

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: C.E.T. Fire Pumps Mfg. Ltd.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and C.E.T. Fire Pumps Mfg. Ltd., 2 Industrielle Street, Pierreville QC Canada J0G 1J0 (Supplier).

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

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

**Article 1:  
General Terms**

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

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 8, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (RFP #082025), Category 3: Brush and Wildland Urban Interface (WUI) Apparatus, to Participating Entities. In Scope solutions include:
- a. **Category 3: Brush and Wildland Urban Interface (WUI) Apparatus**, such as:
- i. Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units;
  - ii. Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in i. above;
  - iii. Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii.; and,
  - iv. **Category 3** responders **MAY** include complementary Specialty Apparatus and Equipment solutions in their response.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

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

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.



xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

## **Article 2: Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
  - Maintenance and management of this Agreement;
  - Timely response to all Sourcewell and Participating Entity inquiries; and
  - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations



defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included

Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

- i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

- b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
  - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
  - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to

the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

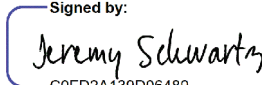
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.


- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

C.E.T. Fire Pumps Mfg. Ltd.

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 12/5/2025 | 2:37 PM CST

DocuSigned by:  
  
 ED13788555BE4E7...  
 By: \_\_\_\_\_  
 Stephane Thibault  
 Title: President  
 Date: 12/5/2025 | 2:16 PM CST

# RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

---

## Vendor Details

Company Name: CET Fire Pumps MFG  
75 Hector Street  
Address: Pierreville, Quebec J0G1J0  
Contact: Jerry Halpin  
Email: ghalpin@fire-pump.com  
Phone: 845-863-9219  
Fax: 450-568-2613  
HST#: 980189042

## Submission Details

Created On: Wednesday July 02, 2025 06:56:18  
Submitted On: Tuesday August 19, 2025 12:02:55  
Submitted By: Jerry Halpin  
Email: ghalpin@fire-pump.com  
Transaction #: 29c0d9c3-0866-47b6-a28a-ac535f3be1fe  
Submitter's IP Address: 147.243.183.46

---



## Specifications

**Table 1: Proposer Identity & Authorized Representatives (Not Scored)**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	C.E.T. Fire Pumps Mfg. Ltd	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	LEADER S.A.S. Z.I. des Hautes-Vallées, Chemin n°34 76 930 Octeville sur Mer - France	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE CODE LO545	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS CODES 115310/ 336211/ 333914	
6	Proposer Physical Address:	2 Industrielle Street Pierreville, Qc Canada J0G1J0	*
7	Proposer website address (or addresses):	www.fire-pump.com	*
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Stephane Thibault, President, 2 Industrielle St, Pierreville, Qc, Canada J0G1J0 sthibault@fire-pump.com 1-450-568-2719 or 1-800-567-2719	*
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Stephane Thibault, President, 2 Industrielle St, Pierreville, Qc, Canada J0G1J0 sthibault@fire-pump.com 1-450-568-2719 or 1-800-567-2719	*
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Jean-Michel Boisvert, Vice-President, 2 Industrielle St, Pierreville, Qc, Canada J0G1J0 JM@fire-pump.com 1-450-568-2719 or 1-800-567-2719	*

**Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)**

Line Item	Question	Response *	
-----------	----------	------------	--

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	CET was founded over 117 years ago as a principal manufacturer of firefighting pumps, aerial ladders and completed fire apparatus. From design to manufacture to delivery CET history, to date, is as a complete builder. One designer, one manufacturer, one sales channel, one warranty source. CET has served the fire/emergency service community world wide with distribution, service and warranty. "We own what we build" and manufacture all major components in house. A dealer network spanning 48 countries with our core group serving North America. The idea of a "one stop" source from design to warranty/service allows CET to outperform all others who "buy and assemble" only. For 117 years our one source philosophy has stood the test of time, like no other. Two years ago CET was purchased by a family owned multi-national fire and emergency equipment manufacturer Leader Group. Leader Group brings CET into a world full of multi dimensional applications that augment and expand the product offering for this RFP. With a sister company in the United States Tempest Technologies. CET reaches deeper into the needs base of Sourcewell end user customers to provide solutions. Tempest also holds a contract with Sourcewell,	*
12	What are your company's expectations in the event of an award?	Through the pre-bid contract process, CET aims to make our product accessible to a broader range of customers who may not have convenient access to our established dealer network. We will collaborate closely with our dealer partners and our sister company to expand our offering under the RFP, ensuring we meet the growing demand from end users. Our team is committed to supporting these customers throughout the entire process — from initial design and specification to delivery and ongoing support.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	CET has and does maintain a extremely strong cash flow environment along with credit lines, bond ratings, and insurance coverages, only afforded business in the best of financial health. See attached documents attesting to these topics specifically.	*
14	What is your US market share for the Solutions that you are proposing?	US market share is estimated at 2% for brush truck, rescue vehicles and urban interface apparatus on commercial chassis, while our component standard product lines are between 28% and 35%.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Canadian market share is estimated at 12% for brush trucks, rescue vehicles and urban interface apparatus while on commercial chassis while our component product line is between 50% and 60%.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	CET has never petitioned for bankruptcy in any country, including the US or Canada.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	B. CET is a leading North American manufacturer of fire suppression products, uniquely capable of designing and producing all key components in-house. It distributes its products globally through a wide dealer network supported by in-house sales professionals. CET is actively involved in the fire and rescue industry, participating in major publications, trade events, and is a member of NFPA and FAMA.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	CET has maintained an ISO 9001 certification for its complete product line manufacturing, since 2015. CET was re-certified in 2023	*

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	CET has no suspensions or debarments of any kind in the last 10 years.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	CET has no relevant industry awards.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Government sales account for approximately 80 percent of our annual sales. A significant portion of these sales come through, individual, state and provincial distributors	*
22	What percentage of your sales are to the education sector in the past three years?	Including fire/rescue training facilities, approximately 5 percent of our sales are made in the education sector	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Our dealer network holds all the state contracts CET would be accessible on. CET does not hold any state contracts in its name	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	We hold no GSA contracts directly, but supply same through many of our state distributors who do hold GSA contracts	*

### Table 2B: References/Testimonials

**Line Item 25.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Carrabassett Valley Fire Department Carrabassett Valley, Vermont	Chief Courtney Knapp	Cell-207-446-2991	*
Toronto Fire Department	Rob Anselmi Division Chief  Equipment & Asset Management  Toronto Fire Services  4330 Dufferin Street  Toronto M3H 5R9	Office: 416-338-9103  Cell: 416-578-4504	*
Hamilton Fire Department Hamilton, MA	Chief Raymond A. Brunet	978-423-2565	*

