

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: Fort Garry Fire Trucks, Ltd.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Fort Garry Fire Trucks, Ltd., 53 Bergen Cutoff Road, Centreport, Manitoba, Canada R4B 0A6 (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 1: Structural Apparatus and Comprehensive Solutions, to Participating Entities. In Scope solutions include:
- a. **Category 1: Structural Apparatus and Comprehensive Solutions**, including, but not limited to:
- i. Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints;
 - ii. Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in i. above;
 - iii. Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii. above; and,
 - iv. **Category 1** responders **MAY** include complementary Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus 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 Sourcwell 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 Sourcwell if this certification changes at any time during the term of this Agreement.

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

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

Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

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

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

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

Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell 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

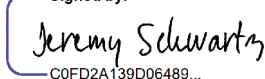
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Signed by:


C0FD2A139D06489...

By: _____

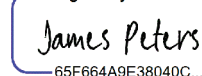
Jeremy Schwartz

Title: Chief Procurement Officer

Date: 12/8/2025 | 11:18 AM CST

Fort Garry Fire Trucks, Ltd.

Signed by:


65F664A9E38040C...

By: _____

James Peters

Title: President

Date: 12/8/2025 | 10:23 AM CST

RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

Vendor Details

Company Name: Fort Garry Fire Trucks
Address: 53 Bergen Cutoff Road
Winnipeg, Manitoba R3C 2E6
Contact: Robert Pike
Email: rpike@fgft.ca
Phone: 204-594-3473
HST#:

Submission Details

Created On: Tuesday July 08, 2025 11:17:05
Submitted On: Wednesday August 20, 2025 14:14:03
Submitted By: Chris Desrochers
Email: cdesrochers@fgft.ca
Transaction #: 8c77d74f-ae05-4f53-b31c-bea4a239d92f
Submitter's IP Address: 147.243.183.37

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.	Fort Garry Fire Trucks Ltd.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Fort Garry Fire Trucks Ltd. (FGFT)	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	U.S. Unique Entity ID: H6XNVN99T648 FORT GARRY FIRE TRUCKS LIMITED CAGE: 38596 FORT GARRY FIRE TRUCKS LIMITED	*
5	Provide your NAICS code applicable to Solutions proposed.	336211 - Motor Vehicle Body Manufacturing	
6	Proposer Physical Address:	53 Bergen Cutoff Road Centreport, Manitoba, Canada R4B 0A6	*
7	Proposer website address (or addresses):	www.fgft.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	James Peters President Fort Garry Fire Trucks 53 Bergen Cutoff Road Centreport, Manitoba R4B 0A6 Email: jpeters@fgft.ca Ph: 1-800-565-3473 (ext.:3480) Direct Line: (204) 594-3480 Cellular: (204) 226-5509 Fax: (204) 694-3230	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Robert Pike Corporate Services Manager Fort Garry Fire Trucks 53 Bergen Cutoff Road Centreport, Manitoba R4B 0A6 Email: rpike@fgft.ca Ph: 1-800-565-3473 (ext.: 3477) Direct Line: (204) 594-3477 Cellular: (204) 901-4746 Fax: (204) 694-3230	*

