

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: ITURRI America Inc.**

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 ITURRI America Inc., 210 East Park Drive, Creswell, OR 97426-4514 (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:
- Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units;
  - Equipment, options, accessories, components, and supplies **complementary** to the offering of the unit types described in i. above;
  - Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii.; and,
  - 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 Sourcwell 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**

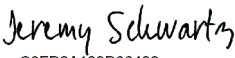
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

ITURRI America Inc.

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 12/8/2025 | 9:58 AM CST

Firmado por:  
  
 C0CECACF8F6C49C...  
 By: \_\_\_\_\_  
 Antonio Rubio Malpasa  
 Title: President  
 Date: 12/6/2025 | 8:36 PM PST

# RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

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## Vendor Details

Company Name: ITURRI America Inc.

Does your company conduct business under any other name? If yes, please state: ITURRI AMERICA

Address: 210 East Park Drive  
Creswell, Oregon 97426

Contact: Laura Morales

Email: lmorales@iturri.com

Phone: 415-867-6117

Fax: 415-832-0063

HST#: 35-2789465

## Submission Details

Created On: Wednesday July 02, 2025 11:12:42

Submitted On: Wednesday August 20, 2025 09:17:42

Submitted By: Laura Morales

Email: lmorales@iturri.com

Transaction #: fd786b6e-3038-4464-99a0-4ecfe5abaca1

Submitter's IP Address: 147.243.51.47

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## 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.	ITURRI AMERICA INC.	*
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).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	ITURRI America, Inc. is registered in the U.S. federal System for Award Management (SAM) with the following identifiers: <ul style="list-style-type: none"> <li>• Unique Entity ID (UEI): HEPQZ1QU3EK3</li> <li>• CAGE/NCAGE Code: 9YCT4</li> </ul> Physical Address (SAM record): 210 E Park Dr. Creswell, OR 97426-4514 USA This active SAM registration affirms ITURRI America's eligibility for federal and cooperative contracts, including the Sourcewell Master Agreement.	*
5	Provide your NAICS code applicable to Solutions proposed.	ITURRI America, Inc. confirms that its operations align most closely with NAICS 336211 – Motor Vehicle Body and Trailer Manufacturing. This category specifically covers manufacturers that: <ul style="list-style-type: none"> <li>• Purchase a commercial chassis (e.g., Ford®, International®, Freightliner®), and</li> <li>• Design, fabricate, and mount custom bodies—such as wildland or structural fire apparatus—onto those chassis.</li> </ul> Although NAICS 336120 (Heavy Duty Truck Manufacturing) also lists fire-fighting vehicles, that code is intended for companies that fabricate both the chassis and the body. Because ITURRI America integrates bodies onto third-party OEM chassis, NAICS 336211 is the correct classification. For reference, the historical SIC equivalent is 3711 – Motor Vehicles and Passenger Car Bodies.	
6	Proposer Physical Address:	210 East Park Drive 97426 Creswell, OR	*
7	Proposer website address (or addresses):	<a href="https://iturriamerica.com/">https://iturriamerica.com/</a>	*
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):	Antonio Rubio Malpesa President  210 East Park Drive 97426 Creswell, OR  Email: <a href="mailto:arubio@iturri.com">arubio@iturri.com</a> Phone: (541) 525-4363	*

9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Laura Morales Head of Sales - North America  210 East Park Drive 97426 Creswell, OR  Email: lmorales@iturri.com Phone: (415) 867-6117
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Ed Lamothe Technical Director  210 East Park Drive 97426 Creswell, OR  Email: elamothe@iturri.com Phone: (541) 912-6890  -----  Mario J. Perez Operations Manager  210 East Park Drive 97426 Creswell, OR  Email: mjperez@iturri.com Phone: (458) 239-1998

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>History, Core Values, Business Philosophy &amp; Industry Longevity:</p> <p>1. Company History &amp; Industry Experience</p> <p>ITURRI is a global group with over 75 years of international experience and a strong legacy in the safety and emergency response industry. With more than 50 years in manufacturing emergency vehicles, ITURRI produces over 500 units annually across four production facilities strategically located in Europe and the Americas. In 2022, ITURRI America, Inc. was established to directly serve the U.S. and Canadian markets with local manufacturing, engineering, and support capabilities from its facility in Creswell, Oregon. This expansion brings ITURRI's global expertise to a regional context, aligning fully with U.S. and Canadian standards and operational expectations.</p> <p>2. Core Values &amp; Business Philosophy</p> <ul style="list-style-type: none"> <li>• Mission: To protect people and their environments with innovative, efficient, and sustainable solutions.</li> <li>• Vision: To help build a safer, better protected world.</li> <li>• Core Values: <ul style="list-style-type: none"> <li>- Customer Orientation: Building solutions based on direct engagement and operational understanding.</li> <li>- Collaboration &amp; Teamwork: Multidisciplinary cooperation drives innovation and quality.</li> <li>- Commitment &amp; Enthusiasm: Passion for protecting lives underpins our performance.</li> <li>- Integrity: Long-term trust is essential to every relationship.</li> <li>- Innovation: Continual investment in engineering, materials, and design.</li> </ul> </li> <li>• Business Philosophy: <ul style="list-style-type: none"> <li>- Family-Owned, People-First Culture: Although ITURRI employs over 3,000 professionals worldwide, it remains a family-owned company. This fosters a customer-centric mindset and personalized service approach.</li> <li>- Long-Term Relationships: We prioritize strong, lasting partnerships built on transparency, responsiveness, and trust.</li> <li>- Sustainability &amp; Flexibility: Our products are designed for long-term performance, adaptability, and reduced environmental impact.</li> <li>- Global Expertise, Local Service: ITURRI America leverages international experience to deliver tailored, locally manufactured solutions across the U.S. and Canada.</li> </ul> </li> </ul> <p>3. Longevity &amp; Relevance in Requested Solutions</p> <ul style="list-style-type: none"> <li>• With over five decades of experience in manufacturing emergency and firefighting vehicles, ITURRI brings deep industry knowledge and a proven commitment to innovation and safety.</li> <li>• ITURRI America provides local fabrication of wildland apparatus from Oregon, fully aligned with U.S. and Canadian certifications and cooperative procurement standards.</li> <li>• Our operational presence in the U.S. and Canada ensures responsive service, regional compliance, and direct value delivery to public sector entities.</li> <li>• ITURRI is a member of the Fire Apparatus Manufacturers' Association (FAMA) and maintains active participation in key U.S. and Canadian industry platforms.</li> </ul>
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12	What are your company's expectations in the event of an award?	<p>If awarded a Sourcewell Master Agreement, ITURRI America, Inc. will treat this as a strategic commitment to expand its role as a trusted partner in emergency response vehicle solutions across the U.S. and Canada. Our expectations include the following:</p> <ul style="list-style-type: none"> <li>• <b>Commercial and Operational Expansion:</b> ITURRI expects to leverage this contract to broaden its customer base among public agencies by simplifying procurement, offering competitive pricing, and increasing visibility through Sourcewell's cooperative platform.</li> <li>• <b>Long-Term Public Sector Relationships:</b> We aim to build enduring relationships with Sourcewell Participating Entities. Our family-owned culture promotes trust, transparency, and collaboration, which we believe are critical to long-term success in serving governmental and emergency services organizations.</li> <li>• <b>Strategic Growth Objectives:</b> While our goals are primarily qualitative, we intend to use this award as a platform to reach a larger share of the North American market by demonstrating reliability, responsiveness, and unmatched product quality.</li> <li>• <b>Integrated Sales and Support Activation:</b> Upon award, ITURRI will implement a specific marketing and training program for our North American salesforce and dealer network, focused on educating them about Sourcewell, streamlining quoting processes, and ensuring high service standards throughout the contract term.</li> <li>• <b>Dedicated Contract Management:</b> We will assign a dedicated team responsible for overseeing the Sourcewell agreement, ensuring compliance, accurate reporting, efficient customer onboarding, and coordination across internal departments and distribution partners.</li> </ul> <p>In summary, ITURRI America views a Sourcewell award not simply as a sales opportunity, but as a foundation for delivering value, innovation, and long-term impact to public safety professionals across the United States and Canada.</p>
13	<p>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.</p>	<p>Demonstration of Financial Strength and Stability</p> <p>ITURRI America, Inc. is a U.S.-based company, incorporated in 2022, with operations and leadership established across the United States and Canada. As a recently formed entity, ITURRI America is still in the early stages of building its financial history. However, its financial strength and reliability are fully supported by a solid corporate structure and strategic guarantees.</p> <p>To substantiate our financial credibility, we have provided a formal reference letter from Bank of America, dated July 31, 2025, which confirms the following:</p> <ul style="list-style-type: none"> <li>- Type of account: Checking</li> <li>- Date opened: March 17, 2023</li> <li>- Current balance: \$576,970.90</li> <li>- Average balance over the past 12 months: \$280,856.92</li> </ul> <p>This letter, issued specifically in reference to our participation in the Sourcewell solicitation, validates ITURRI America's sound banking relationship, creditworthiness, and ability to meet contractual obligations. It has been uploaded in the "Documents" section of this response and serves as a direct endorsement from a trusted U.S. financial institution.</p> <p>Additional indicators of ITURRI America's financial stability include:</p> <ul style="list-style-type: none"> <li>- Corporate guarantees that ensure full financial and operational backing for all contract commitments.</li> <li>- Access to centralized resources, including procurement, engineering, and quality assurance, supporting cost-effective and reliable performance.</li> <li>- Disciplined financial practices, aligned with U.S. and Canadian standards and expectations.</li> </ul> <p>Although ITURRI America is a young company, it is built on a foundation of financial integrity, operational excellence, and long-term commitment to the North American market. Should Sourcewell require further documentation regarding the financial strength of our corporate structure, we are fully available to provide audited consolidated financial statements and additional references from our parent organization.</p> <p>We respectfully invite Sourcewell to consider the Bank of America reference letter as a key document validating our financial strength and our ability to perform under the Sourcewell agreement.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>ITURRI America currently holds an estimated 5 percent share of the U.S. wildland/WUI firefighting apparatus market. This positioning reflects our growing presence and the trust placed in our solutions by fire departments across the country.</p> <p>With the support of our Oregon production facility, localized engineering capabilities, and an expanding dealer network, we are committed to increasing this share. Our strategy focuses on product innovation, rapid lead times, and the procurement efficiencies enabled by the Sourcewell contract.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>ITURRI America currently holds an estimated 25 percent share of the Canadian wildland/WUI firefighting apparatus market. This strong early positioning reflects our ability to meet the specific needs of Canadian fire services.</p> <p>Our success to date is driven by:</p> <ul style="list-style-type: none"> <li>– Full compliance with Canadian technical specifications and certification standards;</li> <li>– Seamless cross-border logistics from our Oregon production hub;</li> <li>– Sales introduction and after-sales support through our official Canadian dealer, SAFETEK Profire.</li> </ul> <p>We aim to further strengthen our presence by leveraging the Sourcewell agreement to simplify procurement, expanding regional service coverage, and continuously refining our product line. Our innovative wildland and WUI solutions—designed to address operational gaps in challenging environments—are increasingly recognized as essential assets by Canadian agencies.</p>	*
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.	<p>Neither ITURRI America, Inc. nor any individual classified as a Responsible Party has been involved in any bankruptcy, insolvency, or receivership proceeding during the past seven (7) years.</p> <p>We acknowledge our obligation under RFP #082025 to notify Sourcewell in writing should ITURRI America, Inc. or any covered Responsible Party enter bankruptcy at any time during the evaluation or the term of any resulting contract, and we commit to providing immediate notice if such an event occurs.</p>	*

17	<p>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).</p> <p>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?</p> <p>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?</p>	<p>Manufacturer / Service Provider (Part b)</p> <p>ITURRI America, Inc. acts as the manufacturer of record for every wildland and structural fire apparatus delivered under this proposal and provides full after-sales service throughout the vehicle life cycle.</p> <p>Our sales and service structure is organized as follows:</p> <p>1) Factory-employed team (ITURRI America, Inc.) All core roles—including a Global Sales Manager, a product-support specialist, a contract-compliance analyst, and five field-service technicians—are direct employees of ITURRI America. The Sales Manager leads Sourcewell quotations and specification development, while our technicians travel nationwide to perform complex repairs, warranty audits, and advanced training.</p> <p>2) Independent exclusive dealers Fifteen privately owned dealer companies hold exclusive territory agreements with ITURRI America. These dealers employ approximately 75 dedicated sales representatives and over 40 EVT-certified technicians. They manage prospecting, bid assistance, vehicle delivery, first-line warranty work, and routine maintenance through around 25 mobile service units. A complete list of our dealers is available in the Documents section.</p> <p>3) OEM component specialists For proprietary components such as chassis, pumps, engines, or transmissions, ITURRI America coordinates service directly with the relevant OEM (e.g., Cummins®, Darley®). This coordination may be handled either by ITURRI America or by the authorized dealer, depending on the nature of the repair and regional logistics. In all cases, activities are conducted under ITURRI America's oversight to ensure warranty integrity and compliance with NFPA and FMVSS standards.</p> <p>Why this structure benefits Sourcewell participants:</p> <ul style="list-style-type: none"> <li>- Single point of accountability Agencies contract directly with the manufacturer, ensuring clear responsibility for compliance, warranty, and performance.</li> <li>- Local responsiveness Dealer personnel provide rapid on-site support, minimizing downtime in both urban and remote areas.</li> <li>- Factory expertise on demand ITURRI America's field technicians handle high-complexity repairs and feed improvements back into design and production.</li> <li>- Scalable coverage As contract volume grows, ITURRI America can expand its factory-employed team while continuing to leverage its established dealer network.</li> </ul>
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18	<p>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.</p>	<p>ITURRI America, Inc. maintains all licenses and certifications required to manufacture and support firefighting apparatus in the United States and Canada:</p> <ol style="list-style-type: none"> <li>1. Employer Identification Number (EIN): ITURRI America has been assigned EIN 35-2789465 by the Internal Revenue Service (IRS). This number identifies the company for all federal tax filings and business documentation.</li> <li>2. Business Identification Number (BIN): ITURRI America maintains a BIN: 018568060, with Letter ID: L1815081632, confirming its registration and compliance with business regulations.</li> <li>3. Oregon Business Registry and Resale Certificate: ITURRI America is registered to do business in Oregon under Business Registry Number 2068046-92, with its principal address at 210 Park Dr, Creswell, OR 97426. The company is engaged in the sale of emergency vehicles and holds a valid Resale Certificate issued by the Oregon Department of Revenue, which may be used by out-of-state sellers to exempt transactions from local sales/use taxes, subject to each state's acceptance.</li> <li>4. Texas Motor Vehicle Manufacturer License (#169950): Authorizes the manufacture and sale of fire apparatus in the state of Texas. In all other U.S. states, no special manufacturer license is required to build or sell emergency vehicles, provided that federal and state safety standards are met.</li> <li>5. Transport Canada Compliance: ITURRI America complies with Transport Canada's National Safety Mark and performs self-certification to CMVSS standards, applicable to all apparatus exported to Canada.</li> <li>6. Emergency Vehicle Technician (EVT) Certifications: All factory and dealer technicians maintain current EVT certifications for pump systems and apparatus maintenance.</li> <li>7. UL/ULC Component Certifications: Components such as pumps, foam systems, and valves supplied by OEMs including Darley®, FoamPro®, and Akron Brass® carry UL or ULC certifications, retained in each build's technical file.</li> </ol> <p>These credentials, together with local business licenses held by each independent dealer, ensure full regulatory and industry compliance for the Sourcewell Master Agreement.</p>
19	<p>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.</p>	<p>No entity or Responsible Party associated with ITURRI America's U.S. and Canadian operations has been debarred or suspended—federal, state, provincial, or local—during the past seven (7) years.</p> <p>We commit to notifying Sourcewell promptly in writing should any debarment or suspension occur during the evaluation or any subsequent contract term.</p>
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Although ITURRI America, Inc. has not pursued traditional trophy-style awards, it has earned several industry recognitions that directly validate its quality, competitiveness, and service readiness:</p> <ul style="list-style-type: none"> <li>• HGACBuy Contract FS12-23 – Fire Apparatus and Related Vehicles. After a nationwide competitive solicitation, HGACBuy named ITURRI America an awarded vendor, allowing thousands of public agencies to purchase our Wildland Series apparatus under pre-negotiated terms.</li> <li>• North Carolina Sheriffs' Association (NCSA) Fire &amp; EMS Cooperative Purchasing Program. ITURRI America is an approved vendor in the NCSA's cooperative contract for emergency vehicles, giving participating agencies streamlined access to our products and support network.</li> <li>• Active Membership in the Fire Apparatus Manufacturers' Association (FAMA). Through our participation in FAMA's technical committees, we collaborate with leading manufacturers and help shape future NFPA standards.</li> </ul> <p>These cooperative-contract awards and professional affiliations provide independent confirmation of ITURRI America's manufacturing capability, financial stability, and commitment to industry best practices—credentials that align closely with Sourcewell's evaluation criteria.</p>