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

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

Line Item	Question	Response *	
26	Sales force.	CET has a direct sales force covering the U.S. and Canada, with four sales managers in the U.S. (NY, TX, CO) and one in Quebec, Canada. The team provides both in-house and field support across all 50 U.S. states, 10 Canadian provinces, and 2 territories. Service is delivered by CET's engineering and technical staff, supported by a comprehensive dealer sales and service network across these regions.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	CET maintains an extensive dealer network in all 50 states and 10 provinces and in 40 separate countries. This network markets, sells and services all CET products covered under this contract.	*
28	Service force.	CET's in-house service team includes a service/warranty manager, mechanical engineer, and technical draftsman. It operates bi-coastal corporate facilities to support customer service and warranty needs. With the addition of a sister company under its corporate umbrella, CET has doubled its capacity for sales, warranty, and service coverage.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	CET typically processes orders through its distributor network when a distributor serves the Sourcewell end user's region. However, if the end user requests a direct quote or prefers not to use the dealer network, CET will provide a direct sale option	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>The Service/Warranty Manager interfaces directly with end users and all authorized CET dealers regarding quotations, engineering repairs, and/or the replacement of major components and parts. CET provides a written warranty on all major components, informing both dealers and end users of CET's commitment to repair or replace items based on the specific circumstances. (See attachment.)</p> <p>We typically respond to customer inquiries via email or telephone within 24 to 48 hours. Pricing and repair resolutions may vary depending on the product or issue being quoted, engineered, corrected, repaired, or replaced.</p> <p>CET maintains agreements with all distributors and repair organizations outlining reimbursement rates and payment responsibilities prior to any work being performed. This process eliminates uncertainty regarding payment responsibilities among involved parties.</p> <p>All sales and marketing contacts are handled directly by our in-house sales staff, who report to the Vice President of Sales. Within the sales/customer service space CET has field representation to engage dealer participation, when in person support is warranted.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	CET will offer any purchasing entity in the USA and Canada an opportunity to buy off this contract at any time, based on the contract agreement and scope of the RFP contained in this RFP.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	As a Canadian-based company, CET offers any purchasing entity in Canada the opportunity to purchase under this contract at any time, in accordance with the terms and scope outlined in this RFP. CET's new corporate structure allows Sourcewell customers to benefit not only from CET products but also from the product and service offerings of its sister company—extending value beyond the North American market. This is provided pursuant to the terms of the RFP.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	CET will offer all products, under the RFP, in all 50 states and territories as well as 10 provinces and 2 territories of Canada. Based on the proposal for this bid contract. All shipping costs for Hawaii, Alaska and the two Canadian territories will be quoted at the time of quotation/order.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	CET has no limiting factors that would prevent it from offering all contract products and services to all Sourcewell end users, in accordance with the scope and terms of this RFP.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	CET does not currently have, nor does it anticipate, any restrictions on the sale or service of its products in any U.S. states or territories. As of the date of this submission, CET actively conducts business across all such regions. Shipping charges to these states and territories will be provided at the time of quotation or order.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	All on-profits are and will be extended the exact same terms of sale, the master agreement requires.	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>CET's Marketing and Promotion Strategy for this Contract</p> <p>CET will actively market and promote the use of this contract through a multi-faceted approach:</p> <p>National Corporate Advertising CET has a long-standing presence as a national advertiser across key industry publications in both the U.S. and Canada. These include Firehouse, Fire Engineering, Fire Apparatus, and Fire Fighting in Canada, among others. We will continue leveraging these platforms to increase awareness and visibility of this contract.</p> <p>Presence at National and Regional Trade Shows CET regularly participates in major national and regional trade shows, including FDIC, Firehouse World, FRI, NYSAFC, NEFC, OAFCA (GA), Maritimes (GA), and more than 50 additional regional and local events. These events—many hosted by fire chiefs associations—offer significant opportunities to promote the contract, both independently and in collaboration with our distribution network.</p> <p>Distributor Engagement and Web Promotion CET will exclusively promote Sourcewell as our lead and only cooperative contract across our entire distributor network in the U.S. and Canada. This will be executed through direct engagement by our field and inside Regional Sales Managers (RSMs), as well as prominently on our website, <a href="http://www.fire-pump.com">www.fire-pump.com</a>. We will also require all preferred dealers to feature the Sourcewell contract on their respective websites to ensure consistent and widespread visibility.</p>	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Digital and Web-Based Support Strategy</p> <p>CET maintains an active presence across multiple social media platforms, including Facebook, Twitter (now X), and YouTube, to support sales, service, delivery, and training initiatives. As part of our commitment to promoting this contract, CET will incorporate the Sourcewell logo—signifying contract acceptance—into all current and future electronic and digital marketing platforms.</p> <p>Additionally, CET offers a web-based product configurator that enables real-time design and engineering, including 3D drawings, to streamline the customization process. In response to the growing demand for remote engagement, CET also provides video conferencing support, ensuring we can meet and assist customers in the format they find most convenient and effective. The CET web site will go "live" with an all new-look 11.1.25. This includes advanced design tools for end user inquiry and up to date examples of the newest CET truck and overall product offering. Included with this new site will be many new additions from our sister company in CA and parent in France.</p>	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	CET views this cooperative contract as an extension of our sales team—another "salesperson" in the field. We will ensure that all employees, including those in technical support and engineering roles, are trained to leverage the contract effectively during customer interactions. This approach will also be extended to our extensive distribution network, ensuring they, too, understand how to use the contract as a sales tool. Our goal is to create a multiplier effect—amplifying the reach and impact of the contract across every level of our organization and sales ecosystem. Since CET holds a Sourcewell contract for many of our other products we have learned, through experience, how to better leverage the offering in this RFP.	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	"CET is beginning to implement e-commerce procurement. We offer credit card purchasing, either directly or through our distribution channels."	*