10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Brad Petrie Internal Sales Manager Fort Garry Fire Trucks 53 Bergen Cutoff Road Centrepoint, Manitoba R4B 0A6 Email: bpetrie@fgft.ca Ph: 1-800-565-3473 (ext.:3476) Direct Line: (204) 594-3476 Cellular: (204) 981-0252 Fax: 204-694-3230	*
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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>Fort Garry Fire Trucks, established in 1919, proudly celebrates a century of excellence, and is Canada's largest firefighting apparatus manufacturer. From its beginnings, the company has evolved, offering a diverse product line, a leading-edge rubber products division, and superior manufacturing methods and materials.</p> <p>Our business philosophy has recognized the need for apparatus to serve their communities and protect their firefighters under the harshest conditions. This commitment to design, quality, and customer-centric service, has culminated in some of the highest quality and robust apparatus in the industry giving us our reputation for "One Tough Truck."</p> <p>Our key to success is our commitment to the consistent delivery of high-quality fire apparatus.</p> <p>Our mission is to ensure each truck is "Engineered for the Extreme". This involves rigorous adherence to safety standards, advanced engineering and a commitment to innovation in design technology. The company has enhanced its quality by being the first fire truck manufacturer to adopt ISO Quality Standards.</p> <p>Our core values are reflected in our Commitment to Drive the Boundaries of Innovation, Engineer Excellence, and Provide Customer Satisfaction.</p> <p>Continuous improvement in manufacturing processes, materials, and features can set a company apart. At FGFT we offer cutting-edge solutions and stay abreast of industry advancements to ensure that the fire trucks we manufacture are equipped to meet evolving needs and challenges in the emergency response of our customers.</p> <p>Fort Garry Fire Trucks Ltd. is an established private company that has over a hundred-year history manufacturing in the Canadian market. The company was formed as a tire and rubber vulcanizing shop and quickly evolved into the manufacturer of customized vehicles. Specialized body manufacture was quickly complemented by building custom fire trucks. National expansion of sales and product offerings included custom bus bodies, tankers, and public works equipment such as snowplows, dump trucks, and sewer and water truck equipment.</p> <p>Fort Garry Fire Trucks continued to expand its fire truck product line, ensuring customer satisfaction and dedication to the fire service was strong, fulfilled by direct attendance at tradeshow and conferences.</p> <p>The first pumpers and advanced aluminum extruded bodies were manufactured and designed for custom fire truck chassis. FGFT concepts lead the industry. FGFT built the first enclosed pump panel unit on a rear engine chassis, followed by a much-copied top mount enclosed pumphouse pumper on a commercial chassis.</p> <p>As the range of pumper, rescue, and tanker models increased, FGFT partnered with major manufacturers of chassis and aerials, providing expert sales and exclusive products. An expansive national dealer, sales force and service network across the U.S. and Canada complemented FGFT's growth.</p> <p>The need and recognition of FGFT's premier lines see apparatus delivered around the world. Nations across the Caribbean, South America, Central America, China, the Middle East and Africa, have FGFT apparatus. In some cases, FGFT can do business in countries that are excluded from U.S. access.</p> <p>FGFT has partnered with Sourcewell contracted suppliers to ensure wider access to products. This includes Sutphen, with FGFT as the exclusive dealer in Canada. Spartan, with FGFT a major manufacturer on their chassis. HME, with FGFT now building on their chassis.</p> <p>FGFT infrastructure and logistics grew to support the growing product lines, moving twice and settling into its custom-built, state of the art manufacturing plant. The new 52,000 sq. ft. factory saw major investments in equipment, processes, CAD modeling and CNC software.</p> <p>Currently, Fort Garry Fire Trucks Ltd. employs 130 people, producing fire pumpers, rescue, tankers, wildland, industrial and specialized fire apparatus, sewer, potable water delivery, and providing engineering, sales support, parts and service.</p> <p>We are the largest builder of fire apparatus in Canada with a reputation for exceeding the customer's expectations.</p>
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12	What are your company's expectations in the event of an award?	<p>FGFT will provide superior product for the U.S. and Canadian markets through Sourcewell's streamlined procurement process. Working effectively with Sourcewell and the opportunities that will create, FGFT will meet the needs of participating entities by providing exceptional products, a wide range of options, and discounted purchase pricing. A large expectation is to strengthen buyer-supplier cooperation</p> <p>FGFT expects to increase our annual revenue by 20% through a partnership with Sourcewell.</p> <p>Sourcewell allows FGFT to provide our extensive product line of fire, rescue, aerial, wildland, water supply, industrial, military, and specialty apparatus, as well as accessories and equipment at a notable discount from list pricing.</p> <p>FGFT will expand our presence in the U.S. and Canadian marketplace by employing the Sourcewell contract. FGFT will work with Canoe Procurement Group of Canada to connect participating entities with fire apparatus, equipment, and supporting services in Canada.</p> <p>FGFT will also work with participating entities to design, engineer, and build products exceeding standards and expectations, and to deliver apparatus on-time, with training, service, and continual support, regardless of the location.</p> <p>FGFT will use our significant market presence, and electronic and print media to connect to participating entities. FGFT has the most expansive presence at tradeshow, conferences and conventions across Canada and attends major events in the U.S. The FGFT brand is widely recognized across social media, website, published material, and consultations.</p> <p>The fundamental expectation is to use our partnership with Sourcewell to communicate FGFT's extensive product line and premier pricing to participating entities.</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>FGFT is a privately owned company, preferred majority shares owned by Richard Suche Holding Company. See provided bank letter and bond letter. Dun & Bradstreet DUNS #24-351-3541 Financial statements are available upon request.</p> <p>The company adheres to all GAAP requirements and has annual financial statements. FGFT's annual revenue is in excess of \$50 million. FGFT is increasingly profitable and has an increasingly strong EBITDA over the last few years. Current Ratio including customer advances is 2:1 and current liabilities excluding customer advances are all trade debt. FGFT carries no long-term debt and currently has no line of credit debt. All working capital is internal.</p>	*