21	What percentage of your sales are to the governmental sector in the past three years?	<p>Across the last three fiscal years (2022–2024), approximately 88 percent of ITURRI America, Inc.'s sales have been made directly to governmental entities, including municipal fire departments and tribal government agencies in the United States and Canada. The remaining 12 percent of sales were to private companies, primarily our authorized dealers, for use in demonstration and training.</p> <p>This sales mix underscores ITURRI America's core focus on the public-sector emergency-response market and aligns with Sourcewell's mission to serve governmental and nonprofit agencies</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>Over the most recent three-year period (fiscal years 2022–2024), ITURRI America, Inc. recorded 0 percent of total revenue from sales to the education sector. Firefighting apparatus are typically procured by municipal, county, tribal, state, or federal agencies, rather than by K–12 schools, colleges, or universities.</p> <p>This sales profile reflects ITURRI America's specialization in serving public-sector emergency response agencies, in alignment with Sourcewell's mission to support governmental and nonprofit organizations.</p>	*
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?	<p>ITURRI America, Inc. currently holds two competitively solicited cooperative purchasing contracts:</p> <ul style="list-style-type: none"><li>• HGACBuy Contract FS12-23 – Fire Apparatus and Related Vehicles. Awarded in 2023 by the Houston-Galveston Area Council; available nationwide.</li><li>• North Carolina Sheriffs' Association (NCSA) Fire &amp; EMS Cooperative Purchasing Program. Awarded in 2024; open to North-Carolina agencies and other states that participate in the program.</li></ul> <p>Both contracts were awarded recently, and most municipal customers have so far chosen to purchase directly rather than through these cooperative vehicles—largely because of the administrative complexity associated with HGACBuy and, to a lesser extent, NCSA. As a result, no apparatus sales have been recorded under either contract to date. We anticipate that Sourcewell's streamlined procurement process will encourage a higher percentage of future customers to utilise cooperative contracts when purchasing ITURRI apparatus.</p>	*
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?	<p>ITURRI America, Inc. does not currently hold a U.S. General Services Administration (GSA) Multiple Award Schedule contract nor any Canadian Standing Offer or Supply Arrangement (SOSA). Because these federal-level vehicles require a multi-year sales history in North America, we elected to prioritise cooperative contracts such as HGACBuy and NCSA during our first years of operation. As a result, annual sales volume under GSA or SOSA contracts stands at US\$0 for fiscal years 2022, 2023, and 2024.</p> <p>We continue to monitor demand from federal agencies in both countries and intend to pursue a GSA MAS contract and, where applicable, Canada's SOSA framework once sufficient volume and past-performance data support a competitive application.</p>	*

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 *	
Village of Mc Arthur Fire Department, OH	Fire Chief Curt Russ	740-649-2521	*
Town of Granville Fire Department, WV	Fire Chief Butch Renner	304-376-1769	*
City of Pueblo Fire Department, CO	Naomi Hedden, Director of Purchasing	719-553-2343	*
Atlas Township Fire Department, MI	Ed Klimek	810-348-0847	
City of Hillsboro Fire Department, OR	Donny Leader, Fleet Director	503-997-0820	

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 *
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26	Sales force.	<p>ITURRI America, Inc. maintains a lean factory-direct sales team that is amplified by a broad network of exclusive, independently owned dealers to ensure nationwide and Canadian coverage.</p> <ul style="list-style-type: none"> <li>• Factory-direct core. One Global Sales Manager is responsible for all Sourcewell quotations, specification work-ups, and contract negotiations. This role is supported by a product-support specialist and a contract-compliance analyst who prepare pricing, track Key Performance Indicators, and guide Participating Entities through the purchase process.</li> <li>• Dealer channel. Fifteen exclusive dealers—each under a signed Dealer Agreement—provide regional reach. Collectively they employ approximately seventy-five dedicated apparatus sales representatives who maintain daily contact with municipal fire departments, tribal agencies, and wildland-fire organisations. Dealers are required to keep a demo unit, attend annual factory training, and follow ITURRI-approved quotation procedures so that pricing and configurations remain consistent with Sourcewell terms.</li> <li>• Growth roadmap. As sales volume ramps up under Sourcewell and other cooperative contracts, ITURRI America will recruit additional Regional Sales Managers in key territories. These factory-employed professionals will have a dual mandate: (1) provide direct account coverage for large municipal or tribal agencies that prefer a manufacturer relationship; and (2) oversee and coach the local dealer network to maintain consistent quoting practices, service standards, and contract compliance.</li> </ul> <p>In parallel, we are actively seeking to appoint new exclusive dealers in the remaining open states and provinces so that every Sourcewell Participating Entity has local access to sales and first-line service. Prospective dealers are evaluated against strict criteria for technical capability, territory coverage, and commitment to Sourcewell pricing discipline.</p> <p>This hybrid model gives Sourcewell members a single manufacturer point of contact for accountability while also delivering local, face-to-face service through trained dealer personnel.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>ITURRI America, Inc. uses a hybrid distribution strategy that couples factory-direct engagement with a growing roster of exclusive distributors across 38 U.S. states and all Canadian provinces. This ensures every Sourcewell Participating Entity has a knowledgeable local contact backed by the manufacturer.</p> <p>Authorized Dealer Roster (current as of 2025)</p> <ol style="list-style-type: none"> <li>1. Safetek Profire Coverage: All Canadian provinces Website: <a href="https://firetrucks.ca">https://firetrucks.ca</a></li> <li>2. New England Fire Equipment &amp; Apparatus Corp Coverage: Connecticut (CT), Massachusetts (MA), Rhode Island (RI), New Hampshire (NH), Vermont (VT), Maine (ME) Website: <a href="https://www.nefea.com">https://www.nefea.com</a></li> <li>3. Defender Emergency Products Sales &amp; Services Coverage: New Jersey (NJ), Pennsylvania (PA) Website: <a href="https://defenderemergency.com">https://defenderemergency.com</a></li> <li>4. FAST Fire Apparatus &amp; Supply Team Coverage: Illinois (IL) Website: <a href="https://www.fastfireteam.com">https://www.fastfireteam.com</a></li> <li>5. Fire Services Inc. Coverage: Wisconsin (WI), Indiana (IN) Website: <a href="https://www.fireserviceinc.com">https://www.fireserviceinc.com</a></li> <li>6. True North Emergency Equipment Coverage: Oregon (OR), Washington (WA), Alaska (AK), Idaho (ID) Website: <a href="https://truenorthernemergency.com">https://truenorthernemergency.com</a></li> <li>7. Mile-Hi Fire Apparatus, Inc. Coverage: Colorado (CO), Wyoming (WY) Website: <a href="https://milehifire.com">https://milehifire.com</a></li> <li>8. Safe Industries Coverage: Texas (TX), North Carolina (NC), South Carolina (SC), Tennessee (TN), Georgia (GA), Alabama (AL), Mississippi (MS), Louisiana (LA) Website: <a href="https://www.safeindustries.com">https://www.safeindustries.com</a></li> <li>9. R&amp;R Fire Truck Repair, Inc. Coverage: Michigan (MI) Website: <a href="https://www.rrfiretruck.com">https://www.rrfiretruck.com</a></li> </ol>

		<p>10. FAS – Fire Apparatus Solution Coverage: California (CA) Website: <a href="https://fasservice.org/index.html">https://fasservice.org/index.html</a></p> <p>11. Johnson's Emergency Vehicle Solutions Coverage: Ohio (OH), Kentucky (KY), West Virginia (WV) Website: <a href="https://www.johnsonsevs.com">https://www.johnsonsevs.com</a></p> <p>12. Fire Trucks Solutions, LLC Coverage: Arizona (AZ), Nevada (NV), Utah (UT) Website: <a href="https://firetrucksolutions.com">https://firetrucksolutions.com</a></p> <p>13. Leo Ellebracht Co. Coverage: Missouri (MO) Website: <a href="https://www.lmeccompany.com">https://www.lmeccompany.com</a></p> <p>14. Feld Fire Coverage: Iowa (IA), Nebraska (NE), Kansas (KS), Missouri (MO) Website: <a href="https://www.feldfire.com">https://www.feldfire.com</a></p> <p>15. JCO Corporation Coverage: Florida (FL) Website: <a href="https://jcocorp.com">https://jcocorp.com</a></p> <p>Distribution Model Highlights:</p> <ul style="list-style-type: none"> <li>• Primary channel — exclusive dealers: Handle day-to-day prospecting, quoting under Sourcewell terms, delivery, and first-line warranty support within their territories.</li> <li>• Factory-direct support: A Global Sales Manager covers open territories or agencies preferring a direct relationship and coordinates complex bids and technical clarifications.</li> <li>• Scalable growth: As sales expand, ITURRI America will add Regional Sales Managers and continue recruiting qualified dealers to achieve full U.S. and Canadian coverage.</li> </ul> <p>This model gives Sourcewell members consistent pricing, rapid local response, and a single manufacturer accountable for performance.</p>
28	Service force.	<p>ITURRI America, Inc. maintains a dedicated Service Force that combines factory technicians with dealer-based EVT-certified personnel to provide rapid, expert support across the United States and Canada.</p> <ul style="list-style-type: none"> <li>• Service Coordination Hub. A compact technical team located at our Creswell, Oregon headquarters manages all after-sales activity through a dedicated, web-based Customer Service platform (<a href="https://customerservicesupport.iturri.com">https://customerservicesupport.iturri.com</a>). Customers open a ticket online or by e-mail; the hub assigns the request to the nearest dealer technician, tracks progress in real time, and issues automated status updates. In exceptional cases—such as complex engineering issues or warranty audits—factory engineers can be dispatched on-site, but routine repairs are performed locally by dealer personnel.</li> <li>• Dealer Service Technicians. Our fifteen dealers employ more than forty EVT-certified technicians and operate around twenty mobile service units. These teams handle routine maintenance, first-line warranty repairs, and pump testing within their territories, ensuring most issues are resolved within 48 hours of notification.</li> <li>• Parts Logistics Hub. ITURRI America maintains a focused warehouse in Creswell that stocks proprietary or long-lead items—EcoPolyFire® body panels, custom brackets, tank modules, and electrical harnesses—for same-day shipment via UPS or FedEx. High-turn commercial parts such as filters, belts, and hoses are kept at dealer facilities or sourced directly from OEM suppliers to minimise transit time. When an urgent, bespoke component is required, the Creswell plant can machine or fabricate the part and ship it within 48 hours.</li> <li>• Training &amp; Certification. All technicians—factory and dealer—complete annual training on EcoPolyFire® body repair, pump systems, and electrical diagnostics.</li> <li>• Continuous Improvement Loop. Field data are reviewed quarterly; any recurring issues trigger a root-cause analysis and, where necessary, a service bulletin or product-improvement kit issued at no cost during warranty.</li> </ul> <p>This Service Force structure ensures that Sourcewell Participating Entities benefit from manufacturer-level expertise with local, on-site response times.</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Ordering under the Sourcewell Master Agreement follows a straightforward two-path workflow that preserves contract compliance while allowing Participating Entities to work through a local dealer or directly with ITURRI America, Inc. The entire process is managed as an internal project in our Microsoft Project-based production tracking system; no external order portal is required.</p> <p>1. Configuration and quotation</p> <ul style="list-style-type: none"> <li>– The purchasing agency contacts its nearest ITURRI America dealer or—if no dealer is yet appointed—the factory Global Sales Manager.</li> <li>– Specifications are captured on a standard ITURRI America configuration worksheet (Excel/PDF) that contains Sourcewell option codes and contract pricing.</li> <li>– The completed worksheet is emailed to ITURRI America's sales engineering team, which validates NFPA/FM-VSS compliance and returns an official quote that references the agency's Sourcewell membership ID and the forthcoming contract number.</li> </ul> <p>2. Purchase order placement</p> <ul style="list-style-type: none"> <li>– Dealer-facilitated order (most common). The agency issues a purchase order (PO) to its local dealer. The dealer reviews the PO for accuracy and forwards it—together with the final specification worksheet—to ITURRI America via secure email.</li> <li>– Factory-direct order. Agencies preferring a direct relationship issue their PO to ITURRI America, Inc. The Global Sales Manager performs the same compliance review.</li> <li>– In both cases ITURRI America enters the order into its ERP and opens a dedicated Project file that assigns a production slot, target completion date, and milestone checkpoints.</li> </ul> <p>3. Production tracking and communication</p> <ul style="list-style-type: none"> <li>– Milestones (chassis arrival, body completion, final test) are tracked in Microsoft Project. A Gantt chart PDF is shared with the dealer or direct customer at each major stage.</li> <li>– Any change orders must be submitted in writing; approved changes are logged in the Project file and an updated spec sheet is circulated to all stakeholders within two business days.</li> </ul> <p>4. Delivery and invoicing</p> <ul style="list-style-type: none"> <li>– When final inspection is passed, ITURRI America issues an invoice to the entity that placed the PO—dealer or agency.</li> <li>– The default Incoterm is Ex Works (EXW) Creswell, Oregon under Incoterms 2020—meaning title transfers at the factory gate and the purchaser (or its dealer) arranges transport. If an agency requires a different delivery basis, ITURRI America can accommodate alternative terms (e.g., FCA, FOB) on a case-by-case basis.</li> <li>– All order documents are archived electronically for a minimum of ten years, and a summary of Sourcewell transactions is provided to Sourcewell on a quarterly basis for audit purposes.</li> </ul> <p>Role clarification</p> <ul style="list-style-type: none"> <li>– Dealers serve as the local point of contact for quoting, PO submission, status updates, and delivery logistics.</li> <li>– ITURRI America, Inc. is the manufacturer of record, validates configurations, opens the Project order file, oversees production, and issues the final invoice.</li> <li>– Sourcewell receives quarterly summaries for audit but is not involved in day-to-day order processing.</li> <li>– ITURRI America, Inc. maintains a verified roster of authorized dealers who are permitted to facilitate transactions under the Sourcewell Master Agreement. This roster is submitted to Sourcewell and updated as needed to ensure compliance. All dealers are trained on Sourcewell eligibility requirements and contract procedures.</li> </ul>
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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>ITURRI America, Inc. operates a streamlined customer-service program focused on three core elements required by Sourcewell: ticket management, response-time commitments, and dealer performance incentives.</p> <ol style="list-style-type: none"> <li>1. Ticket Management Process <ul style="list-style-type: none"> <li>– Submission: Agencies submit service requests through our web-based Customer Service App or by email to a dedicated mailbox.</li> <li>– Acknowledgement &amp; Prioritization: The Service Coordination Hub in Creswell automatically acknowledges each request and assigns one of three priority codes—Critical, Urgent, or Routine—based on the impact to apparatus availability.</li> <li>– Dispatch: The Hub forwards Critical and Urgent tickets to the nearest EVT-certified dealer technician; Routine issues are scheduled for the next available service window or handled remotely.</li> </ul> </li> <li>2. Response-Time Commitments <ul style="list-style-type: none"> <li>– Ticket acknowledgement within 4 business hours of receipt.</li> <li>– Dispatch decision within 8 business hours for Critical and Urgent tickets.</li> <li>– On-site technician arrival within 48 hours for at least 90 percent of warranty incidents inside the continental United States and Canada.</li> <li>– Target 90 percent first-time-fix rate for all warranty repairs.</li> </ul> </li> <li>3. Dealer Performance Incentives <ul style="list-style-type: none"> <li>– Quarterly labor-rate bonus for dealers that close 90 percent of tickets within the committed timeframe.</li> <li>– Training reimbursement for technicians who maintain current EVT certifications and meet service KPIs.</li> <li>– Priority parts allocation for dealers that consistently achieve or exceed first-time-fix targets.</li> </ul> </li> </ol> <p>Performance dashboards are reviewed monthly with each dealer; partners falling below targets enter a corrective-action program overseen by the Service Coordination Hub.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>ITURRI America, Inc. combines scalable U.S. manufacturing with a continent-wide sales and support network to serve Sourcewell members of any size or location.</p> <p>Ability</p> <ul style="list-style-type: none"> <li>• Production capacity. The Creswell, Oregon plant is tooled for 50 units per year and can increase output as demand grows.</li> <li>• Nationwide reach. Fifteen exclusive dealers provide local sales and frontline support across 38 U.S. states, while factory personnel cover federal, tribal, or open-territory accounts.</li> <li>• Integrated logistics. Established partnerships with chassis OEMs, component suppliers, and carrier networks ensure reliable lead times and on-time deliveries.</li> <li>• Lifecycle resources. A web-based Customer Service App, parts stock in Creswell, and dealer inventories keep fleets mission-ready with rapid ticket handling and same-day shipment of proprietary parts.</li> <li>• Financial backing. Supported by the ITURRI Group's global balance sheet and 500-unit annual output, we can scale tooling, inventory, and working capital to match contract volume.</li> </ul> <p>Willingness</p> <ul style="list-style-type: none"> <li>• No order too small. Sourcewell members may purchase a single apparatus or a full fleet under identical contract terms.</li> <li>• Dedicated contract administration. Staff are assigned to maintain price lists, remit fees, and provide quarterly reporting as required by Sourcewell.</li> <li>• Partner engagement. We will support demo events, webinars, and technical workshops to familiarise members with product capabilities and contract advantages.</li> <li>• Continuous improvement. Feedback gathered through quarterly surveys and annual user round-tables drives product upgrades and service-level targets.</li> </ul> <p>These capabilities and commitments demonstrate ITURRI America's readiness and enthusiasm to serve the entire Sourcewell community. (Specific provisions for Canadian entities are detailed in the response to Question 32.)</p>



