Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, AND SOLUTIONS REQUEST

Company Name: Cascade Engineering 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
	Cascade Engineering has no Exceptions to this RFP		

Proposer's Signature: Jo-Anne Perkins **Date:** 04/07/17

NJPA's clarification on exceptions listed above:

Review and Approved:
4/27/17
NJPA Legal Department

Contract Award
RFP #041217

FORM D

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

SOLID WASTE AND RECYCLING COLLECTION AND TRANSPORT EQUIPMENT WITH RELATED EQUIPMENT, SUPPLIES, AND ACCESSORIES

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.

Company Name: Cascade Engineering, Inc. Date: 04/07/17

Company Address: 4950 37th Street SE

City: Grand Rapids State: MI Zip: 49512

Contact Person: Mark Broderick Title: National Municipal Sales Director

Authorized Signature: Jo-Anne Perkins
(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-CEI

Proposer's full legal name: Cascade Engineering, Inc.

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 Coauette
(NAME PRINTED OR TYPED)

Awarded on July 6, 2017

NJPA Contract # 041217-CEI

Vendor Authorized Signatures:

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

Vendor Name Cascade Engineering, Inc.

Authorized Signatory's Title Vice President

VENDOR AUTHORIZED SIGNATURE

Jo-Anne Perkins
(NAME PRINTED OR TYPED)

Executed on July 10, 2017

NJPA Contract # 041217-CEI

Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

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

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to 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: Cascade Engineering, Inc.

Address: 4950 37th Street SE

City/State/Zip: Grand Rapids, MI 49512

Telephone Number: 203-695-1130

E-mail Address: mark.broderick@cascadeng.com

Authorized Signature: JA Perkins

Authorized Name (printed): Jo-Anne Perkins

Title: Vice President

Date: 04/07/17

Notarized

CAROL A. HINDLEY
Notary Public, State of Michigan
County of Kent
My Commission Expires 09-07-2018
Acting in the County of Kent

Subscribed and sworn to before me this 7th day of April, 2017

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

My commission expires: 09/07/18

Signature: Carol A Hindley

Form P

PROPOSER QUESTIONNAIRE

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

Proposer Name: Cascade Engineering, Inc.

Questionnaire completed by: Mark Broderick

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?
   Cascade's payment terms are 1% discount if paid within 10, net 45 days.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.
   Cascade Engineering works with several leasing companies and has the ability to offer leasing or financing options to customers. Lease and finance options will be tailored to meet each customer's individual needs.

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.
   Cascade's regional sales managers and customer service team work together to ensure the customer's needs are met in a timely manner. When an inquiry is received, either by the sales manager or customer service, via the customer or distributor, a quote is generated reflecting the customer's requirements. The quote is delivered to the customer and followed up on by the sales manager. When the quote is approved, cart specifics will be determined (color, imprinting, labeling, etc.). The time required to complete this process is driven by the customer. Once all cart specifics are determined, imprinting and labeling dies will be ordered; this is generally a two week process. When sign-offs are received on final approvals, the order will be entered and scheduled into production. A unique project number is assigned to the order indicating that it is an NJPA sale (this used to track receivables for quarterly reports). Carts normally ship within 30-45 days after receipt of order and final approved artwork. The sales manager is in constant contact with the customer during this process to provide updates and answer any questions/concerns the customer may have. Post-delivery follow-up will be made by the sales manager to ensure complete customer satisfaction.

   At the end of each calendar quarter, the Contract Manager runs a report of receivables for the quarter. The driving factor for this report is the unique project number assigned to the order. Using this information, the NJPA report is completed and sent to NJPA. A check request is issued by the Contract Manager to Cascade's accounting department for payment of commissions due to NJPA.

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?
   Cascade accepts the P-card procurement and payment process at no additional cost to NJPA members.

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.
Cascade's Warranty Tracking Process is an easy, step-by-step approach to assist customers with any potential warranty issues that may arise. If a warranty issue is suspected, Cascade shall be promptly notified of any failures under warranty in order that such failures may be inspected. Once Cascade is notified, a Warranty Request Form will need to be completed by the customer and submitted to Cascade to begin the warranty process. Cascade will review the warranty form and inspect the warranty containers if it is deemed necessary to do so. The warranty claim is then reviewed by our quality department, and when approved, the customer will be notified regarding the status of the warranty claim and an order will be placed for the replacement container or parts per the decision of the claim. Cascade will assume all costs associated with the manufacture and shipment of the warranty container to the customer.