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

Line Item	Question	Response *	
-----------	----------	------------	--

41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Product maintenance and training are handled two ways by CET. 1. With delivery of all products and assemblies CET provides manuals and parts books for end user (Source-Well Customer) Additionally CET provides access and content on its web site and through u-tube for basic training, trouble shooting, and assembly/disassembly directives. 2. CET takes strong advantage of its distribution network to provide basic and complex training based on the product purchased. This can and is done in conjunction with our field sales reps. and field service personnel from our distributors. Depending on product, training takes place free of charge or at an additional cost, depending on product complexity and Source-well customer location. Typically, fee for training is done at the dealer level and negotiated by the dealer. CET can and does offer direct video-based training during times of remote work.	*
42	Describe any technological advances that your proposed Solutions offer.	CET designs and manufactures fire suppression and rescue systems that align with the most current and effective standard operating procedures (SOPs) for both firefighting and rescue services. We have fully integrated the design and manufacturing of all major system components, allowing us to operate with a significantly smaller and more efficient supply chain compared to most of our competitors.  A key component proposed in this RFP response is CET's in-house manufactured polypropylene body configuration — a next-generation approach to body construction that offers superior durability, flexibility, and performance.	*
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	CET's use of polypropylene in body construction offers a significantly smaller carbon footprint compared to traditional metal materials, while also providing enhanced flexibility for end-of-life recycling. In support of our sustainability and innovation goals, CET recently constructed a brand-new, state-of-the-art manufacturing facility. This facility is equipped with the latest manufacturing technologies, advanced engineering systems, and energy-efficient components — from lighting to welding equipment. These upgrades have allowed us to significantly reduce our overall carbon footprint while increasing production efficiency and product quality.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	None	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	CET offers three key advantages to Sourcewell members that set us apart from competitors:  Complete In-House Design and Manufacturing (Excluding Chassis): CET designs and manufactures all major components across our product line, with the exception of the chassis. This vertical integration allows CET to work directly with customers without relying on third-party vendors for input or interpretation. The result is faster, more accurate communication and streamlined processes across both sales and service — significantly reducing time and effort related to procurement, warranty, and maintenance.  Direct Oversight of Standards and Product Advancements: Because CET is responsible for the design and manufacturing of our systems, we continuously monitor and incorporate material improvements, performance upgrades, and evolving industry standards (such as NFPA regulations). This ensures that Sourcewell members always receive compliant, up-to-date equipment without relying on outside suppliers to make critical updates.  Rapid Implementation of Design Changes: Our in-house engineering and manufacturing capabilities allow us to quickly adapt to changes in	*
46	Describe how your solutions meet United States fire related standards, such as NFPA, for the equipment and products offered in your proposal, including applicable federal and state requirements.	CET manufactures all of its products, including those covered by the RFP to comply with all US/Canadian, federal, state/provincial and local DOT standards. CET products, under the RFP, comply with all applicable NFPA standards.	
47	Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	CET manufactures all of its products including those covered by the RFP to comply with all Canadian federal, provincial and local DOT standards. CET products, under the RFP, comply with all applicable NFPA and ULC(where applicable) standards for the Canadian market	