32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>ITURRI America, Inc. already serves Canadian wildfire and municipal customers and is fully prepared—both technically and logistically—to extend the same support to any Sourcewell Participating Entity in Canada.</p> <p>Ability</p> <ul style="list-style-type: none"> <li>Regulatory compliance. Every apparatus exported north of the border is self-certified to Canadian Motor Vehicle Safety Standards (CMVSS) and bears the National Safety Mark; bilingual (English/French) compliance labels and manuals are provided as required by Transport Canada.</li> <li>Established dealer coverage. Safetek Profire represents ITURRI America across all Canadian provinces, offering local sales expertise, parts inventory, and EVT-certified service technicians.</li> <li>Cross-border logistics. C-TPAT-certified carriers and experienced customs brokers manage transport, USMCA documentation, and provincial taxes, ensuring trouble-free deliveries from British Columbia to Newfoundland.</li> <li>Parts and service support. High-turn commercial parts are stocked in Canada; proprietary components are shipped from Creswell within 24 hours, with fast-track customs clearance.</li> </ul> <p>Willingness</p> <ul style="list-style-type: none"> <li>Price parity. Sourcewell contract pricing applies in Canada without surcharge</li> <li>Bilingual communication. Quotes, manuals, and training materials can be provided in either French or English upon request.</li> <li>Training commitment. Annual factory and on-site operator training are included at no additional cost for Canadian agencies.</li> <li>No minimum order. Canadian entities may purchase a single unit or a fleet under uniform Sourcewell terms.</li> </ul> <p>These capabilities and commitments demonstrate ITURRI America's readiness and enthusiasm to support Sourcewell members throughout Canada.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>ITURRI America, Inc. does not exclude any U.S. state or Canadian province from full coverage under the Sourcewell Master Agreement. Our factory-direct team and fifteen exclusive dealers enable sales, technical support, and parts distribution to every jurisdiction.</p> <ul style="list-style-type: none"> <li>Open U.S. territories. A few states are still in the dealer-selection phase. Until a local dealer is appointed, these areas will be served directly by the Global Sales Manager and the Service Coordination Hub.</li> <li>Remote Canadian territories. Yukon, Northwest Territories, and Nunavut will receive the same contractual terms as the provinces, though on-site response times may exceed 48 hours because of distance and limited transport links. Remote troubleshooting and expedited parts shipment will bridge any gap.</li> </ul> <p>With these provisions, ITURRI America can supply and support Sourcewell Participating Entities anywhere in the United States or Canada.</p>
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.	<p>ITURRI America, Inc. imposes no account-type restrictions under the Sourcewell Master Agreement. Cities, counties, tribal governments, state agencies, federal departments, cooperatives, nonprofits, and educational institutions all have equal contractual access to our Wildland Series apparatus and related services.</p> <p>The only practical limitation is product relevance: firefighting vehicles are principally sought by public-safety and emergency-response agencies. While K-12 schools, colleges, universities, or healthcare providers are unlikely to require a fire apparatus, they are nevertheless free to purchase through Sourcewell should the need arise. Beyond this market-driven consideration, ITURRI America offers full access to every Sourcewell Participating Entity.</p>