14	What is your US market share for the Solutions that you are proposing?	<p>Fort Garry Fire Trucks provides 2% of its annual production to the U.S. market. Nothing prevents FGFT from supplying to any U.S. participating entity.</p> <p>Supply has included apparatus throughout the United States and Alaska. Nothing prevents FGFT from providing fire trucks to Hawaii or other U.S. territories overseas, defence, educational, institutional, or industry.</p> <p>FGFT maintains dealers in New York State, Washington State, and Alaska. This is complemented by FGFT attendance at the major U.S. FDIC conference, Fire Rescue International (IAFC), and Fire Apparatus Manufacturers' Association events.</p> <p>Sourcewell will allow FGFT to expand further into the U.S. by having a robust contract process in place whereby customers can access FGFT products easier. Marketing, availability and experience in the U.S. positions FGFT to increase market share. FGFT is making a major investment in custom chassis options to increase U.S. market share. FGFT production times are currently faster than U.S. manufacturers, also positioning FGFT to gain market share. Also FGFT has added a dedicated in house US sales manager.</p> <p>FGFT has major partners in the U.S. that are Sourcewell suppliers and has applied these relationships to gain U.S. market share.</p> <ul style="list-style-type: none"> - Sutphen Corporation. FGFT is an exclusive partner. Sutphen provides chassis' to FGFT, and completed FGFT fire apparatus are sold to U.S. fire departments. - Spartan Emergency Response. Spartan provides chassis' to FGFT, and completed FGFT fire apparatus are sold to U.S. fire departments. - HME Inc. HME provides chassis' to FGFT, and completed FGFT fire apparatus are available to U.S. fire departments. For expansion into the U.S., stock units have been made available for shorter delivery times. <p>FGFT has provided pumpers, pumper-tankers, tankers, rescues, and wildland apparatus across the U.S. including New York State, Washington State, Alaska, North Carolina, Mississippi, Pennsylvania, North Dakota, etc. Notably, the State of New Mexico maintains a fleet of FGFT wildland apparatus.</p> <p>FGFT can provide apparatus to all levels of federal, state and local governments, fire departments, commercial and industrial concerns. FGFT has a U.S. Unique Entity Identifier and CAGE number. Critically, as a Canadian manufacturer, FGFT has access to DoD defense contracts via joint defense agreements. FGFT maintains all necessary licencing, broker, and customs credentials to sell in the U.S.</p> <p>A Sourcewell supplier contract will provide for greater national access and give local governments increased access to FGFT.</p>
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15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Fort Garry Fire Trucks provides 98% of its annual production to the Canadian market. Nothing prevents FGFT from supplying to any Canadian participating entity.</p> <p>As the largest fire truck manufacturer in Canada, Fort Garry Fire Trucks holds a significant portion of the Canadian market.</p> <p>Based on reported Fire Apparatus Manufacturers' Association (FAMA) statistics, market evaluations, and purchasing documents (RFQs, RFPs), FGFT supplies 1 in 6 trucks (17%-20%) or better in Canada annually. Customer demand, sales, and production continue to grow.</p> <p>Sourcwell is seen as a growing cooperative tool in Canada. A contract will allow FGFT to partner with Canoe Procurement Group of Canada to provide participating entities with greater choice, accessibility and flexibility. FGFT brand name, marketing tools, known quality, and availability, make FGFT a premier choice in Canada.</p> <p>FGFT expects to increase our annual revenue by 20% through a partnership with Sourcwell.</p> <p>FGFT maintains a dedicated sales branch and service network across Canada. Dedicated sales representatives exist to provide customer choice, flexibility and customer service. Contract Administrators and in-house design and engineering provide for specific customer needs.</p> <p>FGFT has complete product lines tailored to the Canadian market including pumpers, rescues, tankers, aerials, command, wildland, and specialty fire apparatus.</p> <p>FGFT has major partners and captures market share in Canada. All partners are currently Sourcwell suppliers.</p> <ul style="list-style-type: none"> - Sutphen Corporation. FGFT is the exclusive distributor of Sutphen aerials and chassis in Canada. - Spartan Emergency Response. FGFT completes apparatus on Spartan Chassis. - HME Inc. This includes the supply of custom chassis for FGFT apparatus. <p>Stock units have been made available, for shorter lead times and purchase efficiencies.</p> <p>FGFT is a leading supplier to the market in Canada, supplying indigenous communities, provincial, local governments, education, commercial and industrial customers.</p> <p>FGFT has supplied the Department of National Defence (DND) with a large and diverse selection of vehicles. This includes dedicated wildland firefighting apparatus for Bases across Canada. This fleet totals 70+ trucks with additional on order. DND has received pumpers, tankers, command, rescue, bomb disposal, and ARFF apparatus. Of note, specially designed all-terrain tracked firefighting apparatus have been supplied.</p> <p>FGFT supplies the provincial and territorial governments of Ontario and Nunavut with fire apparatus on standing agreements. Cities and municipalities across Canada receive FGFT trucks.</p> <p>Critically, the current and forecasted economic and political situation, coupled with supply chain issues for all manufacturers, positions FGFT as a strong supplier in Canada. By being a manufacturer in Canada, FGFT is strategically positioned to meet the needs of more governments calling for products built in Canada.</p> <p>Sourcwell, combined with Canoe, will only increase participating entity access to FGFT in Canada.</p>
16	<p>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 Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>None.</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>b) The company is best described as a manufacturer.</p> <p>Fort Garry Fire Trucks is an original equipment manufacturer with an in-house sales team for various regions and a dealer network throughout North America.</p> <p>The dealer network is comprised of 75% employee based and 25% dealer based. FGFT maintains sales support, contract administration, financial, legal, and marketing support from its headquarters in Winnipeg, Manitoba, Canada. It has a diverse and experienced sales team with direct access to engineering guidance and contract design. Monitoring for bid opportunities, submission for bids and RFQs are constantly evaluated and distributed to the sales and dealer network.</p> <p>The sales and dealer network attends training, company briefings, and annual meetings to learn company strategy, technology, and updated sales plans. Annually, FGFT holds information sessions with major suppliers of components and products to ensure knowledge and skill involved with selling products and options.</p> <p>The salesperson dealing with the customer for pre-construction, construction, inspection and delivery attends FGFT with the customer, thus being involved with the complete process of specification, sales conditions, through to apparatus delivery. Sales works to attend each delivery at the customers location and continues with follow-up.</p> <p>FGFT delivers each apparatus itself using trained and experienced operators. These operators are selected for their knowledge and skill as driver/operators, firefighters, and fire service instructors. The sales force is in constant communication and delivery preparedness with the drivers through the delivery and demonstration process.