- Do your warranties cover all products, parts, and labor?
  Cascade Engineering's 10-year warranty covers the coast of all material and cost associated with producing and shipping replacement parts and containers.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?
  Cascade Engineering will warranty its carts from functional failure due to defects in plastic materials or faulty workmanship or insufficient resistance to weathering while in normal use for a period of 10 years. Please see Schedule A of Cascades warranty that is included with our response.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?
  Cascade Engineering's warranty covers travel time for a quality or warranty manager in the event of a large warranty failure or equipment issue.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?
  There are no geographic regions in the United States where Cascade Engineering cannot supply an NJPA member warranty service or technical support.
- 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?
  It is Cascade's policy to manage the warranty process for all products sold by Cascade.
- What are your proposed exchange and return programs and policies?
  Cascade does not have an exchange program because most our product is custom orders with City seals or company logo's hot-stamped on the containers. If ever anything has to be returned because of a production error on Cascade's part the customer will not be charged.

6) Describe any service contract options for the items included in your proposal.
N/A

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.
Cascade Engineering offers the following solid waste and recycling products: 32, 35, 64, and 96 gallon carts, 14, 18, 21 & 24 gallon curbside recycling boxes, 3 gallon desk side recycler, 14, 28, and 41 quart desk side wastebaskets, a 6 gallon Multi-recycler and the Waste Watcher.

Our Specialty Products line includes a 2 gallon kitchen countertop caddy, 21, 32, 64, 96 gallon organics carts, 96 gallon bear resistant cart, 35, 64, 96 gallon "Pink" carts (an exclusive partnership with American Cancer Society), and inserts to reduce our 35-gallon to a 20-gallon and our 64-gallon container to a 40-gallon container. We offer a line of litter receptacles with accessories, large containers with split lids, and commercial containers ranging in size from 1 yard to 8 yards for front and rear load operations, and a line rotary actuator and cylinder style lifters to accommodate

multiple loading applications. In addition, we offer residential cart Assembly and Distribution services along with the ability to provide customized surveys so a customer can determine how many and what size carts will be needed for a large project.

Our Technology Products line includes RFID tags (4 options for multiple applications), web based asset management technology services, a schedule reminder technology service, and back office hardware and software technology.

In the Service Products category, Cascade offers Cart Service Centers. Cascade will work with customers to establish a Service Center at their location to help them manage their entire cart base from new cart delivery to end of life cart recovery and recycling.

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.)
Cascade Engineering will provide ceiling line pricing for all our products based on product description and product size. We do not offer a SKU numbering system because each order is specific to each individual customer. We will offer line pricing on all accessories or options. See pricing page.

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.
Cascade does not have an MSRP or a published price list and therefore does not offer any discounts based on those price mechanisms. Each order received is specific to each individual customer. Cascade does offer quantity discounts on some products as indicated on the pricing page.

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.

___X___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.
Cascade Engineering will offer line item pricing based on quantity order minimums up to truckload amounts. Quantities larger than truckload amounts we be individually quoted and priced to receive the **MAXIMUM** discount available at that time due to the fluctuation in resin commodity pricing.

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.
Cascade Engineering will provide source goods pricing at selling vendor's best offer plus no more than 10% cost plus percentage of cost markup. Cascade Engineering will provide as many quotes as reasonably requested by a NJPA member provided they are incidental to the total transaction.

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.
Proposal is FOB manufacturer only and does not include freight or unloading of product. When freight is included in the quote it will only include delivery to the customer's dock or location and does not include unloading. When quoting freight and the assembly and delivery optional pricing then products would qualify for "Total Cost of

Acquisition". Some of the Technology products may require installation, training or inspection. Pricing for these services will vary based on the range of services requested as well as the size and scope of the project. If this is required, a quote will be provide at time of inquiry.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.
All Cascade Engineering pricing is FOB factory. Cascade uses a variety of freight/shipping companies and will always find the least expensive shipping cost for our customers. We will check both OTR and rail quotes to find the least costly method of shipping.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.
All Cascade Engineering pricing is FOB factory. Cascade uses a variety of freight/shipping companies and will always find the least expensive shipping cost for our customers. We will check both OTR and rail quotes to find the least costly method of shipping.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.
Cascade Engineering has a minimum order quantity requirement and usually does not ship orders of less than 54 containers. We understand that some of NJPA's 40,000 members are schools, hospitals and other government agencies that will not need to order large quantities of containers. We have set up a small order distribution program with our local Grand Rapids, MI distributor to handle orders from 1 to 53 containers. They will stock all size wheeled containers that can be shipped out in a 2 to 3 day time frame. Depending on how NJPA would like to set up this program, Cascade Engineering can handle all orders no matter the quantity or we can set up a small order hot line to go directly to our distributor.