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>ITURRI America, Inc. imposes no contractual restrictions on agencies located in Hawaii, Alaska, or the U.S. Territories (Puerto Rico, Guam, American Samoa, U.S. Virgin Islands, Northern Mariana Islands). All provisions of the Sourcewell Master Agreement apply uniformly. The only differences relate to distance and maritime logistics:</p> <ul style="list-style-type: none"><li>• Ocean freight and routing. Completed apparatus ship EXW Creswell via roll-on/roll-off or flat-rack service. Typical routing: Port of Tacoma for Alaska; Port of Oakland or Long Beach for Hawaii and Pacific territories; Jacksonville for Puerto Rico and the Caribbean. Quotes reflect the prevailing vessel schedule at time of order.</li><li>• Lead-time allowance. Standard production lead time (9–12 months) is extended by approximately 4–6 weeks to accommodate vessel transit, port processing, and local customs clearance.</li><li>• Freight cost pass-through. Actual ocean freight, port handling, and island delivery charges are invoiced at cost with no mark-up.</li><li>• On-island service. Warranty service is provided through certified regional partners; factory technicians travel for complex issues. Remote diagnostics via our Customer Service App and expedited parts shipments help minimise downtime.</li><li>• Regulatory compliance. Vehicles delivered to Alaska follow Alaska Administrative Code Title 13; those shipped to territories comply with U.S. FMVSS unless additional local requirements apply.</li></ul> <p>By addressing freight, lead time, and service logistics up front, ITURRI America ensures that Sourcewell members in these non-contiguous regions receive equivalent access and support.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. ITURRI America, Inc. will extend all pricing, terms, and service commitments of the Sourcewell Master Agreement to eligible nonprofit entities, including charitable foundations, volunteer fire associations, and other 501(c)(3) organizations that qualify for Sourcewell membership. No supplemental contracts, surcharges, or minimum-order quantities will be imposed on nonprofit purchasers. Our ordering, warranty, and customer-service processes apply exactly as they do for governmental agencies.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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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><b>Marketing Strategy for Promoting the Sourcewell Contract</b></p> <p>ITURRI America will implement a comprehensive, multi-channel marketing strategy to promote the Sourcewell contract across the fire-service community in the United States and Canada. Our goal is to maximize visibility, drive engagement, and facilitate contract adoption among key decision-makers.</p> <p><b>1. Website Integration</b> A dedicated "Buy via Sourcewell" section will be added to <a href="http://iturriamerica.com">iturriamerica.com</a>, detailing contract benefits, providing a downloadable price sheet, and featuring a quick-quote form. This section will be prominently linked across the site—similar to our current HGAC and NCSA integrations, which include banner placements and dedicated pages: <a href="http://iturriamerica.com/buying-cooperatives">iturriamerica.com/buying-cooperatives</a></p> <p><b>2. Media Partnership with Clarion Events</b> Leveraging our collaboration with Clarion Fire &amp; Rescue Media, we will deploy:</p> <ul style="list-style-type: none"> <li>– Digital banners</li> <li>– Sponsored editorial content</li> <li>– Targeted email campaigns</li> </ul> <p>These will reach approximately 10,000 chief-level subscribers, timed around major industry events such as FDIC International and Fire-Rescue International. Messaging will introduce the Sourcewell contract and invite agencies to request demos.</p> <p><b>3. Social Media Activation</b> A weekly cadence of posts on LinkedIn, Facebook, Instagram, and TikTok (@iturri.america), tagged #SourcewellReady, will showcase:</p> <ul style="list-style-type: none"> <li>– Walk-around videos</li> <li>– FAQ clips</li> <li>– Dealer spotlights</li> </ul> <p>Each post will link directly to the Sourcewell landing page to drive traffic and conversions.</p> <p><b>4. Email Newsletter</b> Launching in Q1 2026, our new "ITURRI Wildland Dispatch" newsletter will reach over 8,000 opt-in contacts. It will feature:</p> <ul style="list-style-type: none"> <li>– Product updates</li> <li>– Customer success stories</li> <li>– A recurring Sourcewell call-to-action</li> </ul> <p><b>5. Trade Show Engagement</b> Our demo apparatus, branded with Sourcewell decals, will be showcased at over 20 fire chief conferences in 2026, including:</p> <ul style="list-style-type: none"> <li>– FDIC</li> <li>– OAFIC</li> <li>– Texas Fire Chiefs</li> <li>– Illinois Fire Chiefs</li> </ul> <p>Pre-show email campaigns and booth QR codes will direct attendees to our Sourcewell webpage. (Full event calendar uploaded.)</p> <p><b>6. Dealer Co-Marketing Program</b> To empower our dealer network, we will provide:</p> <ul style="list-style-type: none"> <li>– Custom flyers</li> <li>– Email templates</li> <li>– Social media graphics</li> </ul> <p>Additionally, dealers will receive a \$1,000 marketing credit for the first Sourcewell-referenced purchase order secured within 90 days of contract award.</p> <p><b>7. Performance Tracking &amp; Reporting</b> We will use unique URLs and QR codes to monitor:</p> <ul style="list-style-type: none"> <li>– Impressions</li> <li>– Click-through rates</li> <li>– Quote requests</li> <li>– Orders</li> </ul> <p>These metrics will be compiled into quarterly performance reports for Sourcewell.</p> <p><b>8. Representative Marketing Assets</b> Uploaded materials include:</p> <ul style="list-style-type: none"> <li>– Wildland product brochure</li> <li>– Clarion banner mock-up</li> <li>– Email campaign samples</li> <li>– Recent ad published in Fire Apparatus Magazine</li> </ul>
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>ITURRI America applies a data-driven methodology across every marketing touchpoint to maximise reach and continuously refine message relevance for Sourcewell Participating Entities.</p> <ul style="list-style-type: none"><li>• CRM-centred lead capture. All inquiries from web forms, Clarion e-blasts, trade-show QR codes, and dealer submissions flow into our Salesforce-based CRM, tagged with UTM parameters that identify the channel, campaign, and specific creative asset. This metadata allows us to attribute quote requests—and eventual POs—back to the tactic that generated the lead.</li><li>• Dynamic e-mail segmentation. Using Mailchimp, our lists are segmented by geography, agency size, and apparatus type. Engagement metrics (opens, clicks, forwards) are pushed back to CRM, enabling automated nurture sequences that deliver progressively detailed content to high-intent contacts while suppressing disengaged addresses to protect sender reputation.</li><li>• Social-media analytics. Weekly LinkedIn, Facebook, and Instagram (and recently also TikTok) posts carry UTM-encoded links that feed Google Analytics dashboards. We track impressions, click-throughs, and conversions, then A/B-test headlines, thumbnails, and post times to improve engagement rates.</li><li>• QR-code tracking at events. Every demo apparatus and booth banner displays a unique QR code tied to the event name (e.g., FDIC2026_Q1). Scans populate CRM with pre-filled source and medium fields, so post-show follow-ups and ROI calculations are immediate.</li><li>• SEO and content tagging. The Sourcewell section on iturriamerica.com is optimised for long-tail keywords such as “wildland fire truck cooperative contract” and “Sourcewell emergency vehicle.” Schema.org markup and alt-text descriptions improve discoverability and accessibility.</li><li>• Dashboard-driven decisions. A Tableau dashboard pulls data nightly from CRM, Google Analytics, and Mailchimp to show funnel progression—from impressions to quotes to orders—by channel and by dealer. Marketing spend is re-allocated quarterly toward the highest-ROI tactics.</li></ul> <p>These integrated technologies and metadata practices ensure that ITURRI America’s marketing budget is deployed where it delivers the greatest impact, while giving Sourcewell clear, auditable insight into contract-driven demand and sales performance.</p>
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39	<p>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?</p>	<p>ITURRI America views Sourcewell as a force multiplier that brings credibility, reach, and contract compliance to the public-sector procurement process, while the manufacturer and its dealers carry out day-to-day promotion and execution.</p> <p>1. Sourcewell's Role</p> <p>1.1 Contracting Authority Acts as the lead agency whose competitive solicitation allows public entities to bypass duplicative RFPs, streamlining procurement.</p> <p>1.2 Contract Visibility Hosts the awarded agreement on sourcewell-mn.gov, making it discoverable through a searchable catalog used by thousands of agencies.</p> <p>1.3 Educational Outreach Provides webinars, case studies, and conference sessions that explain how to purchase via the cooperative, increasing awareness and adoption.</p> <p>1.4 Member Support Maintains an open line of communication for member agencies to ask questions about eligibility, process, and contract use.</p> <p>2. ITURRI America's Integration Plan</p> <p>2.1 Price List Upload Upon award, Sourcewell pricing and option codes will be integrated into our internal pricing tools and secure dealer portal, ensuring all quotes automatically reflect contract terms.</p> <p>2.2 Sales Force Training Virtual training sessions will be conducted for factory and dealer sales teams, covering eligibility verification, contract referencing, and simplified PO procedures.</p> <p>2.3 Marketing Alignment All marketing materials—including brochures, web pages, Clarion e-blasts, and social media posts—will feature the Sourcewell logo and a "Buy via Sourcewell" call-to-action linking directly to the contract page.</p> <p>2.4 Deal Registration Quotes generated in Dynamics 365 (our CRM and order management platform) will include a Sourcewell flag. Once a PO is received, the deal is tagged "Sourcewell Award" and included in the quarterly usage report required by Sourcewell.</p> <p>2.5 Contract Reporting &amp; Fees Our finance team will extract Sourcewell-flagged orders from Dynamics 365 each quarter, remit the administrative fee, and maintain documentation for audit purposes.</p> <p>By combining Sourcewell's procurement reach with our Dynamics 365-driven sales workflow, ITURRI America ensures that every interested Participating Entity can move from inquiry to compliant purchase with minimal friction.</p>
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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.	<p>ITURRI America does not currently operate a public e-procurement storefront. Fire apparatus procurement typically involves complex specifications, pre-build consultations, and multi-stage approvals, which are not compatible with a standard “click-to-cart” model.</p> <p>Instead, we offer a streamlined, document-based workflow supported by Dynamics 365, ensuring precision, traceability, and responsiveness at every step:</p> <p>1. Quote Preparation Customer requirements are captured using our configuration worksheet and priced according to Sourcewell contract terms. Quotes are generated and delivered as PDFs for agency review and internal approval.</p> <p>2. Purchase Order Submission Agencies or their authorized dealers submit signed purchase orders via a dedicated email channel, with no need for portal access or account creation.</p> <p>3. Internal System Intake Our order administrator uploads the PO into Dynamics 365, where it is assigned a production number and linked to a project record. All related documents (spec sheets, approval drawings, change orders) are stored in a centralized folder for full traceability.</p> <p>4. Order Confirmation An acknowledgment with the production timeline is sent to the agency within five business days.</p> <p>5. Compatibility with External Platforms If a Participating Entity uses an external e-procurement platform (e.g., Jaggaer, Bonfire, SAP Ariba), we can accept electronic POs through those systems. However, most agencies prefer our PDF/email method due to the highly customized nature of fire apparatus procurement.</p> <p>6. Personalized Commercial Support Our sales representatives play a key role in:</p> <ul style="list-style-type: none"><li>– Listening to each agency’s operational needs</li><li>– Advising on configuration options</li><li>– Tailoring the best possible solutions and offers</li></ul> <p>This personalized attention ensures that every procurement aligns with the customer’s mission, budget, and technical requirements—something that no automated system can fully replicate.</p> <p>This document-based approach, integrated with Dynamics 365, keeps transaction costs low while preserving the flexibility and customization that fire-service agencies expect. It also allows our team to maintain close communication with customers throughout the process, ensuring satisfaction and long-term value.</p>	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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41	<p>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.</p>	<p>ITURRI America offers three structured training programs to ensure that every Sourcewell Participating Entity can operate, maintain, and troubleshoot its Wildland Series apparatus safely and effectively:</p> <ol style="list-style-type: none"> <li>1. Product Training (Technical Overview)                      Delivered by our Technical Director, Ed Lamothe, this session provides a deep dive into body construction, pump and foam systems, and electrical architecture.                     <ul style="list-style-type: none"> <li>– Availability: Quarterly, free of charge, offered via webinar or on-site when coordinated through Sourcewell.</li> <li>– Audience: Fire chiefs, fleet managers, specification writers, dealer sales engineers.</li> </ul> </li> <li>2. Operator Training (Train-the-Trainer)                      Provided at the time of apparatus delivery to ensure safe and efficient operation.                     <ul style="list-style-type: none"> <li>– Content: Pump operation, foam calibration, daily inspections, and safety features.</li> <li>– Provider: Regional dealer or, upon request, an ITURRI America instructor.</li> <li>– Cost: USD 1,500–3,000 per course, depending on travel distance and duration (typically one-day; extended two-day sessions available for multi-unit fleets).</li> <li>– Outcome: Agencies receive a digital slide deck, video clips for internal replication, and full operator manuals.</li> </ul> </li> <li>3. Maintenance Training                      Focused on preventive maintenance and basic troubleshooting.                     <ul style="list-style-type: none"> <li>– Provider: Dealer service department, using curriculum approved by ITURRI America.</li> <li>– Scheduling &amp; Cost: Quoted on a case-by-case basis depending on course depth (e.g., basic PM checklists vs. advanced diagnostics) and class size. Costs are generally limited to instructor labor and travel.</li> </ul> </li> </ol> <p>All training materials—including presentations, checklists, and quick-reference videos—are stored in our web-based Customer Service App, accessible to technicians at any time. Certificates of completion are issued and logged in Dynamics 365 for audit and warranty support purposes.</p> <p>This training framework ensures that every Participating Entity receives the knowledge and tools needed to maximize the value, safety, and longevity of their ITURRI America apparatus.</p>
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42	Describe any technological advances that your proposed Solutions offer.	<p><b>TECHNOLOGICAL ADVANCES OF THE WILDLAND SERIES</b></p> <p>ITURRI America's Wildland Series is engineered for multi-mission versatility, superior performance, and operational efficiency, offering a suite of technological innovations that directly benefit Sourcewell Participating Entities. These advances are designed to meet the demanding conditions of wildland and rural firefighting environments, while maximizing safety, sustainability, and return on investment.</p> <p><b>ECOPOLYFIRE® MONOBLOC CONSTRUCTION</b></p> <p>At the core of our innovation is EcoPolyFire®, ITURRI America's proprietary body technology. This high-strength polypropylene structure integrates water and foam tanks into a single monobloc body, delivering unmatched durability and performance.</p> <ul style="list-style-type: none"> <li>– 20–25% more water capacity due to reduced vehicle weight</li> <li>– Zero corrosion, backed by a 25-year warranty</li> <li>– 100% recyclable, supporting sustainability goals</li> <li>– Superior resistance to impacts, chemicals, and extreme conditions</li> <li>– Lighter than aluminum, improving off-road maneuverability and fuel efficiency</li> </ul> <p>EcoPolyFire® is not just a material—it's a strategic solution that enhances mission-readiness while reducing lifecycle costs.</p> <p><b>KEY TECHNOLOGICAL ADVANTAGES</b></p> <p><b>1. MORE WATER CAPACITY</b> Advanced materials allow our vehicles to carry significantly more water without exceeding chassis limits—crucial for operations in remote areas with limited refill access.</p> <p><b>2. ADVANCED BODY DESIGN</b> The monobloc superstructure improves structural integrity and simplifies maintenance. By integrating tanks into the body, we eliminate weak points and reduce long-term wear.</p> <p><b>3. MAXIMUM EFFICIENCY</b> Lightweight, corrosion-resistant architecture leads to lower maintenance costs, fewer service interruptions, and longer fleet life.</p> <p><b>4. NO CDL REQUIRED</b> Most models are designed for operation without a Commercial Driver's License, making them ideal for volunteer departments and expanding the pool of eligible operators.</p> <p><b>5. GREATER VERSATILITY</b> From wildland to structural fires, our vehicles adapt to multiple mission profiles. The Mini Pumper model meets both Type 3 Wildland and Type I Structural standards.</p> <p><b>6. INCREASED RETURN ON INVESTMENT</b> Compliance with Type 3 requirements ensures eligibility for a wide range of operations and funding programs. The combination of performance and low operating costs delivers high value.</p> <p><b>7. ECO-FRIENDLY OPERATION</b> Lightweight vehicles consume less fuel, reducing emissions and operating costs while improving tactical mobility.</p> <p><b>8. SUSTAINABILITY COMMITMENT</b> EcoPolyFire® is fully recyclable, aligning with long-term environmental goals without compromising durability or performance.</p> <p><b>PERFORMANCE-ENHANCING FEATURES</b></p> <ul style="list-style-type: none"> <li>– Pump &amp; Roll Capability: Enables water discharge while in motion, essential for dynamic fire suppression.</li> <li>– High-Performance Pumps: PTO-driven and auxiliary pumps ranging from 120 to 1,500 GPM, tailored to mission needs.</li> <li>– Customizable Compartments: Ergonomic layouts and low-reach storage improve access and reduce firefighter fatigue.</li> <li>– Digital Readiness: CAN-bus architecture, smart pump controls, and pre-wired telematics ports support diagnostics and fleet integration.</li> </ul> <p>This combination of advanced materials, intelligent design, and mission-focused engineering makes the Wildland Series a strategic choice for agencies seeking reliable, adaptable, and future-ready firefighting apparatus under the Sourcewell contract.</p>
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43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>ITURRI America is committed to environmental responsibility through practical, verifiable initiatives that reduce waste, emissions, and resource consumption. Our sustainability strategy is embedded in both our manufacturing processes and product design, with a particular focus on the EcoPolyFire® monobloc body used in every Wildland Series apparatus.</p> <p><b>ECOPOLYFIRE®: SUSTAINABLE BY DESIGN</b> EcoPolyFire® is a high-strength polymer body system that is 100% recyclable. At end-of-life, body panels can be shredded and reprocessed into new sheet stock, supporting circular-economy principles. During production, all off-cut material is recovered and reintroduced into the molding process, eliminating landfill waste through a closed-loop scrap recovery system.</p> <p><b>ZERO-VOC BODY FINISH</b> Unlike traditional aluminum bodies that require solvent-based primers and paints, EcoPolyFire® panels are molded in color, eliminating the need for surface coatings. This zero-primer, zero-paint approach significantly reduces volatile organic compound (VOC) emissions during manufacturing.</p> <p><b>LOWER EMISSIONS IN OPERATION</b> The lightweight design of EcoPolyFire® reduces curb weight by approximately 1,000 lb compared to metal alternatives. This translates into lower fuel consumption and reduced CO<sub>2</sub> emissions over the vehicle’s operational life—especially important for departments operating in remote or off-road environments.</p> <p><b>COMPACT, EFFICIENT VEHICLE DESIGN</b> Wildland Series vehicles are engineered with a shorter, more maneuverable footprint that still delivers full water and pump performance. This reduces material usage, improves fuel efficiency, and minimizes environmental impact during deployment.</p> <p><b>EXTENDED SERVICE LIFE</b> All tanks include manhole access for internal inspection, cleaning, and repair. This feature extends the usable life of the apparatus and reduces the need for premature replacements. Both the body and the integrated tank built with EcoPolyFire® carry a 25-year warranty, ensuring long-term durability and reducing the environmental impact of replacements.</p> <p><b>CERTIFICATION STATUS</b> – Recyclability and VOC reduction claims are supported by internal lab testing and supplier material data sheets. – Formal third-party certification is currently under review. – Supporting documentation is available to Sourcewell upon request.</p> <p>These initiatives reflect ITURRI America’s commitment to sustainability through smart design, responsible manufacturing, and long-term environmental stewardship. Our goal is to provide Sourcewell members with high-performance apparatus that also deliver a lighter environmental footprint and lasting operational value.</p>
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.	<p>At this time, ITURRI America has not yet obtained formal third-party eco-labels or life-cycle certifications specifically covering the EcoPolyFire® body or the Wildland Series apparatus. While the recyclable polymer construction and closed-loop manufacturing process have been validated internally and by raw-material suppliers, they have not yet been submitted for external certification under programs such as Cradle to Cradle Certified™, UL GREENGUARD, or EPEAT.</p> <p>However, the broader ITURRI Group operates under an ISO 14001:2015-certified environmental management system, audited by TÜV Rheinland. ITURRI America, including our Creswell, Oregon facility, follows the same environmental procedures and is scheduled to be added to the Group certificate during the next surveillance audit.</p> <p>We are actively evaluating third-party certification programs that align with public-sector procurement requirements. Priority targets include:</p> <ul style="list-style-type: none"> <li>– UL GREENGUARD: for low-VOC materials</li> <li>– Cradle to Cradle Certified™: for circularity and sustainable design</li> <li>– EPEAT: for product-level environmental performance (where applicable)</li> </ul> <p>Once certification is obtained, ITURRI America will update its Sourcewell documentation and provide certificates to any Participating Entity upon request.</p> <p>In the meantime, we remain fully transparent about our environmental practices and can provide supporting documentation—including:</p> <ul style="list-style-type: none"> <li>– Material composition reports</li> <li>– Recycling test summaries</li> <li>– ISO 14001 audit records</li> <li>– Warranty documentation for EcoPolyFire® body and tank (25 years)</li> </ul> <p>These efforts reflect our commitment to sustainability through smart design, responsible manufacturing, and continuous improvement, ensuring that Sourcewell members receive solutions with a lighter environmental footprint and long-term operational value.</p>