</p> <p>FGFT maintains a warranty department to ensure customer satisfaction with apparatus over the long term. Sales is constantly updated with issues and concerns and status of any warranty work.</p> <p>FGFT maintains a significant parts department available to secure and ship apparatus parts, support warranty, and add-ons and firefighting equipment.</p> <p>FGFT maintains a complete service facility for our local customers and a network of service providers across Canada and the Northern U.S. Service communication is available 24 hours a day, 7 days a week, a customer can contact FGFT for service scheduling. FGFT maintains long-term government contracts providing mobile pump and equipment testing, repair, and maintenance for various regions. Mobile service is part of the services available, with fully equipped service vehicles dispatched from FGFT or the service network as required. A complete service, rebuild and refurbishment center is maintained at FGFT.</p> <p>FGFT works to ensure its sales force, dealer network, contract, service, warranty, and all related resources are coordinated. The ISO 9001 standards process is meant to ensure this happens.</p> <p>This strong manufacturer and sales mission is meant to provide the customer with the best value when purchasing an apparatus.</p>
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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>All the various licenses required across North America that allow business to occur are held by FGFT. This includes sales licenses, insurance certificates, dealer licenses, engineering, manufacturing and service qualifications, brokers and sales permits.</p> <p>FGFT holds a Certificate of Status and business number as a company.</p> <p>FGFT holds the following licences and certifications noted, required to be held third-party audited, or tested.</p> <p>All certifications, authorizations, licences, etc. are complemented by ISO 9001 Quality Assurance accreditation:</p> <ul style="list-style-type: none"> - International Standards Organization (ISO) Standard 9001:2015 Certificate. Globally recognized standard for quality management assurance. Independently audited to ensure compliance. (Note: First Fire Apparatus Manufacturer in North America to attain this compliance.) - Transport Canada National Safety Mark # V37 Motor Vehicle Safety Regulations Authorization. - U.S. Federal Motor Vehicle Safety Standards (FMVSS) specifying design, construction, performance, and durability requirements for motor vehicles and regulated automobile safety-related components, systems, and design features. - Canada Motor Vehicle Safety Standard (CMVSS) - equivalent FMVSS - ECE-R29 - Static Roof Crush Testing for Crew Seating certification. - FMVSS 207-210 Standard "Seating Systems". Seat and Seat Belt Anchorage Standard certification. - Canadian Welding Bureau Aluminum Welding Certification - Canadian Welding Bureau Steel Welding Certification - National Fire Protection Association (NFPA) 1900: Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances third-party tested and vehicle mark. - Underwriters Laboratories of Canada Standard CAN-ULC-515-2024 Standard for Automobile Fire Fighting Apparatus. <p>Third-party testing sources:</p> <ul style="list-style-type: none"> - Underwriters Laboratories of Canada. - ATS Certifications, Inc. ANSI National Accreditation Board Certification. NFPA, ULC Testing and Auditor for Fire Underwriters Survey in Canada. <p>Staff Qualifications (summary):</p> <ul style="list-style-type: none"> - Professional Engineers (P.Eng.) with professional certification. - Certified Engineering Technologists (C.E.T.) with professional certification. - Emergency Vehicle Technician Certification Commission – Fire Apparatus Track and Driver / Operator certifications. - National Fire Protection Association (NFPA) 1002: Standard for Fire Apparatus Driver/Operator Professional Qualifications. <p>Business Licenses:</p> <ul style="list-style-type: none"> - Dealer / Sales Permits - Various across Canada and US allowing full representation in North America. - Certificate of Liability Insurance <p>Associations and affiliations (as company or individual staff)</p> <ul style="list-style-type: none"> - Fire Apparatus Manufacturer's Association (FAMA) - National Fire Protection Association (NFPA)
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 Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>None</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>No specific industry awards or ratings are available. However, FGFT provides resources and returns to the fire apparatus industry which provide overall recognition, value and credibility to our product.</p> <p>The first fire truck manufacturer to achieve the ISO 9001 Quality Management Standard, which is now industry wide.</p> <p>CEO Rick Suche has served twice on the Board of Directors of the Fire Apparatus Manufacturers Association (FAMA). He has continually served on the ULC515 Standard for Automobile Fire Fighting Apparatus Committee.</p> <p>Head Engineer Gordan Draskovic serves on the Board of Directors of the Manitoba Heavy Equipment and Vehicle Technology Centre.</p> <p>Corporate Services Manager Robert Pike serves on NFPA 1910 Technical Committee (Chapter 49,50,51: NFPA 1071 Standard for Emergency Vehicle Technician Professional Qualification)</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>98% of sales are government sector based.</p> <p>This includes federal, provincial and municipal level sales. One example is FGFT being the primary supplier for the Department of National Defence in Canada. The remaining 2% is typically private companies that have industrial based requirements.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>Nothing prevents FGFT from providing apparatus to the education and training sector.</p> <p>FGFT has a strong presence at firefighter training academies in Canada.</p> <p>The Manitoba Emergency Services College has the largest fleet of training apparatus in Canada which includes six (6) FGFT apparatus. FGFT has supplied apparatus to the Ontario Fire College, and Lakeland College's Emergency Training Centre in Alberta.</p> <p>Fire trucks have been sold to dedicated fire training schools and academies, however the market is small, no sales have occurred in the previous three years.</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>Currently FGFT is not part of any cooperative purchasing program.</p> <p>The expectation is to join Sourcwell and Canoe Procurement Group of Canada. Local governments continually turn to cooperative purchasing. This increasing trend opens market share and opportunity in the U.S. and Canada. Pre-qualifying FGFT as part of a Sourcwell contract will allow FGFT to be available to all participating entities easier and at a saving.</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?	<ul style="list-style-type: none"> - Territory of Nunavut - \$2 Million Annually - Office of Fire Marshall (OFM) - \$4 Million Annually - Department of National Defence (DND) - \$6 Million Annually 	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Winnipeg, MB	Scott Wilkinson - Deputy Fire Chief Jeff Whitney - Director of Emergency Mechanical Services	204-986-2569 204-986-5416	*
Cariboo Regional District, BC	Larry Loveng - Manager of Procurement	250-305-2188	*
City of Thunder Bay, ON	Dave Paxton - Fire Chief	807-625-2104	*
Parkland County, AB	Dave Rilling – Maintenance & Logistics Coordinator	780-968-8888	
Cape Breton Regional Municipality, NS	Craig MacNeil - Deputy Fire Chief	902-593-5350	