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.
If awarded a contract, the management and administration of the contract will be the responsibility of the National Municipal Sales Director and the Municipal Contracts Manager. They will be responsible for:

- Providing quotes based on NJPA contract pricing
- Preparing and submitting all Quarterly Sales Reports
- Authorizing Cascade's Accounting Department to remit payment of administrative fees to NJPA
- Monitoring product line offerings and pricing and submitting Product and Price Change Requests for approval

As a current NJPA contract awarded vendor, Cascade has met all the requirements of reporting and payment per our contract and has not been negligent on any reporting.

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.)
Since the award of our first NJPA contract in 2013, Cascade has successfully built the NJPA Cooperative Agreement Program year after year. As a result, we would like to propose an increase of our administrative fee from 1.5% to 2%.

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?

- We collect data through mobile devices, web interfaces, application integration, and data transfers. This data is stored in secure, cloud based databases. The data is used to monitor current status, perform service verification, identify operational efficiencies, improve customer service, focus marketing, identify organizational efficiencies, verify service usage, perform historical analysis, perform trend analysis, develop

innovative solid waste management programs, and more. We continue to invest in innovation to improve our solutions to better meet the market's needs.

- This data is owned by the customer.
- The customer has exclusive rights to their data.

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?

- The data is protected by individual user accounts, SSL for data transmissions and user activity logs.
- Only necessary Cascade employees and customer identified individuals have access to the data.
- All individual user access is provided at a predetermined security level that is appropriate to that individual's purpose.

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

Yes, by providing the means to gather data that identifies and tracks participation and diversion, our technology is being used to identify current levels of recycling, monitor the effectiveness of recycling programs, and identify areas for improvement. When the software and truck systems are combined we can target specific home, neighborhoods or towns and then create educational/outreach programs to increase recycling awareness and change recycling habits.

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?

Our web based products and services are available through applications on mobile devices. Primarily, our mobile systems are compatible with Android operating systems which are broadly, easily, and cost effectively available in every market.

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?

Cascade's market segments include the following:

- Private Haulers
- Government – which comprise approximately 35% of overall revenue
- Distributor Network
- Education – which comprises approximately 3% of overall revenue

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

Cascade Carts are injection molded. This molding process is an extremely versatile method of producing parts and products because it offers several advantages over other methods of plastic molding, is more reliable, and is extremely efficient. Advantages of injection molding include:

<u>Recyclability</u>

- Injection molded resins are a thermoplastic resin; they can be ground and reused with the addition of simple stabilizers.
- The cross linked resins typically used in rotational molded carts are a thermoset resin; when processed, they undergo a chemical change. As a result of this chemical change, they can only be reused as inert fillers, not as part of the structure of the cart. Inert fillers will reduce the physical strength of the cart. The greater the percentage of inert filler, the greater the concern for physical properties.

<u>Process Uniformity</u>

- Injection molding takes place in an entirely enclosed atmosphere. Processing temperatures and time are computer controlled and monitored.
- Injection molding forms both surfaces of the product within the steel mold. This cavity is filled every shot, under approximately 20,000 psi shooting pressure, resulting in superior uniformity part to part.
- Rotational molding takes place in a hollow mold. Only the outside of the part is formed by the mold. Since the air and the plastic powder inside the hollow mold are heated simultaneously, the oxygen in the air can

destabilize the resin. The resulting loss of durability may not be apparent until the later years of the cart's planned life.

Product Wall Section Uniformity and Control

- The injection mold forms the inside and the outside surface of an injection molded cart. Thus, the injection molded cart can be thick where it sees higher stresses and thinner where it needs flexibility. Corner thickness can be determined by the requirements of the product design rather than the result of the processing conditions.
- Because both the inside and the outside surfaces are formed under pressure in a solid steel mold, the outside can be smooth and shiny for an attractive appearance, and the inside can be smooth and clean to provide superior dumping of the contents.