45	<p>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?</p>	<p><b>A. COMPANY ATTRIBUTES</b></p> <p>ITURRI America is a 100% U.S.-based manufacturer, operating out of Creswell, Oregon, and fully focused on serving fire-service agencies across the United States and Canada. While part of the global ITURRI Group, ITURRI America functions as an independent, American entity—combining domestic agility with international experience.</p> <ul style="list-style-type: none"> <li>– American-built, Buy American eligible: All Wildland Series apparatus are manufactured in Oregon, qualifying for “Buy American” provisions and offering faster lead times, local support, and simplified logistics for Sourcewell members.</li> <li>– Family-owned values, global resources: Privately held by the founding family since 1947, ITURRI fosters long-term relationships and fast decision-making, while leveraging the Group’s 3,000+ employees for R&amp;D, supply chain, and innovation.</li> <li>– 75+ years of fire-service innovation: From pioneering foam trucks in the 1970s to today’s polymer-bodied wildland units, ITURRI has consistently introduced technologies that shape industry standards.</li> <li>– Cooperative contract expertise: Our dedicated team manages pricing, reporting, and fee remittance for HGACBuy, NCSA, and—upon award—Sourcewell, ensuring smooth, compliant procurement for public-sector agencies.</li> <li>– Accelerated lead times: ITURRI America delivers Wildland Series apparatus in 9 to 12 months, compared to the industry norm of 2 to 4 years—a critical advantage for agencies facing urgent fleet needs.</li> </ul> <p><b>B. SOLUTION ATTRIBUTES</b></p> <p>The Wildland Series offers a unique combination of performance, sustainability, and operational flexibility not found in traditional metal-body Type-3 apparatus:</p> <ul style="list-style-type: none"> <li>– Higher water capacity: Thanks to the lightweight EcoPolyFire® body, our trucks carry 20–25% more water on a smaller chassis, extending on-scene endurance without moving to a higher GVW class.</li> <li>– Advanced polymer body: The monobloc EcoPolyFire® structure integrates water and foam tanks into a single impact-resistant unit that’s lighter than aluminum and built for rugged terrain.</li> <li>– 25-year structural warranty: Our zero-corrosion polymer construction allows us to offer an industry-leading 25-year warranty on the body and tank—rare in the wildland segment.</li> <li>– No CDL required: Many configurations fall below CDL thresholds (subject to local regulations), making them easier to staff and train, especially for volunteer departments.</li> <li>– Higher reimbursement potential: Fully compliant with Type-3 standards, our apparatus qualify for enhanced reimbursement rates under mutual-aid and FEMA mobilization programs.</li> <li>– Sustainability built-in: The EcoPolyFire® body is 100% recyclable, eliminates paint-related VOCs, and supports closed-loop material recovery at end-of-life.</li> </ul> <p>These advantages—combined with rapid parts access, dealer support, and quarterly training—give Sourcewell members a lighter, more capable, and environmentally responsible apparatus with unmatched long-term value.</p> <p>ITURRI America delivers a Made-in-USA solution backed by seven decades of global fire-service expertise, offering Sourcewell members a unique blend of innovation, reliability, and sustainability—built right here in Oregon.</p>
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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.	<p>All ITURRI America Wildland Series apparatus are engineered, built, and documented to comply with the latest U.S. fire-service and vehicle safety standards. This ensures that every Sourcewell Participating Entity receives a fully compliant, ready-for-service vehicle that meets both national and wildland-specific operational requirements.</p> <ul style="list-style-type: none"> <li>NFPA 1900 (2024 edition): Our apparatus meet or exceed the consolidated NFPA 1900 standard (formerly NFPA 1901, 1906, and 1911), which governs construction, testing, and in-service inspection. We ensure compliance in areas such as tank integrity, pump performance, vehicle stability, lighting, braking systems, and safety signage. Each unit is delivered with pre-delivery pump test and tilt-table certificates.</li> <li>Wildland-specific compliance (NFPA 1906 &amp; NWCG): Our designs incorporate features such as hose-reel rewind speed, front-mounted ground-sweep nozzles, bumper-mounted turrets, and optimized clearance angles to meet NFPA 1906 wildland chapters and align with current NWCG Engine Typing guidelines.</li> <li>State-level licensing &amp; emissions: ITURRI America holds a Texas Motor Vehicle Manufacturer License (Fire Truck), included in the uploaded documentation. All chassis are equipped with EPA-compliant engines. For other U.S. states, no additional manufacturer license of this type is required.</li> <li>Electrical &amp; low-voltage systems: All wiring harnesses are built to SAE J1128 gauge specifications and designed in accordance with NFPA 1900 ampacity tables, ensuring safe and reliable electrical performance.</li> <li>Documentation package: Each apparatus is delivered with a complete electronic manual that includes NFPA compliance certificates, FMVSS label copies, torque charts, and a 24-point preventive maintenance schedule.</li> <li>Third-party inspection: Before shipment, an independent EVT-certified inspector verifies NFPA data plates, pump performance, and safety systems. The signed inspection checklist is included in the final delivery packet.</li> </ul> <p>By embedding these standards into our design, manufacturing, and quality assurance processes—and by providing full documentation—ITURRI America ensures that every Sourcewell member receives a vehicle that is fully compliant with federal and state regulations, as well as the specialized requirements of wildland fire operations.</p>
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.	<p>ITURRI America designs every Wildland Series apparatus intended for Canadian service to comply with both Transport-Canada vehicle regulations and the fire-service performance standard CAN/ULC-S515-13 (Fire Fighting Apparatus). Key elements include:</p> <ul style="list-style-type: none"> <li>CAN/ULC-S515 compliance file. Pump capacity, tank baffling, lighting, audible alarms, and safety signage are verified against the standard. A signed Statement of Compliance and pump-test certificate (metric units) accompany each delivery.</li> <li>NFPA 1900 alignment. Where S515 references NFPA chapters, our documentation cross-indexes to the same sections already validated for U.S. builds, ensuring dual compliance.</li> <li>Transport Canada CMVSS + National Safety Mark. Chassis and completed apparatus are self-certified to CMVSS; the National Safety Mark and bilingual (English/French) compliance label are affixed at Creswell prior to export.</li> <li>Metric instrumentation. Pressure gauges, flow meters, and load charts are supplied in kPa, L/min, and kilograms as required by S515 and most provincial transport authorities.</li> <li>Provincial regulations. Wheelbase and axle weights are checked against provincial dim-weight tables (e.g., Ontario SPIF, B.C. Commercial Transport Regulations). Any necessary permits are arranged in advance through our dealer, Safetek Profire.</li> <li>Bilingual documentation &amp; training. Operator manuals, decals, and training materials can be both in English and French as requested; on-site training can be delivered in either language.</li> <li>Emission &amp; idle compliance. Engines meet EPA 2027 and align with Environment Canada emission equivalency. Optional idle-reduction packages help departments meet provincial green-fleet targets.</li> </ul> <p>This dual-standard approach—CAN/ULC-S515 for apparatus performance and CMVSS/NSM for vehicle safety—ensures that Sourcewell Participating Entities anywhere in Canada receive a fully compliant wildland fire truck ready for immediate registration and service.</p>

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>ITURRI America provides a tiered service model that combines manufacturer-level oversight with responsive, local dealer support. This structure ensures that Sourcewell Participating Entities receive fast, expert service throughout the entire lifecycle of each Wildland Series apparatus.</p> <ol style="list-style-type: none"> <li>1. First-Line Service – Dealer Network <ul style="list-style-type: none"> <li>• Scope: Routine maintenance, annual pump testing, basic warranty repairs, and NFPA inspections.</li> <li>• Personnel: Over 40 EVT-certified technicians employed by 15 exclusive dealers covering 38 U.S. states and Canada.</li> <li>• Process: Agencies contact their dealer directly or open a ticket via the Customer Service App. The dealer schedules on-site service—typically within 48 hours—and logs the work order in the app, providing ITURRI engineers with real-time visibility.</li> </ul> </li> <li>2. Manufacturer Coordination – Service Hub (Creswell, Oregon) <ul style="list-style-type: none"> <li>• Scope: Ticket triage, parts dispatch, warranty authorization, and technical escalation.</li> <li>• Personnel: Service coordinators and application engineers assign priority codes (Critical / Urgent / Routine) and monitor dealer response through the dashboard in the Customer Service App.</li> <li>• Parts: Dealers stock common consumables; proprietary EcoPolyFire® panels and specialized components ship same-day from Creswell via overnight carrier.</li> </ul> </li> <li>3. Factory Field Support – Complex Repairs &amp; Audits <ul style="list-style-type: none"> <li>• Scope: Structural bodywork, major pump rebuilds, root-cause analysis, and annual warranty audits.</li> <li>• Personnel: ITURRI America field engineers travel nationwide as needed. Qualifying incidents are covered under warranty.</li> </ul> </li> <li>4. Escalation &amp; Warranty Processing <ul style="list-style-type: none"> <li>• If a dealer cannot resolve an issue within 48 hours, the ticket automatically escalates to the Service Hub.</li> <li>• The Hub authorizes parts replacement or dispatches a factory engineer.</li> <li>• Approved warranty labor and parts are reimbursed to the dealer at published rates. All claims are processed and archived through the Customer Service App for audit and traceability.</li> </ul> </li> <li>5. Documentation &amp; Training <ul style="list-style-type: none"> <li>• Repair manuals, service bulletins, and instructional videos are stored in the Customer Service App and accessible via QR codes located inside each apparatus compartment.</li> <li>• Dealers receive mandatory annual training. Agencies may request refresher sessions during quarterly product-training webinars.</li> </ul> </li> </ol> <p>This layered support model ensures local responsiveness, technical accountability, and full transparency—giving Sourcewell members peace of mind and long-term reliability with every ITURRI America vehicle.</p>
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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 type="radio"/> Yes <input checked="" type="radio"/> No	Kindly find attached the comprehensive list of our authorized dealers across Canada and the United States. Please note that none of these entities possess the certifications referenced, as such credentials are not requisite for the scope of their activities.	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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 *
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58	Describe your payment terms and accepted payment methods.	<p>Article 3 of the Sourcewell Master Agreement states that the Supplier and the Participating Entity may negotiate payment terms appropriate for the specific transaction. ITURRI America therefore offers a flexible framework that can be adjusted to each agency's fiscal rules while still providing clear production milestones.</p> <p>Default milestone schedule (Wildland Series apparatus)</p> <ul style="list-style-type: none"> <li>• 30 % of contract price due at chassis receipt (locks in production slot and long-lead components).</li> <li>• 70 % due upon final inspection in Creswell (unit ready for shipment; photos and serial numbers attached).</li> </ul> <p>Alternate schedules</p> <ul style="list-style-type: none"> <li>• 100 % Net30 after final delivery—available to governmental or nonprofit entities that cannot issue progress payments.</li> <li>• Custom milestone schedules (e.g., 20/50/30 or retention hold-backs) may be negotiated in the purchase order to mirror local bond or grant-disbursement timelines.</li> <li>• Further payment structures can be arranged on a case-by-case basis when unique funding constraints require special terms, subject to mutual agreement and Sourcewell guidelines.</li> </ul> <p>Parts &amp; accessories – Invoices are 100 % Ex Works Net5, unless the customer maintains an open parts account (Net30) approved by ITURRI credit.</p> <p>Accepted payment methods</p> <ul style="list-style-type: none"> <li>• ACH / EFT (preferred).</li> <li>• Wire transfer (domestic or international).</li> <li>• Paper check to ITURRI America, Inc.</li> <li>• P-card / corporate credit card up to USD 50 000 (2 % processing fee).</li> <li>• Municipal lease or lease-purchase through third-party lenders; ITURRI supplies build sheets and titles as required.</li> </ul> <p>All invoices reference the Sourcewell agreement number and administrative fee is embedded within our quoted price, so Participating Entities are never billed separately for that fee. Invoices are issued to the Participating Entity—Sourcewell has no payment liability, per Master Agreement Article 3.</p>
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59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>ITURRI America offers flexible financing options tailored to the needs of public-sector agencies, ensuring that budget timing never prevents a Sourcewell Participating Entity from acquiring the wildland apparatus it needs. We provide two primary pathways:</p> <ol style="list-style-type: none"> <li>1. ITURRI Short-Term Financing (In-House) <ul style="list-style-type: none"> <li>• Terms: 30-, 60-, or 90-day payment deferral after delivery.</li> <li>• Eligibility: Municipal, tribal, state, and educational entities purchasing under the Sourcewell contract.</li> <li>• Process: The agency issues a standard purchase order. ITURRI America invoices upon delivery but applies the agreed deferral to the due date.</li> <li>• Cost: Financial terms—including any applicable fees or conditions—are negotiated individually for each project, allowing flexibility to match the agency's budget cycle or funding structure. While tailored case by case, ITURRI America guarantees more favorable conditions than standard market financing, providing both operational and financial value.</li> </ul> </li> <li>2. Third-Party Municipal Leasing <ul style="list-style-type: none"> <li>• Partners: We collaborate with Mitsubishi HC Capital (Public Finance) and DLL Group (Public Sector) to offer tax-exempt municipal lease-purchase and capital equipment loans.</li> <li>• Structures: Terms range from 3 to 10 years, aligned with annual budget cycles. Early prepayment options are available starting in year three.</li> <li>• Process: ITURRI provides build sheets, milestone photos, and title documentation. The agency signs the lease directly with the lender and makes payments according to the lease schedule. If a Sourcewell member prefers to work with a different lender, ITURRI America will fully support the process by providing all necessary documentation and inspection access.</li> </ul> </li> </ol> <p><b>Custom Financing Options</b> In addition to the above, bespoke financing arrangements can be negotiated on a case-by-case basis to align with specific funding mechanisms such as bond issuances, grant disbursements, or capital improvement plans.</p> <p>These flexible options reflect ITURRI America's commitment to supporting public agencies with practical, budget-conscious solutions that ensure timely access to high-performance wildland equipment.</p>
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60	<p>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>	<p>ITURRI America simplifies the contracting process by using a concise set of standardized documents for all Sourcwell transactions. These templates are designed to ensure transparency, compliance with Sourcwell Article 3 requirements, and ease of review by legal and procurement teams.</p> <p>All transaction documents are managed and stored within our Dynamics 365 platform, ensuring secure access, version control, and traceability throughout the procurement lifecycle.</p> <p>The following sample documents have been uploaded in the Documents section for review by Sourcwell and Participating Entities:</p> <ul style="list-style-type: none"> <li>– Purchase Order Confirmation</li> <li>– Invoice Template</li> <li>– Warranty Policy</li> <li>– Dealership Agreement</li> </ul> <p>Standard Documents Include:</p> <ul style="list-style-type: none"> <li>– Configuration Worksheet &amp; Quote Letter Lists Sourcwell option codes, contract pricing, and administrative fee disclosure. Generated from our pricing tool and used as Exhibit A to the purchase order.</li> <li>– Purchase Order Acknowledgment (POA) Confirms price, delivery milestones, payment schedule, and Incoterm (EXW Creswell by default). Incorporates our Standard Terms &amp; Conditions by reference.</li> <li>– Change Order Form Used for scope adjustments after PO acceptance. Captures cost and schedule impact, with revised drawings. Signed electronically by all parties.</li> <li>– Warranty Policy Defines coverage periods, exclusions, and claim procedures. Referenced in the POA and includes our Service-Level Commitment.</li> <li>– Customer Service Service-Level Commitment Embedded in the Warranty Policy. Outlines ticket acknowledgment (&lt; 4 hours) and on-site response targets (&lt; 48 hours for 90% of cases).</li> <li>– Dealer Agreement Governs the relationship between ITURRI America and its authorized dealers. Available to Participating Entities upon request for transparency.</li> <li>– Final Acceptance Certificate Signed by the agency at delivery. Triggers release of the final invoice and starts the warranty period.</li> </ul> <p>If a Participating Entity requires additional clauses—such as local insurance provisions or lien waivers—ITURRI America can append an addendum on a case-by-case basis without redrafting the core templates. All modifications are versioned and tracked within Dynamics 365 to ensure full transparency and auditability.</p>
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61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Yes. ITURRI America accepts P-card / corporate credit-card payments (Visa, MasterCard, or American Express) for Sourcwell transactions.</p> <ul style="list-style-type: none"> <li>Limit: Up to USD 50 000 per transaction.</li> <li>Processing fee: A 2 % convenience fee is applied to cover merchant charges; the fee is disclosed on the quotation and appears as a separate line on the invoice so agencies can account for it transparently.</li> <li>How it works: The Participating Entity provides card details at the time of invoice; ITURRI America processes the charge through our secure merchant gateway and issues a paid receipt within 24 hours. The administrative fee due to Sourcwell is already embedded in the quoted price, so no additional markup is added.</li> <li>Alternatives: For purchases above USD 50 000—or if the agency wishes to avoid the convenience fee—we recommend ACH/EFT or wire transfer, which carry no additional cost.</li> </ul> <p>This flexibility allows agencies that rely on P-card workflows to complete their purchase quickly while still complying with Sourcwell's contract structure.</p>	*
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 Sourcwell discounted price) on all of the items that you want Sourcwell 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>ITURRI America uses a transparent, spreadsheet-based pricing model that lets Participating Entities configure their own apparatus and see the Sourcwell discount in real time.</p> <ul style="list-style-type: none"> <li>Excel price book. A single workbook contains one worksheet per Wildland Series model (Type 3, Type 3 Max, Type 4, etc.). Each sheet lists: <ul style="list-style-type: none"> <li>Base vehicle price with brief description, list price, Sourcwell discount %, and net price.</li> <li>Option codes with description, list price, Sourcwell discount %, and net price.</li> <li>Clickable links to the online datasheet and 2-D drawing for that model on <a href="http://iturriamerica.com">iturriamerica.com</a>, allowing agencies to download technical specs directly from the price sheet.</li> <li>Auto-calculation. Users select each desired option; the worksheet automatically totals list price, applies the Sourcwell discount, and displays the net contract price.</li> <li>Discount structure. Our Sourcwell discount is 10 % off list for both the base vehicle and options.</li> <li>Upload &amp; updates. The full detailed Pricing List is uploaded in the pricing section of this response.</li> <li>Custom quotes. Dealers or factory reps export the completed worksheet as PDF and attach it to the formal quote letter, ensuring the same pricing logic is applied to every Participating Entity.</li> </ul> </li> </ul> <p>This line-item, option-code approach gives agencies full visibility into list vs. discounted pricing while letting them tailor the apparatus to their operational needs without waiting for a bespoke quote.</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.	<p>ITURRI America applies a flat 10 % discount off our list pricing for SOURCEWELL to every Wildland Series base vehicle and option code.</p> <ul style="list-style-type: none"> <li>Standard discount: 10 % off list price (base + options) for any order quantity.</li> <li>Parts &amp; accessories (post-delivery): 5 % off list on genuine ITURRI replacement parts ordered under the Sourcwell contract.</li> </ul> <p>Additional quantity-based incentives are outlined in Question 64.</p>	*