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

Describe your company's capability to meet the needs of Sourcwell 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>The FGFT sales force is comprised of ten (10) dedicated, external Sales Associates, three (3) dealerships across the U.S., and two (2) in Canada.</p> <p>The U.S. and Canada are entirely represented by FGFT in terms of sales, marketing, and contract administration.</p> <p>Sales are handled by this dedicated sales force and supported directly from the FGFT office with Contract Administrators and Engineers. For fleet contracts, overseas contracts, northern Canada, and defence contracts, FGFT provides an Internal Sales Manager and/or dedicated Contract Administrator.</p> <p>Critically, FGFT has dedicated sales staff for Indigenous Communities.</p> <p>Each sales associate has their own region, resulting in knowledge, needs, and best product to customers. A value-added partnership is developed with each customer contact.</p> <p>Sales Associates and contract Administrators attend regular sales planning, apparatus options, and equipment training sessions,</p> <p>The Sales Associates have a support group of six internal Contract Administrators at the FGFT office that take care of various sales requirements. This includes the liaison with engineering, conduct of preconstruction contract and final inspection meetings, and the production phase of the fire apparatus to ensure customer satisfaction.</p> <p>FGFT maintains quoting software that is integrated into bidding choices, specifications, design and sales. Sales can efficiently provide a participating entity with options, pricing, specifications and sales conditions rapidly, meeting an entities needs when selecting and apparatus.</p> <p>The FGFT sales force has major partners and offers a complete lineup of fire apparatus. Choice and offerings include apparatus and options from other Sourcewell suppliers.</p> <ul style="list-style-type: none"> - Sutphen Corporation. FGFT is the exclusive distributor of Sutphen aerials and chassis' in Canada. - Spartan Emergency Response. FGFT completes apparatus on Spartan Chassis. - HME Inc. This includes the supply of custom chassis for FGFT apparatus. <p>FGFT maintains a warranty department to ensure customer satisfaction with apparatus over the long term. Sales is constantly updated with issues and concerns and status of any warranty work.</p> <p>The sales force is managed through the FGFT office and is provided with contract support, bid quoting, engineering advice, promotional material and marketing.</p> <p>Outstanding offerings and strong customer contact is a hallmark of the FGFT sales force.</p>
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27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>FGFT has Authorized Sellers (dealers) for U.S., Canadian, and international sales along with dedicated sales force. The dealers must be established and may have the ability to provide service for the fire apparatus.</p> <p>FGFT has dealers and service providers in New York State, Washington State, Alaska and across Canada. Strategically placed, these Authorized Sellers will promote FGFT solutions to participating agencies.</p> <p>The FGFT sales force has major partners and offers a complete lineup of fire apparatus. Choice and offerings include apparatus and options from other Sourcewell suppliers. The ability for FGFT to act as a distributor and have a secure dealer network, along with strong distribution ability provides the best access for a participating entity.</p> <p>FGFT is the exclusive distributor of Sutphen aerials and chassis in Canada. Sourcewell provides participating entities with access to the Sutphen product line, and prospects of a contract with Canoe Procurement of Canada will see the Sutphen product line expand even further in the Canadian market. Sutphen's expert fire truck manufacture complements FGFT premier product lines without any sacrifice of quality and durability, while offering lower cost. FGFT works to ensure each purchase of a Sutphen custom aerial apparatus or chassis is of the highest quality heavy-duty custom truck available.</p> <p>FGFT is a distributor and reseller for Spartan Emergency Response custom chassis. As a distributor, FGFT completes apparatus on Spartan chassis, giving large choice to the customer. Notably, as a reseller, FGFT purchases Spartan chassis to build its fleet of stock trucks throughout the year. Having Spartan as a Sourcewell supplier, and FGFT building a range of pumpers, rescues, industrial and specialty vehicles on these chassis gives a participating entity a wider range of choice, options and savings.</p> <p>FGFT is a distributor and reseller of HME Inc. custom chassis for FGFT apparatus. As a distributor, FGFT completes apparatus on HME chassis, giving large choice to the customer. Notably, as a reseller, FGFT purchases HME chassis to build its fleet of stock trucks throughout the year. Having HME as a Sourcewell supplier, and FGFT building a range of pumpers, rescues, industrial and specialty vehicles on these chassis gives a participating entity a wider range of choice, options and savings.</p> <p>All dealer, distributorship and reseller processes are integrated in FGFT sales software, training, promotion, and marketing.</p> <p>The goal of these relationships is to ensure FGFT and its partners provide the best range of flexibility and support to a customer. The wide selection of options allows for the best price offered to the customer by leveraging dealer, distributor and reseller pricing.</p>
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28	Service force.	<p>FGFT provides repair, testing, refurbishment and maintenance services of fire apparatus and fire equipment through dedicated staff and the dealer network in the U.S. and Canada.</p> <p>Service communication is available 24 hours a day, 7 days a week, to allow customers to contact FGFT for service scheduling.</p> <p>FGFT has a service department overseen with a Service Manager. FGFT has seven employees in service located at the manufacturing facility in Winnipeg, MB. The service employees consist of staff with EVTCC qualifications for testing and service.</p> <p>FGFT provides mobile service technicians that travel to fire departments for on-site repairs with fully equipped testing and repair vehicles. The EVTs are provided with a stock of parts and technical tools to assess and repair with the goal to retain fire apparatus in community service. FGFT recognizes it is ideal to repair an apparatus within the community as to limit the downtime of an apparatus to maintain its in service status.</p> <p>FGFT maintains a complete service facility for our local customers, major repairs or rebuilds and refurbishments. FGFT has an additional service network across Canada and U.S. providing mobile service through approved third-party service technicians that are required to be Certified Mechanics and EVT certified.</p> <p>The service, warranty and parts departments are closely integrated to meet customer needs. FGFT maintains a significant parts department available to secure and ship apparatus parts and support service. FGFT engineering provides advice and component suppliers are directly engaged to ensure fast, factory standard service.</p> <p>FGFT maintains long-term government contracts providing mobile pump and equipment testing, repair, and maintenance for various regions. Mobile service is part of the services available, with fully equipped service vehicles dispatched from FGFT or the service network as required. A complete service, rebuild and refurbishment center is maintained at FGFT.</p> <p>The service force is constantly being trained and exposed to incoming components and building processes in the FGFT plant. This ensures the best service to the customer.</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>The sales process remains the same regardless of whether the apparatus is sold by a salesperson or dealer. The process begins with our sales personnel getting an understanding of the apparatus requirements for the area and then working with the customer to create the concept which is then brought to our engineering for development.</p> <p>When FGFT is successful in the bid process there will be a dedicated Contract Administrator which then takes over the process and oversees the truck through to completion.</p> <p>This is done to create a consistent experience for the fire department purchasing the apparatus. There is a dedicated individual to contact and maintains all communication to the department throughout the build.</p> <p>FGFT maintains Quotewriter and Jobscope software to integrate customer specifications with engineering and configuration specialists. Design efficiencies can be found that provide for the most competitive pricing.</p>	*
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>FGFT operates a 24/7 Emergency service hotline for customer service. FGFT will respond and create an action plan to have an apparatus up and running and back in service in the shortest time-frame possible. An action plan is created within 24 hours of a truck down situation.</p> <p>FGFT also utilizes third party service partners which are paid with approved rates local to the respective area to complete the service required.</p>	*