Greater Product Design Flexibility

- Injection molding provides superior product design flexibility. Wheel systems can be placed at the best location for a balance between stability and maneuverability.
- The underside of an injection molded cart has a molded in wear ring to permanently protect the bottom from abrasion when slid along a driveway or street. In this way, the injection molded cart will ensure watertight integrity for its entire service life.
- The design flexibility allows the injection molded cart to provide better handling characteristics. Wheels can be placed so they balance stability and rollability. Handles can be molded in at the right diameter for good ergonomic interface with the user's hand. The lid can be designed with the optimum features for ease of opening.

Testing

- Cascade containers meet the standards set forth in ANSI Z245.30-2008 and ANSI Z245.60-2008.
- Cascade was a member of the Standard Development Subcommittee that drafted both ANSI standards and continues to be an active and participating member of this subcommittee today.
- Cascade does extensive in-house testing every day to ensure our products exceed customer expectations. The standards by which we test exceed the standards set forth by ANSI. We have also had extensive testing done by Entela, Inc., an engineering and testing laboratory.

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.

Many of the products and services Cascade offers are also offered by other manufacturers. However, it's how Cascade conducts business and accepts the responsibility of being a product and solutions provider that sets us apart and makes us unique.

Cascade is a leader in providing solutions to the solid waste and recycling industry. We pride ourselves in designing products, technology, and services in collaboration with our customers. Our sales and customer service team has over two and a half centuries (255 years) experience in the solid waste and recycling industry with most of these years spent being as a part of the Cascade team. We understand the business of collection and are committed to helping our customers become more efficient through unique products, technology, and services that enhance operational efficiency.

More important than being a manufacturer, and a solutions provider, we believe relationship building and relationships come first. Our goal every day and with every sale is to make sure our customers feel valued and appreciated. Achieving our goals (sales) should not come at the expense of their goals but because of them. Making sure they receive the best value, best product, best service, best delivery, and best experience, creates a win-win relationship. In the process, we will have satisfied their needs, accomplished their goals and ours, and gained a valuable customer/friend in the process. Since 1989, we have been fortunate enough to call most of our customers our friends….many of them have been with us since we took our first step into the solid waste and recycling market. We remind ourselves of this every day and continue to build on the relationships we have and work to create new ones.

Our customer relationships are our foundation for the future. Cascade will work every day to ensure that NJPA's mission, *"To build valued relationships, deliver innovative solutions with integrity, and exceed the expectations of our members"*, will drive our marketing strategy day by day and customer by customer.

26) Do you manufacture all the products offered in your proposal? If not, please list all products that are sourced usig a third party or subcontractor.

Cascade Engineering has formed supplier relationships with a select group of manufacturers to enhance our solid waste and recycling product line offering. Our multi-functional teams support, coordinate, and solve issues relating to sourcing and logistics with a complete cost management philosophy. We employ a VA/VE process to extract the highest cost reductions possible, delivering value every step of the way. We lean on supplier partners to maximize value in the supply chain globally. Every supplier we work with is qualified based on ISO9001 and TS16949 guidelines. For more information on Cascade's supplier program and qualifications, please visit the Sourcing and Logistics section of our corporate website at http://www.cascadeng.com/sourcing-and-logistics.

The following products will be provided by a third party:

In-mold Labels	Recycle Bins	Desk Side Recycler
Wastebaskets	Multi Recycler	Waste Watcher
Kitchen Countertop Caddy	Inserts for Carts	Litter Receptacles & Accessories
200-450 Gallon Containers	Commercial Containers	Lifters
Technology Products		

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

Cascade Engineering has received numerous recognitions/certifications/awards for our products, procedures, and processes. Some of these include:

- ISO 14001:2004
- ISO 9001:2008 (Cascade was the first US based cart manufacturer to become ISO certified in 1996)
- the MIOSHA Ergonomic Success Award
- Rising Star designation from MIOSHA
- Certified B Corporation
- Additional recognitions/certifications/awards can be found at http://www.cascadeng.com/history

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.

As previously mentioned, Cascade is working on a mailer that will be sent to some NJPA members (taken from the membership list) to promote NJPA and Cascade's contract (see attached). The plan is to reach out to NJPA members in three targeted states and then follow-up via a phone call (by Carol Hindley) shortly thereafter to confirm receipt of the mailer and start a conversation about NJPA and Cascade. If the initial program proves successful, we will roll out across the Country to both NJPA and non NJPA municipalities.

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

Signature: _____ Date: 04/07/17