48	Describe available service and repair options for the equipment and products offered in your proposal and how the process works with those servicing the equipment.	<p>CET Warranty Overview for Sourcewell Members</p> <p>CET provides comprehensive warranty coverage on all products we manufacture and deliver. Warranty terms are product-specific, clearly outlined in accompanying documentation at the time of delivery, and available for review online. (See attachments.)</p> <p>Key Warranty Policies</p> <p>1. CET-Manufactured Components As CET designs and manufactures the vast majority of components in our product lines, warranty support is streamlined and managed directly by our internal service team. This minimizes delays and ensures direct accountability.</p> <p>2. Third-Party Vendor Components For any externally sourced components, CET facilitates warranty claims with the vendor internally. We provide three resolution paths to ensure minimal disruption for the customer:</p> <p>CET works directly with the vendor to manage repairs on behalf of the customer.</p> <p>CET helps the customer locate an authorized repair source, with vendor-approved warranty coverage at no cost to the customer.</p> <p>In rare cases, the end user may coordinate a repair independently, submit the invoice to CET, and be reimbursed — pending approval.</p> <p>Note: Specific warranty exclusions are clearly identified in CET's warranty documentation and, when applicable, labeled directly on the product (e.g., maintenance instructions for polypropylene tanks and body components).</p> <p>Service &amp; Travel Compensation</p> <p>When a non-CET corporate resource or authorized CET distributor performs a repair, CET typically covers travel time and mileage at pre-agreed rates — confirmed in advance.</p> <p>Return &amp; Restocking Policy</p> <p>Returns for reasons unrelated to product failure or repair are subject to a 20% restocking fee.</p> <p>Extended Warranty Options</p> <p>CET offers customized extended warranty contracts on all finished goods. These can be tailored to the specific operational needs and service timelines of Sourcewell members.</p> <p>Transparency &amp; Access</p> <p>All warranty, repair, and replacement policies are explained clearly at the time of delivery. Sourcewell members may also request access to warranty documentation before purchase.</p>
----	---	--

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>

50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*

54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>CET is a Canadian corporation, and all of our products are fully compliant with the United States–Mexico–Canada Agreement (USMCA). While line items 49 to 57 in the provided list may have slightly different terminology under Canadian government classifications, they correspond functionally and legally to their U.S. equivalents. At this time, CET does not have any specific designations defined by this certification.</p> <p>CET is a certified ISO 9000 manufacturer, demonstrating our commitment to consistent quality management and continuous improvement. Additionally, CET is a member in good standing of both the Fire Apparatus Manufacturers' Association (FAMA) and the National Fire Protection Association (NFPA), ensuring adherence to the highest industry standards and regulatory compliance.</p>	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
58	Describe your payment terms and accepted payment methods.	CET payment terms are net 30. Our distribution network establishes their own. Typically, distribution is net 30.	*

59	Describe any leasing or financing options available for use by educational or governmental entities.	CET does provide leasing terms for eligible transaction. These terms apply to lease purchase and prepayment options allowing for additional discount on vendor supplied products	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>CET Transaction Process for Sourcewell Customers</p> <p>CET maintains a streamlined, transparent transaction process designed to ensure accuracy, consistency, and ease of use for Sourcewell members.</p> <p>Quotation Approval: The process begins when a Sourcewell customer approves a written price quote generated from CET's CRM system.</p> <p>Order Entry: The approved quote is entered into CET's order accounting system as a mirror image of the accepted quotation, ensuring complete alignment between what was quoted and what will be delivered.</p> <p>Contract Documentation: If required by the end user, a formal contract is issued and attached to the accepted quote. This contract reflects all agreed-upon terms and conditions.</p> <p>Technical Specifications: All relevant engineering drawings and specifications are attached to the quote/contract. These documents are continuously reviewed and updated throughout the order process, ensuring that any changes are tracked and clearly communicated.</p> <p>Invoicing: Invoicing is done through the same processing module that begins the quotation and follows that quote through order and delivery. All changes to the order are attached to invoice to ensure proper credit or debit, at time of delivery.</p>	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	CET does not accept "P" card at the time of this submission	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Sourcewell Member Pricing &amp; Discounts</p> <p>CET is pleased to offer exclusive pricing benefits to Sourcewell members across our full line of truck offerings:</p> <p>Category Discount: A 6% discount will be applied to all CET truck products with part numbers beginning with FA- and DP-.</p> <p>Options Discount: CET will also extend this 6% discount to all product options, including:</p> <p>Published options</p> <p>Unpublished options</p> <p>Custom or "one-off" configurations</p> <p>This pricing structure ensures that Sourcewell members receive consistent, transparent savings across both standard and custom-configured equipment.</p>	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Discount is from list price. The representative discount for the contract is 6% percent before shipping (TBD) based on location. Then shipping is added.	*