64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>ITURRI America provides incremental volume discounts on complete Wildland Series apparatus when multiple units are purchased on the same purchase order:</p> <ul style="list-style-type: none"> <li>• 2 units: +1 % additional discount → 11 % total off list price.</li> <li>• 3 units: +1.5 % additional discount → 11.5 % total off list price.</li> <li>• 4 or more units: +2 % additional discount → 12 % total off list price.</li> <li>• Beyond four units: We will evaluate larger fleet orders case by case and may increase the discount depending on build similarity and delivery timeline.</li> <li>• Rebates: No separate rebate program is required, as the volume discount is built into the upfront pricing.</li> </ul> <p>These graduated discounts reward departments that procure multiple units while keeping the pricing model simple and transparent.</p>
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.	<p>To support occasional “open-market” items—such as custom tools, specialty fittings, or third-party services not listed in our price book—ITURRI America offers a transparent and compliant facilitation method designed for flexibility and auditability:</p> <ol style="list-style-type: none"> <li>1. At-Cost Plus Handling Fee ITURRI America procures the item at the supplier’s invoice cost and passes it through to the Participating Entity with a flat 5% handling fee, which covers administrative processing and inbound freight. If the supplier offers a discount, the savings are passed directly to the customer. The handling fee is calculated on the net cost, ensuring fairness and transparency.</li> <li>2. Quote-on-Request for High-Value or Variable Items For items exceeding USD 10,000 or services with variable scope (e.g., custom graphics, third-party training), ITURRI provides a separate fixed quotation. The quote clearly outlines: <ul style="list-style-type: none"> <li>• Supplier cost</li> <li>• ITURRI handling fee (capped at 10%)</li> <li>• Estimated lead time</li> </ul> The agency may approve or reject the quote at its discretion.</li> <li>3. Invoicing &amp; Audit Trail Open-market items are listed as separate line items on both the Configuration Worksheet and the final invoice, flagged with the prefix “OM-X” (Open Market). Supplier invoices are retained in the project file and can be provided to Sourcewell or the Participating Entity upon request for audit purposes.</li> <li>4. Administrative Fee Calculation The Sourcewell administrative fee is calculated only on the handling fee portion, not on the raw supplier cost. This ensures minimal overhead and full compliance with Sourcewell guidelines.</li> </ol> <p>This method allows Participating Entities to access one-off products or services without initiating a separate procurement process, while maintaining pricing transparency, documentation integrity, and contract compliance.</p>

66	<p>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>	<p>The Sourcewell price book reflects the full cost of the apparatus—base vehicle plus selected options—Ex Works Creswell, Oregon, and includes the Sourcewell administrative fee. However, certain cost elements are not included in the price book because they vary based on destination, agency preferences, or local regulations. These elements are quoted separately and disclosed clearly in the final documentation, which is managed through Dynamics 365.</p> <p>ADDITIONAL COST ELEMENTS MAY INCLUDE:</p> <p><b>OUTBOUND FREIGHT / DELIVERY</b> Transportation from Creswell to the Participating Entity's location is quoted case by case at carrier cost. ITURRI America can arrange shipping upon request and invoices the freight charge as a separate line item.</p> <p><b>ON-SITE OPERATOR TRAINING</b> Optional "train-the-trainer" sessions are available, typically priced between USD 1,500 and 3,000, depending on travel distance and course duration. – Provider: ITURRI Technical Director or regional dealer – Billing: If conducted by ITURRI factory personnel, ITURRI invoices the agency. If conducted by a dealer, the dealer invoices directly.</p> <p><b>PRE-DELIVERY INSPECTION (PDI) AT CRESWELL</b> Agencies may send representatives to inspect and accept the apparatus at the factory. – Customer Cost: Airfare, lodging, and personal expenses are covered by the Participating Entity – ITURRI Courtesy: Ground transport from Eugene Airport (EUG) and meals during the visit are provided – Dealer Contribution: In some cases, the regional dealer may share or absorb travel costs; this is arranged case by case</p> <p><b>GRAPHICS / AGENCY LIVERY</b> Custom decals and reflective striping are outsourced to local vendors and quoted at cost + 5% handling, as described in Question 65.</p> <p><b>TITLE, REGISTRATION, AND TAXES</b> State DMV title fees, temporary tags, and any applicable sales or excise taxes are paid directly by the agency at local rates.</p> <p><b>P-CARD CONVENIENCE FEE</b> If a Participating Entity chooses to pay by credit card, a 2% merchant fee is added to the invoice to cover processor costs.</p> <p>All quotes and invoices are generated and tracked through Dynamics 365, ensuring consistency, traceability, and compliance with Sourcewell guidelines. No other hidden or mandatory fees apply. All additional costs are itemized in the quote and final invoice, and any agency-specific requirements can be accommodated via addendum.</p>
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67	<p>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>	<p>ITURRI America offers a flexible and transparent freight program designed to meet the diverse logistical needs of Sourcewell Participating Entities. Freight is quoted separately and passed through at cost, ensuring full auditability and compliance.</p> <p>A. Freight Quotation &amp; Booking</p> <ul style="list-style-type: none"> <li>• Default Incoterm: EXW Creswell, Oregon. Upon request, we can quote FCA Portland or DAP destination.</li> <li>• Quote Process: Within 48 hours of a freight request, ITURRI America obtains three bids from vetted heavy-haul carriers. The lowest compliant rate is passed through at cost—no markup—and itemized on a separate invoice line.</li> <li>• Carrier Standards: All carriers maintain FMCSA satisfactory safety ratings, carry at least USD 2 million in cargo insurance, and have experience transporting fire apparatus.</li> <li>• Agency Choice: Participating Entities may use their own carrier or accept ITURRI's quoted option.</li> </ul> <p>B. Delivery Execution – Continental U.S.</p> <ul style="list-style-type: none"> <li>• Transport Method: Low-boy or RGN trailer, with typical transit times of 3–7 days depending on distance.</li> <li>• Tracking: GPS-enabled trailer tracking links are shared with the customer for real-time visibility.</li> <li>• Coordination: ITURRI America manages pickup scheduling, carrier communication, and delivery documentation.</li> </ul> <p>C. Cost Model &amp; Insurance</p> <ul style="list-style-type: none"> <li>• All freight charges are quoted at cost, with carrier invoices attached for audit transparency.</li> <li>• Cargo is covered under the carrier's standard liability policy. If higher declared value or supplemental insurance is requested, ITURRI will quote and pass the premium through at cost.</li> <li>• No markup is applied to freight, insurance, or handling.</li> </ul> <p>D. Special Destinations</p> <p>For Alaska, Hawaii, Canada, and U.S. offshore territories, ITURRI America offers tailored logistics solutions including marine packaging, customs documentation, and local dealer support. These are detailed in Question 68.</p> <p>By offering pass-through pricing, vetted carriers, and real-time tracking, ITURRI America ensures reliable and compliant delivery for all Sourcewell members, regardless of location.</p>
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68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>ITURRI America provides specialized logistics solutions for Sourcewell Participating Entities located in Alaska, Hawaii, Canada, and U.S. offshore territories. These programs are designed to ensure the same level of reliability, transparency, and support as deliveries within the continental United States.</p> <p>A. Alaska</p> <ul style="list-style-type: none"> <li>• Routing: Low-boy trailer to the Port of Tacoma, followed by Ro-Ro service to Anchorage or rail transfer to Fairbanks.</li> <li>• Transit Time: 10–14 days door-to-door from Creswell.</li> <li>• Port Services: ITURRI can coordinate port handling and rail transfer upon request.</li> <li>• Local Support: Our Alaska dealer, True North Emergency Equipment, can receive the unit, perform post-delivery inspection, and provide warranty service statewide.</li> </ul> <p>B. Hawaii</p> <ul style="list-style-type: none"> <li>• Routing: Flat-rack or Ro-Ro shipment from Oakland or Long Beach to Honolulu, with optional inter-island barge service.</li> <li>• Transit Time: 18–24 days from factory to harbor.</li> <li>• Marine Preparation: Included in the freight quote—mirrors removed, batteries isolated, electronics sealed, and full shrink-wrap applied.</li> </ul> <p>C. Canada</p> <ul style="list-style-type: none"> <li>• Cross-Border Compliance: C-TPAT carriers and customs brokers (Livingston or Cole) manage USMCA documentation.</li> <li>• Duties &amp; Taxes: No import duties; GST/HST is billed directly to the agency.</li> <li>• Documentation Pack: Includes CMVSS compliance letter, National Safety Mark, bilingual invoice, and weight slip.</li> <li>• Delivery Term: DAP destination or FCA Portland for ocean export to Atlantic ports (e.g., Halifax).</li> <li>• Local Support: Delivery hand-off, PDI, training, and warranty service are coordinated through Safetek Profire, ITURRI's exclusive Canadian dealer network.</li> </ul> <p>D. U.S. Territories (Puerto Rico, Guam, U.S. Virgin Islands, etc.)</p> <ul style="list-style-type: none"> <li>• Routing: Via Jacksonville (PR), Honolulu trans-shipment (Guam), or other suitable ports.</li> <li>• Transit Time: 25–35 days depending on sailing schedules.</li> <li>• Customs: ITURRI provides the commercial invoice and shipper's export declaration. Local duties and taxes are the agency's responsibility.</li> </ul> <p>Cost Model &amp; Insurance</p> <ul style="list-style-type: none"> <li>• All freight and port-related costs are quoted at carrier invoice cost, with no markup.</li> <li>• Cargo is covered under the carrier's standard liability policy. If higher declared value or supplemental marine insurance is requested, ITURRI will secure a quote and pass the premium through at cost.</li> <li>• Tracking: Real-time tracking links (marine AIS and trailer GPS) are provided for full shipment visibility.</li> </ul> <p>By offering clearly defined routings, pass-through pricing, marine-grade packaging, and local dealer support, ITURRI America ensures that Participating Entities in Alaska, Hawaii, Canada, and U.S. offshore territories receive the same dependable delivery experience as those in the continental U.S.</p>
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69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>In addition to standard flat-bed and low-boy shipping, ITURRI America offers several alternative delivery methods designed to reduce cost, improve convenience, and accelerate deployment for Sourcewell Participating Entities:</p> <ul style="list-style-type: none"> <li> <b>Dealer-Staged Delivery</b>  Apparatus can be shipped to the nearest ITURRI-authorized dealer for final outfitting—such as graphics application, equipment mounting, and customer pickup. This option can reduce inbound freight costs and eliminate the need for agency personnel to travel long distances. </li> <li> <b>Back-Haul Consolidation</b>  When multiple departments in the same region place orders, ITURRI America can coordinate a shared-load convoy or multi-drop itinerary. This allows agencies to split long-haul freight charges, optimizing budget use and reducing environmental impact. </li> <li> <b>Factory Drive-Away (Self-Delivery)</b>  Agencies that prefer to road-test their new apparatus en route may opt to pick up the vehicle directly from our Creswell, Oregon facility. ITURRI provides temporary transit tags and a complimentary in-transit service kit. The department's certified driver can take possession and drive the unit home, saving on freight and gaining operational familiarity. </li> <li> <b>Containerized Spare-Parts Drop</b>  For remote or island destinations, ITURRI can include a starter pallet of high-turn spare parts inside the same container or flat-rack as the apparatus. This ensures immediate parts availability upon arrival and avoids the cost and delay of a second shipment. </li> </ul> <p>These flexible distribution options complement our at-cost freight model (see Questions 67 and 68) and give Sourcewell members multiple pathways to balance speed, budget, and operational readiness.</p>
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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>ITURRI America will implement a structured, three-tier self-audit program to ensure ongoing compliance with Sourcewell pricing, reporting, and administrative fee requirements. This program combines automated controls, quarterly reviews, and executive oversight, all managed through our Dynamics 365 platform to ensure every Participating Entity receives accurate pricing and documentation.</p> <p><b>1. AUTOMATED PRICING CONTROLS</b></p> <ul style="list-style-type: none"> <li>– Locked Price Book: The Sourcewell price book is maintained in a version-controlled Excel file stored in SharePoint, with edit access restricted to the Pricing Manager.</li> <li>– Dealer Portal Validation: When a dealer uploads a completed configuration worksheet, the portal automatically verifies discount percentages and administrative fee calculations before allowing quote generation.</li> <li>– Dynamics 365 Integration: All quotes, configuration worksheets, and pricing approvals are stored and tracked in Dynamics 365, ensuring traceability and audit readiness.</li> </ul> <p><b>2. QUARTERLY INTERNAL COMPLIANCE REVIEW</b></p> <ul style="list-style-type: none"> <li>– Scope: All Sourcewell-flagged orders shipped during the quarter.</li> <li>– Checklist: Confirms correct discount level, administrative fee accrual, use of standard templates, and proper storage of supporting documents (PO, configuration worksheet, freight invoice).</li> <li>– Participants: Finance (fee tracking), Contracts (template usage), Pricing (discount validation), and Sales Operations (documentation).</li> <li>– Outcome: A signed compliance memo is filed in Dynamics 365 and retained for seven years. Any discrepancies are corrected within 15 days and logged for audit purposes.</li> </ul> <p><b>3. ANNUAL EXECUTIVE AUDIT</b></p> <ul style="list-style-type: none"> <li>– Conducted each January by the CFO and VP of Sales.</li> <li>– Randomly selects 10% of the prior year's Sourcewell orders for a detailed review, including pricing accuracy, freight charges, training costs, and warranty invoicing.</li> <li>– Findings and any corrective actions are documented and stored in Dynamics 365. Reports are available to Sourcewell upon request.</li> </ul> <p><b>TRANSPARENCY &amp; ACCESS</b></p> <p>Sourcewell staff or auditors may request quarterly compliance memos, pricing logs, or supporting invoices at any time. All records are securely stored in Dynamics 365, ensuring full transparency and traceability.</p> <p>This layered approach ensures ITURRI America consistently meets its contractual obligations and that Sourcewell Participating Entities receive accurate, compliant pricing and service.</p>
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71	<p>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>	<p>To ensure the Sourcewell agreement delivers measurable value to both Sourcewell and its Participating Entities, ITURRI America will monitor a focused dashboard of internal performance indicators. These metrics are tracked across Zoho CRM, our Customer Service App, and Dynamics 365, and reviewed monthly by Sales, Service, and Finance leadership.</p> <p>Key metrics include:</p> <ul style="list-style-type: none"> <li>– Sourcewell-Generated Leads Number of inbound inquiries tagged “Sourcewell” in Zoho CRM each month, indicating contract visibility and engagement.</li> <li>– Quote-to-Order Conversion Rate Percentage of Sourcewell quotes that convert to purchase orders within 90 days, reflecting pricing competitiveness and sales effectiveness.</li> <li>– Contract Revenue Cumulative dollar volume of Sourcewell purchase orders booked and delivered, tracked against annual sales targets defined in our business plan.</li> <li>– Geographic Penetration Number of unique Participating Entities served and U.S./Canadian states or provinces reached through the Sourcewell contract.</li> <li>– Average Delivery Lead Time Measured in days from PO acceptance to final delivery, with current lead times averaging 9 to 12 months, significantly faster than the industry norm of 2 to 4 years.</li> <li>– Customer Service SLA Compliance Percentage of Sourcewell service tickets acknowledged within 4 hours and resolved within 48 hours, as tracked in our Customer Service App.</li> <li>– Administrative Fee Accuracy Quarterly reconciliation of calculated vs. remitted Sourcewell administrative fees, with a target variance of 0%, verified through Dynamics 365.</li> </ul> <p>These metrics are reviewed in a monthly KPI meeting and used to guide continuous improvement. Performance reports and supporting documentation can be provided to Sourcewell upon request to ensure transparency and accountability.</p>	
72	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an 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>	<p>ITURRI America proposes an Administrative Fee of 2.00% of the net contract price (vehicle + selected options + approved open-market items), excluding freight, taxes, and P-card convenience fees.</p> <p>Key details:</p> <ul style="list-style-type: none"> <li>– Embedded Pricing The 2% fee is built into every Sourcewell quote and invoice, so Participating Entities receive a single, all-inclusive net price with no separate surcharge.</li> <li>– Calculation Point The fee is calculated based on the amount invoiced at the time of shipment or substantial completion, whichever occurs first.</li> <li>– Remittance Schedule ITURRI America will remit the accumulated fee to Sourcewell quarterly, within 30 days of the end of each calendar quarter, along with the required sales usage report.</li> <li>– Tracking &amp; Audit All Sourcewell-flagged transactions are tagged “SW-FEE” in our Dynamics 365 ERP system. The 2% accrual is posted to a dedicated ledger account to ensure transparent reconciliation and audit readiness.</li> </ul> <p>This straightforward percentage model simplifies administration for Sourcewell, Participating Entities, and ITURRI America’s accounting team, while ensuring full compliance and visibility.</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.	<p>"The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies."</p> <p>Justification:</p> <p>-Benchmark vs. HGACBuy &amp; NCSA  ITURRI America's current public-safety price lists under HGACBuy and NCSA offer a maximum discount of 8% on wildland apparatus. In contrast, the Sourcewell pricing schedule provides a 10% base discount, increasing to 12% for multi-unit orders. This structure exceeds the most aggressive pricing we have offered under any other cooperative contract.</p> <p>-Direct-to-Municipality Comparison  Stand-alone municipal bids awarded in 2024 (outside cooperative frameworks) averaged 5–7% discounts off list price after negotiation. Sourcewell's structure begins at 10%, giving Participating Entities a stronger starting point without the administrative burden or cost of competitive bidding.</p> <p>-Parts &amp; Service Parity  Replacement parts are discounted at 5%, and warranty labor rates match or improve upon those offered in state contracts such as Texas BuyBoard. This ensures no hidden cost shift in post-sale support.</p> <p>-Transparent Volume Ladder  Sourcewell's pricing includes published incremental discounts for orders of 2, 3, or 4+ units. Other contracts typically require ad-hoc negotiation for volume pricing. This transparency strengthens Sourcewell's value proposition and simplifies procurement planning.</p> <p>Conclusion:  Based on these comparisons, ITURRI America affirms that Sourcewell Participating Entities receive pricing equal to or better than any other public-sector purchasing vehicle currently available through our organization.</p>