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>FGFT is looking forward to the opportunity to partner with Sourcewell and provide exceptional choice, lower pricing, and reduced administrative costs to participating entities in the U.S. and Canada.</p> <p>Nothing prevents FGFT from delivering apparatus to any participating entity in the U.S. and Canada.</p> <p>All FGFT products and apparatus types are available in the U.S. and Canada.</p> <p>Our expertise in providing products and services extends throughout the continental U.S. with larger sales numbers occurring in New Mexico, North Carolina, Pennsylvania, Illinois, Minnesota, Wisconsin, North Dakota, and Mississippi. FGFT sales are supported by dealers in Alaska, New York State, and Washington State. Other U.S. sales are supported by an in-house U.S. Sales Manager. Nothing prevents FGFT from delivering apparatus to Hawaii or any other U.S. territory overseas.</p> <p>Sourcewell is a key component of FGFT plans, and as a contracted supplier, allows for greater purchasing power by participating entities. FGFT looks forward to a Sourcewell contract to provide each participating entity access to our premier product at best pricing.</p> <p>FGFT is registered with a Unique Identifier to provide for U.S. government contracts at all levels.</p> <p>FGFT is registered with an NCAGE number, and as a Canadian company, can supply U.S. DoD and governments with fire apparatus as part of defence trade agreements.</p> <p>We continually expand our market presence in the U.S. We have recently expanded our product line and supplier relationships with U.S. companies and have recently built FGFT-Sutphen chassis pumper apparatus for New York State customers. Our HME and Spartan supply chain strengthens our U.S. presence and capability.</p> <p>Our supply partners in Sutphen, HME, and Spartan are all Sourcewell available, and FGFT works diligently with those partners.</p> <p>Sourcewell provides the opportunity to join with Canoe Procurement Group of Canada, giving even greater range to products and service. Our ability and willingness to move forward with these relationships is paramount to best participating entity value-for money.</p> <p>We look forward to a relationship with Sourcewell to reach participating entities and create ease of purchase and services.</p>
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>FGFT is eager and willing to partner with Sourcewell to provide fire apparatus to participating entities in Canada.</p> <p>FGFT expects to work with Canoe Procurement Group of Canada to connect Sourcewell and participating entities with FGFT fire apparatus at below MSRP, with greater availability.</p> <p>Nothing prevents FGFT from delivering apparatus to any participating entity in Canada.</p> <p>All FGFT products and apparatus types are available in Canada.</p> <p>FGFT is the largest manufacturer of Fire Apparatus in Canada, geographically located in the centre of Canada. Our expertise in Canada is unsurpassed, with a product line reflecting the needs of the Canadian fire service and its Canadian conditions.</p> <p>The sales force is well trained and educated in the needs and wants of fire apparatus and represents every province within Canada. FGFT is the most qualified apparatus manufacturer in Canada to provide quality fire trucks to Canadian customers.</p> <p>Sourcewell is a key component of FGFT plans, and as a contracted supplier, allows for greater purchasing power by participating entities. FGFT looks forward to a Sourcewell contract to provide each participating entity access to our premier product at best pricing.</p> <p>FGFT is registered with an NCAGE number, and as a Canadian company, can supply Department of National Defence and NATO contracts.</p> <p>We continually expand our market presence in Canada. Our aerial apparatus supply chain is provided for by Sutphen. We have recently expanded our product line for Canadian participating entities with the addition of HME chassis to supplement our Spartan offerings.</p> <p>Sourcewell provides the opportunity to join with Canoe Procurement Group of Canada, giving even greater range to products and service. Our ability and willingness to move forward with these relationships is paramount to best participating entity value-for money.</p> <p>We continually expand our market presence in Canada and look forward to a relationship with Sourcewell and participating entities to reach further customers and create ease of purchase and services.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None.	*
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.	None.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>No specific requirements or restrictions. There are no limitations to FGFT that would apply to Hawaii, Alaska or U.S. Territories.</p> <p>FGFT has experience delivering to Alaska.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes.	*

