our company values are built around a very simple message from our founder Mr. Gerhard Schaefer: "Take care of my customers."

- We are industry veterans that are able to assist and consult our customers in achieving their MSW goals.
- We offer NJPA members information, products and services to satisfy 100% of the scope of their project.
- We offer turnkey programs.

We start by providing pro-formas to create a budget, quality products to serve their residents, marketing materials and services to get their program message to residents, guaranteed on-time delivery, assemble and distribute the carts to residents, show collection data through WISTAR® Fleet, provide reports for all the participation data we collect on their behalf, and so much more.

WISTAR® Technology: Our award winning Asset and Fleet Management technology sets the standard in the Waste Technology Industry. We are able to customize the services offered to meet the needs of each and every customer, whether it is full-service asset management or simply tracking carts as they are deployed. Conference calls, webinars and on-site trainings will ensure the customer is confident utilizing WISTAR® for Asset and/or Fleet Management.

26) Do you manufacture all the products offered in your proposal? If not, please list all products that are sourced using a third party or subcontractor. No. Products that are sourced using a third party are:

- Bear-Resistant Kits
- 18-Gallon Curbside Carts
- 40 and 58 Gallon City Carts
- Front and Rear Load Containers
- We have volume contracts with these manufacturers allowing us to offer NJPA members savings based on our volume purchases.

27) Do your manufacturing processes qualify for any recognized compliance standards or certifications (e.g., ISO)? If so, please detail.

Yes, ISO 9001:2008: Quality Management Systems – Requirements - Demonstrates ability to consistently provide product that meets customer and applicable statutory and regulatory requirements, and aims to enhance customer satisfaction through the effective application of the system, including processes for continual system improvement and the assurance of conformity to customer and applicable statutory and regulatory requirements.

All of our carts are manufactured to meet and exceed ANSI 2008 standards for waste carts.

28) Describe your approach to working with new governmental, educational, or not-for-profit entities in rolling out your products/equipment for these customers or their constituents.

We manufacture and deliver in excess of 2 million injection molded rollout carts annually in the United States alone. Our reputation in the industry is one of quality, reliability and delivering what we promise.

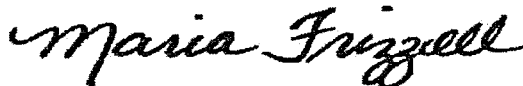
Our Regional Sales Managers and our dealer network sell directly to Municipal Governments. The NJPA contract will be their primary contract offered. Because our RSM and dealers meet regularly with these government officials selling them trucks and other equipment, they are familiar with NJPA and very comfortable selling and offering it.

Our business is based on value and service. Our customers are looking for an option to buy the products they want from the people they trust and want to do business with. NJPA will be the primary national contract for Schaefer Regional Sales Managers and Dealers, and will allow NJPA customers to get the best value for their money while ensuring them a trusted partner which can provide a turnkey solution.

29) Confirm whether or not you are both able to and agree to comply with the applicable “EPA Emission Standards for Heavy-Duty Highway Engines and Vehicles” outlined in the following link:

<https://www.epa.gov/emission-standards-reference-guide/epa-emission-standards-heavy-duty-highway-engines-and-vehicles>

N/A. When applicable, Schaefer agrees to and complies with the applicable EPA Emission Standards for Heavy-Duty Highway Engines and Vehicles.



Signature: _____

Date: April 10, 2017