**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><b>ITURRI AMERICA – WILDLAND SERIES</b></p> <p>The ITURRI America Wildland Series is a complete line of wildland and multi-mission fire apparatus engineered for durability, operational efficiency, and tactical flexibility. Built in Creswell, Oregon, these vehicles are designed to meet the diverse needs of fire departments across North America.</p> <p>Each unit features our proprietary EcoPolyFire® monobloc body, a lightweight, corrosion-proof polymer structure that integrates water and foam tanks into a single impact-resistant unit. This design allows our vehicles to carry 20–25% more water on a smaller chassis, improving endurance and maneuverability in remote or rugged terrain.</p> <p>The body is 100% recyclable, eliminates paint-related VOCs, and supports closed-loop material recovery—making it both high-performing and environmentally responsible.</p> <p>All models are NFPA 1900 and NWCG Engine Typing compliant, and many configurations fall below CDL thresholds, making them easier to operate and staff, especially for volunteer departments. The apparatus also qualifies for enhanced reimbursement rates under mutual-aid and FEMA mobilization programs.</p> <p>We offer a 25-year structural warranty on the body and tank—one of the longest in the industry—reflecting our confidence in the durability and long-term value of our design.</p> <p><b>UNMATCHED LEAD TIME ADVANTAGE</b></p> <p>One of the most critical factors in emergency response readiness is delivery time. While many manufacturers in the fire apparatus industry currently face lead times of 24 to 48 months, ITURRI America stands out with a standard lead time of just 9 to 12 months.</p> <p>This accelerated timeline means departments can: – Deploy new apparatus 2 to 3 times faster than the industry average</p> <ul style="list-style-type: none"> <li>– Respond to growing operational demands without long delays</li> <li>– Avoid costly interim solutions or extended use of aging equipment</li> <li>– Benefit from faster reimbursement cycles and improved budget planning</li> </ul> <p>Our streamlined production process, modular engineering, and domestic manufacturing allow us to deliver high-quality, customized vehicles on schedule and without compromise.</p> <p><b>KEY ADVANTAGES OF THE WILDLAND SERIES</b></p> <ul style="list-style-type: none"> <li>– More Water: Lightweight construction allows for larger tank capacity without increasing GVWR</li> <li>– Advanced Body Design: Integrated water and foam tanks in a corrosion-proof monobloc structure</li> <li>– Maximum Efficiency: Reduced maintenance costs and increased durability</li> <li>– No CDL Required: Easier operation and staffing for departments of all sizes</li> <li>– Greater Versatility: Mini Pumper version supports both wildland and structural fire response</li> <li>– Increased Return: Type-3 compliance enables higher reimbursement under federal programs</li> <li>– Eco-Friendly: Lower fuel consumption and emissions</li> <li>– Sustainable: Fully recyclable bodywork with closed-loop manufacturing</li> <li>– Faster Delivery: 9–12 month lead time vs. 2–4 years in the market</li> </ul> <p><b>WILDLAND VEHICLE MODELS OFFERED</b></p> <p><b>WILDLAND 3 – TYPE 3</b></p> <ul style="list-style-type: none"> <li>– Chassis: International CV515 or Ford</li> <li>– Water Tank: 600 gallons</li> <li>– Foam Tank: 15 gallons</li> <li>– Pump: 250–350 gpm PTO</li> <li>– Features: Pump &amp; Roll capability, non-CDL operation, rugged off-road performance</li> <li>– Options: Elkhart or Akron monitor, 120 gpm auxiliary pump</li> </ul> <p><b>WILDLAND 3 MAX – TYPE 3 (INITIAL ATTACK)</b></p> <ul style="list-style-type: none"> <li>– Chassis: International CV515</li> <li>– Water Tank: 600 gallons</li> <li>– Foam Tank: 20 gallons</li> </ul>

- Pump: 500 gpm PTO, two-stage
- Compliance: NFPA 1901 Initial Attack, NWCG Type 3
- Advantage: Comparable performance to CALFIRE Model 34 in a Type 6 footprint
- Options: Auxiliary pump, Elkhart or Akron monitor

#### WILDLAND HEAVY – TYPE 3

- Chassis: International HV509
- Water Tank: 1,000 gallons
- Foam Tank: 25 gallons
- Pump: 1,500 gpm PTO, two-stage
- GVWR: 39,000 lbs
- Ideal For: Large-scale operations and maximum water delivery

#### WILDLAND 4 – TYPE 4

- Water Tank: 850 gallons
- Foam Tank: 15 gallons
- Pump: 120 gpm auxiliary
- Options: Transverse compartment, crew cab
- Chassis: International CV515

#### WILDLAND 5 – TYPE 5

- Water Tank: 600 gallons
- Foam Tank: 15 gallons
- Pump: 120 gpm auxiliary
- Chassis: International CV515 or Ford
- Advantage: Compact and maneuverable, CDL not required

#### WILDLAND 6 – TYPE 6

- Water Tank: 300–375 gallons
- Foam Tank: 15 gallons
- Pump: 120 gpm auxiliary
- Chassis: Ford F-450/550 or International
- Ideal For: Volunteer departments and remote access

#### WILDLAND 6 LIGHT RESCUE – TYPE 6

- Water Tank: 310 gallons
- Foam Tank: 15 gallons
- Pump: 180 gpm PTO
- Cargo Capacity: 1.5 tons
- Chassis: Ford 550 or International
- Function: Combines rapid response with rescue capabilities

#### WILDLAND RESCUE

- Equipment Space: 280 ft³
- Cargo Capacity: 3.5 tons
- Features: Transverse compartment, excellent off-road access
- Chassis: Ford 550 or International
- Application: Specialized rescue operations

#### WILDLAND MINI PUMPER – TYPE 3 / TYPE 1

- Water Tank: 600 gallons
- Foam Tank: 15 gallons
- Pump: 1,250 gpm PTO
- Chassis: International CV515
- Versatility: Dual-purpose for wildland and structural firefighting

#### CONCLUSION: MULTI-MISSION, EFFICIENT, AND ENVIRONMENTALLY RESPONSIBLE SOLUTIONS

ITURRI America's Wildland Series is redefining what fire departments can expect from their apparatus—versatile, high-performing vehicles that adapt to a wide range of missions, from wildland firefighting to structural response and rescue operations.

Our commitment to multi-mission capability means departments can do more with fewer vehicles, optimizing fleet investment and operational readiness. Each unit is engineered for maximum efficiency, with reduced maintenance needs, simplified staffing (thanks to non-CDL configurations), and faster deployment through our industry-leading 9 to 12-month lead time—a significant advantage over the typical 2 to 4-year wait in the market.