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>Fort Garry Fire Trucks (FGFT) is committed to actively promoting the Sourcewell cooperative purchasing contract as a central feature in our marketing strategy. Upon award, we will highlight the partnership across our full range of marketing channels with the goal of increasing awareness, driving adoption, and reinforcing procurement confidence.</p> <p>Key initiatives include:</p> <ul style="list-style-type: none"> • A dedicated Sourcewell webpage on the FGFT site, featuring eligibility info, contract details, and contact forms for Sourcewell purchasing support. • Ongoing social media campaigns promoting Sourcewell purchasing advantages. <p>With over 9,000 Facebook followers and 1,000,000+ post views in 2025 alone, FGFT's Facebook presence is among the strongest in the Canadian fire apparatus industry. Our Instagram following exceeds 3,000, with 35,000+ views year-to-date.</p> <ul style="list-style-type: none"> • Prominent Sourcewell branding in print materials, including the back cover of our annual FGFT wall calendar, mailed directly to 7,000+ municipal and fire service contacts across Canada. • Trade show signage, booth collateral, and banner stands featuring Sourcewell messaging and logos. • Sales brochures, email newsletters, and PowerPoint decks updated to include Sourcewell benefits and contract information. • In-house sales training to ensure all reps can confidently guide departments through Sourcewell procurement. <p>In addition to our digital and print efforts, FGFT maintains a robust in-person presence at over 20 fire apparatus and emergency services conferences annually across Canada and the U.S. Notable events include FDIC International, Fire-Rescue International, the Ontario Association of Fire Chiefs, PA Fire Expo, NYSAFC Annual Conference, Canadian Association of Fire Chiefs Conference, FEMSA/FAMA Annual Conference, and the British Columbia, Alberta, Manitoba, Saskatchewan, Atlantic, and Newfoundland Fire Chiefs Conferences, among others.</p> <p>At major conferences like FDIC, CAFC, and FireCon, FGFT also acts as an official sponsor, giving our brand and the Sourcewell partnership maximum visibility. We further build relationships by hosting invitation-only networking events at local restaurants—creating relaxed, high-value opportunities to connect with key customers and decision-makers.</p> <p>This integrated strategy—combining digital, print, face-to-face, and relationship-based marketing—ensures Sourcewell will be actively promoted across every channel that matters.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>FGFT uses data-driven digital marketing to increase visibility and reach key decision-makers in the fire service and municipal procurement sectors. By combining analytics, organic content, and targeted outreach, we ensure Sourcewell—and FGFT—remain consistently visible to our audience.</p> <p>Key tactics include:</p> <ul style="list-style-type: none"> • Facebook campaigns with over 9,000 followers and 1,000,000+ views in 2025, tracked via Meta Business Suite to optimize timing, engagement, and content. • Instagram content featuring truck builds, deliveries, and events, generating 35,000+ views, especially among visual-first and younger audiences. • Google Analytics dashboards to monitor website performance. In the past year, our site received 188,000 total user events and averaged 500 daily hits, reflecting strong ongoing interest. • UTM-tagged links to track conversions and traffic for Sourcewell-specific campaigns across email and social platforms. • SEO-optimized Sourcewell landing pages with procurement-focused keywords and structured metadata to attract fire chiefs and municipal buyers. • Email marketing campaigns tracked using Mailchimp or similar tools, with Sourcewell messaging woven into key communications. <p>In addition to digital, we maintain traditional outreach through our annual calendar, mailed to over 7,000 contacts, where the back page is reserved for internal promotions—including Sourcewell-focused messaging and QR codes to digital tools.</p> <p>This blended marketing approach—measured, multi-channel, and analytics-informed—ensures that Sourcewell remains a visible, trusted procurement option across our digital ecosystem.</p>

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell plays a critical role in normalizing and streamlining cooperative purchasing across North America. By offering pre-competed, publicly awarded contracts, Sourcewell provides a path to procurement—removing friction for buyers and accelerating the purchasing process in complex sectors like fire services.</p> <p>If awarded, FGFT will integrate the Sourcewell agreement deeply into our national sales model, reinforcing it as a primary procurement tool. Our sales team offers full coverage across Canada, including the Atlantic provinces, Prairies, Northern Ontario, British Columbia, and the Territories, as well as throughout the United States. This extensive reach enables direct engagement with departments of all sizes, from urban municipalities to remote northern communities. Many of our representatives are current or former firefighters, providing practical insight and trust-based guidance throughout the sales process.</p> <p>To promote and operationalize Sourcewell, we will:</p> <ul style="list-style-type: none"> • Train our sales team across all territories on Sourcewell contract use and eligibility. • Embed Sourcewell messaging in presentations, proposals, and quote packages. • Launch a dedicated Sourcewell webpage with eligibility tools and documentation resources. • Highlight Sourcewell on the back cover of our annual calendar, mailed to over 7,000 contacts. • Execute a targeted social media campaign—leveraging our 1M+ Facebook views and 35K+ Instagram views in 2025. <p>By combining localized sales expertise with high-visibility marketing, FGFT will ensure Sourcewell is promoted confidently, accurately, and consistently in every sales conversation.</p>	*
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>FGFT does not use an online or automated e-commerce platform for ordering fire apparatus—and this is by design. Our products are highly customized, often mission-critical, and must be configured with input from experienced professionals. We offer a personalized, consultative sales model delivered through our regional sales representatives.</p> <p>This approach is a strength, not a limitation. Our team works directly with municipal and industrial customers to guide each order with precision. Many of our reps are active or former firefighters, ensuring a deep understanding of operational realities.</p> <p>We offer comprehensive coverage across all Canadian provinces and territories, as well as the United States. This allows every customer to access face-to-face support for building proposals, understanding Sourcewell eligibility, and completing compliant procurement documentation. Our sales reps will provide a detailed power point presentation and an accurate quote utilizing our quoting software.</p> <p>If awarded, FGFT will:</p> <ul style="list-style-type: none"> • Provide step-by-step Sourcewell guidance, led by trained regional reps. • Supply all contract documentation and pricing references required for municipal review. • Maintain a dedicated Sourcewell resource page to supplement in-person support. <p>Rather than using a digital cart, we deliver one-on-one service backed by procurement knowledge and industry experience—ensuring Sourcewell is a smooth, supported purchasing pathway from start to finish.</p>	*