64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Quantity Discount Pricing for Sourcewell Members</p> <p>In addition to the standard 6% Sourcewell member discount, CET offers additional quantity-based discounts according to the following structure:</p> <table><tr><td>Order Quantity</td><td>Discount Structure</td><td>Total Discount</td></tr><tr><td>1 Unit</td><td>Standard Sourcewell Discount</td><td>6%</td></tr><tr><td>2–4 Units</td><td>Standard Discount + 1% Additional</td><td>7%</td></tr><tr><td>5–8 Units</td><td>Standard Discount + 2% Additional</td><td>8%</td></tr></table> <p>These discounts apply to eligible CET truck products and associated options. For orders exceeding 8 units, CET is open to further discussion and negotiation to provide additional value based on scope and requirements.</p>	Order Quantity	Discount Structure	Total Discount	1 Unit	Standard Sourcewell Discount	6%	2–4 Units	Standard Discount + 1% Additional	7%	5–8 Units	Standard Discount + 2% Additional	8%	*
Order Quantity	Discount Structure	Total Discount													
1 Unit	Standard Sourcewell Discount	6%													
2–4 Units	Standard Discount + 1% Additional	7%													
5–8 Units	Standard Discount + 2% Additional	8%													
65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	CET would provide a quote for sourced products (not manufactured by CET), for each item.	*												
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>Additional Charges Policy</p> <p>CET is committed to transparent pricing for Sourcewell members. Our policy on additional charges is as follows:</p> <p>No Additional Charges: The discounted price provided to Sourcewell members includes all standard freight charges within the continental United States. There will be no additional fees added to the quoted price.</p> <p>Freight to Non-Continental Locations: Freight charges will be included in the quote and clearly specified for deliveries to the following locations:</p> <p>Alaska</p> <p>Hawaii</p> <p>U.S. Territories</p> <p>Canadian Territories (2)</p> <p>Chargeable Services (Quoted Separately): CET will only apply additional charges for the following optional services, and these will be presented to the customer as a separate quote for prior approval:</p> <p>Factory inspection visits requested by the customer</p> <p>Mounting of customer-supplied equipment</p> <p>This approach ensures full transparency, with no hidden fees or unexpected costs for Sourcewell members.</p>	*												
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>To all US states and territories freight is an additional cost. Freight will be quoted for the US and Canada at time of price request. Any border or customs charges applicable to any Sourcewell order are covered in the discounted price. There will be no separate charges for border fees.</p> <p>To the 10 provinces and territories of Canada freight is quoted with final price to end user. Freight will be quoted to 10 provinces/2 territories and time of price request.</p>	*												
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	CET would provide a separate line item for shipping to these locations based on quotations at the time of "confirmation for pricing" from a Sourcewell customer. CET will use its most favored carrier, but will, and often use, the carrier of choice indicated by the Sourcewell customer for states and US/Canadian territories.	*												

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>CET offers the Sourcewell customer both direct shipment and or shipment to a distributor or delivery location of thCRM Integration &amp; Sourcewell Reporting Process</p> <p>CET uses a fully integrated Customer Relationship Management (CRM) system that tracks and manages the complete lifecycle of a customer engagement — from initial contact and quotation to engineering, ordering, manufacturing, delivery, and after-sales support.</p> <p>Key CRM Capabilities:</p> <p>Tracks and links quotation numbers, part numbers, engineering inputs, delivery notifications, and warranty/service references in a unified record.</p> <p>Enables generation of daily, weekly, monthly, and annual reports to support internal operations and compliance requirements.</p> <p>Connects all transactional elements (quotes, orders, invoices) to ensure traceability and data accuracy.</p> <p>Sourcewell Reporting Integration</p> <p>CET has already implemented a dedicated reporting process tied to our existing Sourcewell contract. Key elements include:</p> <p>A separate, integrated fee sheet is generated daily within the CRM to track Sourcewell-related quotes — whether open, closed, or completed.</p> <p>On a monthly basis, the system compiles the total value of sales made through Sourcewell and calculates the administrative fee owed, per the terms of the Sourcewell RFP and contract.</p> <p>This fee report is fully traceable within the CRM system and is directly linked to the associated quote, order, and/or invoice for full auditability.</p> <p>Quarterly payments to Sourcewell are made based on this report, ensuring accuracy, transparency, and contract compliance.</p> <p>This system is already in full operation and represents a standard operating procedure (SOP) at CET.eir choice</p>
----	---	---