Beyond performance, ITURRI America leads in sustainable innovation. Our exclusive EcoPolyFire® body is: – 100% recyclable

- Free from paint-related VOCs
- Designed for closed-loop material recovery
- Lightweight, reducing fuel consumption and emissions



		<p>These features make our apparatus not only technically advanced but also environmentally responsible, supporting departments that prioritize green initiatives and long-term sustainability.</p> <p>In short, ITURRI America delivers multi-mission, efficient, and eco-conscious solutions that bring real value to the fire apparatus market—empowering departments to protect their communities with speed, confidence, and responsibility.</p> <p>As an example, you can hear the Fire Chief of North Vancouver describe how the Wildland 3 improves operational readiness and enhances firefighter safety in remote and challenging environments:  <a href="https://www.youtube.com/watch?v=aKEuqhLt1ps&amp;t=59s">https://www.youtube.com/watch?v=aKEuqhLt1ps&amp;t=59s</a></p>
75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Within this RFP category, ITURRI America offers a range of products and services that align with NFPA and NWCG classifications. The following subcategories best describe our offerings:</p> <ul style="list-style-type: none"> <li>– Type 3 Wildland Fire Engines (NWCG Type 3) – Wildland 3, Wildland 3 MAX, Wildland 3 Heavy          Designed for extended wildland firefighting operations, these units feature 500+ gallon water tanks, high-capacity PTO pumps (250–1,500 gpm), and 4x4 chassis for superior off-road performance. They offer pump-and-roll capability and are built for durability in demanding terrain.</li> <li>– Type 4 Water Tenders / Tankers (NWCG Type 4) – Wildland 4          Configured with 850-gallon water tanks and auxiliary pumps, these vehicles are ideal for water supply and tactical support in remote areas. Optional crew cab and transverse compartments enhance operational flexibility.</li> <li>– Type 5 / Type 6 Brush Trucks (NWCG Types 5 &amp; 6) – Wildland 5, Wildland 6, Wildland 6 Light Rescue          Lightweight and highly maneuverable, these units are optimized for initial attack and rapid response. Available in multiple chassis configurations, they offer water capacities from 300 to 600 gallons and auxiliary or PTO pumps depending on mission needs.</li> <li>– Mini-Pumpers &amp; Light Rescue Units (NFPA 1901 – Initial Attack / Quick Attack Units) – Wildland Mini-Pumper, Wildland 6 Light Rescue          These versatile vehicles combine fire suppression and rescue capabilities. The Mini-Pumper, in particular, is a hybrid solution that bridges wildland mobility with structural firefighting power, featuring a 1,250 gpm PTO pump and 600-gallon tank.</li> <li>– Technical-Rescue Apparatus (NFPA 1901 – Special Service Fire Apparatus) – Wildland Rescue          Designed for specialized rescue operations, this unit offers 280 ft³ of equipment space and 3.5 tons of cargo capacity. Its transverse compartment and off-road capability make it ideal for extrication, rope rescue, and confined space scenarios.</li> <li>– Dual-Mission Mini-Pumper / Structural Type 1 (NFPA Type I Engine) – Wildland Mini-Pumper          This unit supports both wildland and structural firefighting missions, making it ideal for departments seeking multi-role apparatus. It combines high pump capacity, large water storage, and compact dimensions for urban-wildland interface operations.</li> <li>– After-Sales Support Services          Includes factory and dealer service, genuine parts supply, warranty administration, and comprehensive training programs for operators and technicians. Our support ensures long-term performance and reliability across all units.</li> </ul>

76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	<p>ITURRI America offers remount and refurbishing services through authorized dealer partners. While our Creswell, OR, factory focuses exclusively on new apparatus builds and does not perform in-house remounts, we support refurbishment through a dealer-facilitated program.</p> <p>Available Services: Authorized dealers provide the following services:</p> <ul style="list-style-type: none"> <li>• Full chassis remounts</li> <li>• Body repairs and modifications</li> <li>• Pump rebuilds and upgrades</li> <li>• Water tank replacement</li> <li>• Electrical system updates</li> <li>• Lighting and equipment retrofits</li> </ul> <p>Order Process:</p> <ol style="list-style-type: none"> <li>1. Agency initiates request via ITURRI America or directly through an authorized dealer.</li> <li>2. Dealer conducts a condition assessment and prepares a detailed report.</li> <li>3. Quotation is issued on a time-and-materials basis, using the dealer's shop labor rate. OEM parts are priced at Sourcewell contract terms (5% off list).</li> <li>4. The quote is entered as an open-market line item ("OM-RM") on the Sourcewell Configuration Worksheet. Only the labor margin is subject to administrative fees.</li> <li>5. Unit is transported to the dealer, refurbishment is completed, and a post-work inspection is provided to ensure quality and compliance.</li> </ol> <p>Pricing Method:</p> <ul style="list-style-type: none"> <li>• Time-and-materials pricing model</li> <li>• Labor billed at dealer shop rates</li> <li>• OEM parts discounted per Sourcewell terms</li> <li>• No volume discounts apply</li> </ul> <p>Typical Cost &amp; Timeline:</p> <ul style="list-style-type: none"> <li>• Estimated cost: 60–70% of a new NWCG Type 3 engine</li> <li>• Turnaround time: 90–180 days, depending on scope and complexity</li> </ul> <p>This dealer-supported refurbishment path helps extend the service life of fire apparatus while maintaining compliance with Sourcewell contract terms.</p>
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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>ITURRI America offers comprehensive warranty coverage across its product line, administered through a streamlined process to ensure fast and reliable service.</p> <p>Warranty Coverage:</p> <ul style="list-style-type: none"> <li>• 2-Year Bumper-to-Bumper Warranty</li> </ul> <p>Covers all components (parts and labor) installed by ITURRI, excluding consumables and routine maintenance.</p> <ul style="list-style-type: none"> <li>• 5-Year / 3,000-Hour Pump &amp; Foam System Warranty</li> </ul> <p>Applies to OEM components from Darley and Hale, covering parts and labor for manufacturing defects.</p> <ul style="list-style-type: none"> <li>• 25-Year Structural Warranty</li> </ul> <p>Covers the EcoPolyFire® body and integrated tank, ensuring long-term durability and structural integrity.</p> <ul style="list-style-type: none"> <li>• OEM Chassis Warranty</li> </ul> <p>Passed through directly from International or Ford, depending on the chassis selected.</p> <p>Geographic Scope:</p> <p>Warranty services are available across:</p> <ul style="list-style-type: none"> <li>• All 50 U.S. states</li> <li>• Canada</li> <li>• U.S. territories</li> </ul> <p>Services are provided via ITURRI-authorized dealers or certified EVT (Emergency Vehicle Technician) shops.</p> <p>Coverage Details:</p> <ul style="list-style-type: none"> <li>• Parts and Labor: 100% covered for approved warranty repairs</li> <li>• Technician Travel: Not typically covered; repairs are performed at dealer or EVT locations</li> <li>• Parts Freight: Ground shipping for warranty parts is covered at ITURRI's cost</li> </ul> <p>Warranty Administration Process:</p> <ol style="list-style-type: none"> <li>1. Customer opens a service ticket via the ITURRI Customer Service App</li> <li>2. Dealer or ITURRI engineer performs diagnosis</li> <li>3. Warranty claim form submitted</li> <li>4. Authorization issued within 24 hours</li> <li>5. Repair completed</li> <li>6. Documentation archived for compliance and future reference</li> </ol> <p>Exclusions:</p> <ul style="list-style-type: none"> <li>• Routine maintenance items (filters, fluids, belts, etc.)</li> <li>• Consumables (tires, batteries, etc.)</li> <li>• Damage due to misuse, accidents, or unauthorized modifications</li> </ul>
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>ITURRI America serves as the single point of contact for all warranty-related issues, including those involving third-party components integrated into our apparatus (e.g., pumps, lighting systems, chassis).</p> <p>Warranty Coordination:</p> <p>Labor Coverage: Repairs performed by ITURRI-authorized dealers or certified EVT shops are covered under our 2-year bumper-to-bumper warranty, regardless of component origin. Participating Entities are never required to coordinate with multiple vendors.</p> <p>Parts Coverage:</p> <p>Parts are covered under each OEM's individual warranty terms.</p> <p>If an OEM declines coverage, ITURRI America will notify the agency and provide a replacement quote at Sourcewell pricing.</p> <p>Administration &amp; Support:</p> <p>ITURRI America manages all paperwork, claim tracking, and OEM follow-up, ensuring minimal downtime and a seamless experience for the Participating Entity.</p> <p>This centralized approach simplifies warranty service and ensures consistent support across all integrated systems and components.</p>

79	Describe any service contract options or extended warranties being offered with your proposal.	<p>ITURRI America does not currently offer factory-managed service contracts. All preventive maintenance and refurbishment services are administered through our authorized dealer network. Participating Entities may include these dealer-delivered programs as option codes on the Sourcewell Configuration Worksheet:</p> <p>Service Contract Options:</p> <ul style="list-style-type: none"> <li>• Dealer Preventive-Maintenance Plan Includes annual NFPA pump testing, chassis inspection, and an 83-point preventive maintenance checklist. Services are performed either on-site or at the dealer's facility.</li> <li>• Pricing: Time-and-materials basis at the dealer's published hourly rate</li> <li>• Parts: Priced at Sourcewell contract discount (5% off list)</li> <li>• Travel: Included within the dealer's standard service territory; extended travel is negotiated directly with the dealer</li> <li>• Dealer Service Bundles Multi-year packages (1, 3, or 5 years) that combine scheduled PM visits with discounted labor rates.</li> <li>• Availability and pricing: Varies by dealer and is quoted on a case-by-case basis</li> </ul> <p>Extended Warranty Options: While ITURRI America already exceeds industry standards with its 25-year structural warranty on the EcoPolyFire® body and integrated tank, additional extended coverage is available through dealers and OEMs:</p> <ul style="list-style-type: none"> <li>• Extended Bumper-to-Bumper Coverage Up to three additional years (total of 5 years) on ITURRI-installed components</li> <li>• Pump &amp; Foam System Extended Warranty Up to 7 years / 3,000 hours on Darley or Hale systems</li> <li>• Third-Party Comprehensive Packages</li> </ul> <p>ITURRI can facilitate extended warranty products through specialized providers such as Vital Trends. In this model, the Participating Entity contracts directly with the warranty provider, while ITURRI America assists with documentation and technical support as needed.</p> <p>Pricing: All extended warranty options are quoted case by case in consultation with the dealer, OEM provider, or third-party warranty company. Each will be listed as a separate option code on the final quote</p>
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**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	<p><input checked="" type="checkbox"/> Yes – ITURRI America's Wildland Series includes Type 3, Type 4, Type 5/6, and WUI units, as detailed in Question 74. Technical datasheets and drawings are uploaded in the Documents section. All models are publicly available at: <a href="https://iturriamerica.com/our-products/">https://iturriamerica.com/our-products/</a></p> <p>INNOVATIVE DESIGN FOR MULTI-MISSION PERFORMANCE The ITURRI Wildland Series is engineered for multi-mission versatility, combining wildland, rescue, and hybrid structural capabilities in a single, cohesive product line. Each unit is built with our proprietary EcoPolyFire® monobloc body, made from high-strength polypropylene that is lighter than aluminum, corrosion-proof, and impact-resistant.</p> <p>This advanced body design integrates water and foam tanks into a single structure, reducing weight and increasing payload capacity. As a result, our vehicles can carry 20–25% more water without exceeding GVWR limits—crucial for extended operations in remote areas.</p> <p>COMPACTNESS AND MOBILITY</p>	

			<p>The compact dimensions of our Wildland units allow for exceptional maneuverability in rugged terrain and narrow access routes. Whether operating in dense forest, mountainous regions, or urban-wildland interfaces, ITURRI vehicles are designed to go where others can't—without compromising performance or safety.</p> <p><b>SUSTAINABILITY AND GREEN INNOVATION</b>  EcoPolyFire® technology supports a closed-loop manufacturing process, with bodywork that is: – 100% recyclable  – VOC-free, eliminating harmful emissions from paint  – Fuel-efficient, thanks to reduced vehicle weight</p> <p>These features make our Wildland Series a low-impact, environmentally responsible solution for departments committed to sustainability.</p> <p><b>COST-EFFICIENCY AND VALUE</b>  With lead times of just 9 to 12 months, ITURRI America delivers faster than the industry average of 2 to 4 years—reducing downtime and accelerating deployment. Our vehicles are CDL-exempt, lowering training costs and simplifying staffing, especially for volunteer departments.</p> <p>The Wildland Series also supports higher reimbursement rates under FEMA and mutual-aid programs, particularly for Type 3-compliant units. Combined with our 25-year structural warranty, departments benefit from long-term reliability and reduced lifecycle costs.</p> <p><b>HYBRID STRUCTURAL/WILDLAND SOLUTION</b>  The Wildland Mini Pumper is a standout hybrid unit, bridging wildland mobility with structural firefighting power. With a 1,250 gpm PTO pump and 600-gallon tank, it meets both NFPA Type 3 and Type I criteria—ideal for departments operating in mixed environments.</p> <p>In summary, ITURRI America's Wildland Series offers a compact, innovative, and sustainable fleet of firefighting apparatus that deliver measurable value in performance, cost-efficiency, and environmental impact—fully aligned with the goals of Sourcewell and the needs of modern fire departments.</p>	
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	<p>Yes – All configuration options, accessories, and replacement parts in our price book (Question 62) are complementary to the Wildland apparatus.</p>	

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	Yes – Dealer-delivered preventive maintenance, customization, refurbishment, inspection, repair, and training services are offered (see Questions 76, 77, and 79).	*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="checkbox"/> Yes – In addition to the core Wildland Series models, ITURRI America offers the Wildland Mini-Pumper, a unique dual-mission apparatus that meets both Type 3 wildland and Type 1 structural pumper criteria in a single compact and powerful unit.  – This vehicle is unmatched in the market, combining 600 gallons of water, 15 gallons of foam, and a 1,250 GPM pump with pump-and-roll capability, all mounted on an International CV515 4x4 chassis.  – Its compact design and high maneuverability make it ideal for operations in Wildland Urban Interface (WUI) zones, where departments face both brush fires and structural threats.  – Built with EcoPolyFire® monoblock technology, the body is lightweight, corrosion-free, and maximizes tank and locker capacity, backed by a 25-year warranty.  – The unit includes customizable compartments, NFPA-compliant lighting, hose storage for over 1,000 ft of LDH, and multiple discharge and intake options.  – Its versatility and performance have made it a top seller, with over 20 units sold in recent months, and it has become the highlight of every Chiefs Fire Show and other industry events.  With this model, ITURRI America is bringing innovation and added value to the WUI segment, offering a solution that truly meets the evolving needs of fire departments.  Through our partnership with Sourcewell, we aim to expand access to this groundbreaking apparatus, helping more communities benefit from its capabilities and cost-efficiency.	*

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

**Line Item 92. NOTICE:** To identify any exception, or to request any modification, to Sourcewell 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 Sourcewell 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 Sourcewell 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 Sourcewell.
  3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
  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](#) - ITURRI WILDLAND SERIES - SOURCEWELL PRICING RFP #082025.xlsx - Thursday August 14, 2025 06:18:25
  - [Financial Strength and Stability](#) - Bank of America Reference letter July 2025.pdf - Tuesday August 12, 2025 05:50:16
  - [Marketing Plan/Samples](#) - MARKETING PLAN - ITURRI WILDLAND samples.zip - Saturday August 16, 2025 04:30:40
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Standard Transaction Documents.zip - Tuesday August 19, 2025 11:33:52
  - [Upload Additional Document](#) - WILDLAND series - Technical docs.zip - Thursday August 14, 2025 06:31:18
  - 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. - Antonio Rubio Malpesa, President, ITURRI AMERICA INC.

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