70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>CRM Integration &amp; Sourcewell Reporting Process</p> <p>CET uses a fully integrated Customer Relationship Management (CRM) system that tracks and manages the complete lifecycle of a customer engagement — from initial contact and quotation to engineering, ordering, manufacturing, delivery, and after-sales support.</p> <p>Key CRM Capabilities:</p> <p>Tracks and links quotation numbers, part numbers, engineering inputs, delivery notifications, and warranty/service references in a unified record.</p> <p>Enables generation of daily, weekly, monthly, and annual reports to support internal operations and compliance requirements.</p> <p>Connects all transactional elements (quotes, orders, invoices) to ensure traceability and data accuracy.</p> <p>Sourcewell Reporting Integration</p> <p>CET has already implemented a dedicated reporting process tied to our existing Sourcewell contract. Key elements include:</p> <p>A separate, integrated fee sheet is generated daily within the CRM to track Sourcewell-related quotes — whether open, closed, or completed.</p> <p>On a monthly basis, the system compiles the total value of sales made through Sourcewell and calculates the administrative fee owed, per the terms of the Sourcewell RFP and contract.</p> <p>This fee report is fully traceable within the CRM system and is directly linked to the associated quote, order, and/or invoice for full auditability.</p> <p>Quarterly payments to Sourcewell are made based on this report, ensuring accuracy, transparency, and contract compliance.</p> <p>This system is already in full operation and represents a standard operating procedure (SOP) at CET.</p>	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>CET will generate standard reports based on the following current reporting criteria. 1. Each inquiry coming from a direct Sourcewell customer or through our distribution network will track in our CRM system based on an opportunity file opened specifically for that inquiry. 2. Each inquiry that becomes a quotation and then an order is tracked from the same source, Sourcewell customer direct inquiry or through distribution. This will interface with our manufacturing and accounting system allowing us to track the entire life of the original inquiry all the way through order, engineering, manufacturing and into the service warranty life of the product. This will allow CET and Sourcewell to review all interested parties, converted customer parties and if needed, Sourcewell customer experience based on performance of the product in the field (service/warranty experience). CET generates reports currently that take the inquiry and give results on timing, questions and action based on the inquiry, and then gives a report (at will) that tells CET current circumstances. Such as, open or closed, on-going, electronic and/or telephonic communications, who was communicated with and what further current or future action needs to be taken.</p>	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>CET proposes a Flat Fee of \$3,000.00 US dollars per truck order to Sourcewell</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	CET offers Sourcewell customers it's best discount related to all contracts CET holds	*

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Emergency Response Vehicle Offerings</p> <p>Through this RFP, CET will provide a comprehensive range of emergency response vehicles, including but not limited to:</p> <p>Fire Suppression Apparatus:</p> <p>Brush Trucks</p> <p>Wildland Firefighting Vehicles</p> <p>Urban Interface Fire Suppression Units</p> <p>Other specialized fire suppression apparatus</p> <p>Support &amp; Specialty Vehicles:</p> <p>Crew Transport Vehicles</p> <p>Rescue Vehicles</p> <p>Foam-Carrying Units</p> <p>Other non-fire suppression emergency and support vehicles</p> <p>This diverse product offering ensures that Sourcewell members have access to a wide range of high-performance, mission-specific Brush/Wildland vehicles to meet both firefighting and emergency response needs.</p>
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Brush/Wildland Sub-categories would include</p> <ol style="list-style-type: none"> <li>1. Glider Kits- for new assembly and refurbishment</li> <li>2. Skid Units- for new component assemblies and refurbishment</li> <li>3. Pumping systems- for new component assemblies and refurbishment</li> <li>4. Mechanical services for repair and re-certification of existing CET completed assemblies (Brush/Wildland apparatus) and components</li> </ol>
76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	<p>Pursuant to the RFP, components, refurbishment, mounting and re-mounting, can be made available to the Sourcewell end user. Since CET manufactures most of its major truck components, they can be delivered as separate components, or assemblies that can be mounted as new or refurbished on existing chassis. CET can offer these major components, pump, body, flatbed, manifold, etc., in a "what level of complete" does the Sourcewell customer require. Both as new and re-built components. Pricing for remount re-furbish would be made based on an individual basis. Sourcewell members would be allowed the same discount off list presented in this RFP.</p>
77	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	<p>There are specific call outs in our warranty that identify any restrictions. Any of those restrictions deemed supportive to the normal operating function of the product are also noted by a label on the product itself. Example; polypropylene water and body tank filling and body maintenance procedures</p> <p>CET typically pays travel time and a mileage fee for a non-corporate (CET) resource and or CET distributor. All at agreed upon rates. In advance.</p> <p>As of the date of this submission there are no regions in the US 50 states and or provinces of Canada, we do not actively provide replacement, repair, and or maintenance.</p>
78	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranty issues typically passed on to the original equipment manufacturer?	<p>CET standard policy on outside component vendors, is to facilitate the repair directly with that vendor internally. Allow the customer to seek a source (with CET aid) of warranty approved by that vendor, at no cost to customer. Finally, to have the end user seek out a repair facility, get the part repaired and forward invoice to CET. These circumstances are rare, since CET manufacturers most all major components and does not rely on a large, finished goods, supply chain.</p>
79	Describe any service contract options or extended warranties being offered with your proposal.	<p>CET offers extended warranty contracts on all its finished goods. These are available for varying lengths of service and are customized to the specific needs of a Sourcewell customer. These service contracts are offered on a per product basis and would be quoted to the end user as requested.</p>

**Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

☒ We will not be submitting for Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
80	Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints	<input type="radio"/> Yes <input type="radio"/> No		*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input type="radio"/> Yes <input type="radio"/> No		*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input type="radio"/> Yes <input type="radio"/> No		*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

**Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

☒ We will not be submitting for Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
84	Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, mobile foam units, and custom rescue trailers	<input type="radio"/> Yes <input type="radio"/> No		*
85	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 81 above	<input type="radio"/> Yes <input type="radio"/> No		*
86	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 81 - 82 above	<input type="radio"/> Yes <input type="radio"/> No		*
87	Category 2 responders MAY include COMPLEMENTARY Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

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

■ We will not be submitting for Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input checked="" type="radio"/> Yes <input type="radio"/> No	This will include flatbed style and full body style apparatus	*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Available and included in this apparatus proposal will be chassis dependant and independent pumping systems. Skid units and modular body components	*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input checked="" type="radio"/> Yes <input type="radio"/> No	CET will Build a complete turnkey apparatus but will mount a proposed fire protection package pursuant to the RFP on a customer supplied chassis.All apparatus come with training, at the local level through a CET authorized distributor.	*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	CET will offer transportation and application delivery vehicles as complete apparatus.	*

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

Line Item 92. **NOTICE:** To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- [Pricing](#) - CET TruckPricing - Brush WildlandTruck - August 15, 2025.zip - Tuesday August 19, 2025 11:03:21
- [Financial Strength and Stability](#) - CET.Financial.zip - Tuesday August 19, 2025 11:13:14
- [Marketing Plan/Samples](#) - Mkt.CET Fire Pumps Mfg Ltd USACA.Catalog.dealer list.zip - Tuesday August 19, 2025 11:25:23
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Sourcewell.Transaction.Audit.Tracking.zip - Tuesday August 19, 2025 11:10:02
- [Upload Additional Document](#) - Warranty\_TANK.BODYSKID.PUMPS\_2025- Copy.zip - Tuesday August 19, 2025 11:20:57
- Requested Exceptions (optional)



## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Danh Huynh Halpin, VP Business Development, CET Fire Pump

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes    ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Firefighting_Apparatus_RFP_082025 Wed August 6 2025 04:28 PM	<input checked="" type="checkbox"/>	2
Addendum_6_Firefighting_Apparatus_RFP_082025 Mon August 4 2025 05:42 PM	<input checked="" type="checkbox"/>	1
Addendum_5_Firefighting_Apparatus_RFP_082025 Thu July 31 2025 04:55 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Firefighting_Apparatus_RFP_082025 Fri July 25 2025 04:25 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Firefighting_Apparatus_RFP_082025 Wed July 23 2025 04:42 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Firefighting_Apparatus_RFP_082025 Thu July 3 2025 03:37 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Firefighting_Apparatus_RFP_082025 Wed July 2 2025 03:49 PM	<input checked="" type="checkbox"/>	1