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

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>FGFT is an OEM manufacturer, service and parts provider, and is the largest supplier of fire industry related components from loose fire equipment to fire apparatus in Canada.</p> <p>Delivery of the apparatus is usually done by FGFT to ensure a proper road break-in by experienced delivery drivers.</p> <p>Delivery and demonstration of the apparatus is not built into the price of the apparatus on the Apparatus Pricing matrix. Delivery and demonstration costs vary depending upon customer location and number and type of apparatus being delivered. Typically, delivery costs are from \$5000 to \$10,000 depending on the location being delivered to in the US or Canada.</p> <p>Additional training can be offered in addition to the demonstration. Delivery drivers are driver/operators and follow NFPA 1002 driver/operator knowledge and skills criteria.</p>	*

42	Describe any technological advances that your proposed Solutions offer.	<p>FGFT is one of the established leaders in the fire fighting market in Canada and is continually involved in Industry advancements.</p> <p>Some examples are:</p> <ol style="list-style-type: none"> 1) Cold weather technology for extreme weather climates. FGFT apparatus are continually built and tested in these conditions, The Manitoba (Central Canada) climate creates obstacles other manufactures could only predict how to overcome. Temperatures can vary from -40F to +100F. FGFT has testimonials from customers operating effectively in these harsh conditions 2) FGFT is the only Fire Apparatus manufacturer in North America that utilizes 5083-H321 saltwater marine grade aluminum in the production of framed bodies. This grade of aluminum was chosen due to the superior corrosion resistance and strength properties compared to other aluminum typically offered in the fire apparatus industry. 3) Superior warranty protection and service. FGFT provides the most superior warranty in the fire apparatus industry by comparison. This is directly related to the twenty (20) year body warranty that is provided on framed bodies from FGFT. See attached warranty details. 3) Every apparatus built from FGFT is initially designed with 3D modeling software by our in house engineering team prior to production. 4) FGFT designed and manufactured Auxiliary Power Units (APU) for certain Fire Apparatus to help alleviate the carbon foot print and emissions. 5) FGFT designed and manufactured a Water Rescue Apparatus specific for Fire Fighters and challenges pertaining with water rescue operations. The design specifically targets interior storage for a Zodiac style boat that offloads in seconds and also a dedicated crew change area for diving gear. 6) FGFT designed and manufactured the very first top mount enclosed pump house built on a commercial chassis in North America. This concept gives the end user the capability to comfortably operate the pump in extreme harsh hot or cold conditions. This design has been duplicated by numerous fire apparatus manufacturers in the industry. These are just some of the many advances and concepts that FGFT has implemented in the industry over the past 40+ years. 	*
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>FGFT has began to implement the self-governing guidance of ISO 26000 on social responsibility. Section 6.5's core subject is the environment. Topics in this section include prevention of pollution, sustainable resource use, climate change mitigation and adaptation, protection of the environment, biodiversity and restoration of natural habitats.</p> <p>FGFT is ISO 9001:2015 certified. This ISO version will be updated to a newer standard in 2026. ISO 9001:2026 is set to be published in September 2026, introducing significant updates to the quality management standard. One notable area with updates and changes will be Sustainability and ESG Principles: The new standard will likely align more closely with Environmental, Social, and Governance (ESG) principles, requiring organizations to demonstrate how their quality management systems contribute to sustainable practices.</p> <p>FGFT strives to be a green energy efficient company, our plant was recently built to accommodate modern environmental practices. Some examples of are:</p> <ol style="list-style-type: none"> 1) Recycling programs with aluminum, steel and stainless steel. 2) Recycling programs with paper, plastic and cardboard. 3) Recycling programs with wood products. 4) Recycling programs with corrosive chemicals and fluids. 5) Production floor outfitted with energy efficient LED lighting. 6) No lead based paints. 7) Electronics and old computers are recycled from the offices. 8) Wiring cutoffs and temporary taillight assemblies are recycled. 9) Water from fire pump testing facility is recycled daily. 10) Designed and manufactured Auxiliary Power Units (APU) for certain Fire Apparatus to help alleviate the carbon foot print and emissions. 11) FGFT currently uses Salt Eliminator (Paint) - an environmentally friendly product. Salt Eliminator removes harmful road salt and deicing chemicals from your vehicle's exterior and interior. 	*
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>There is no third party to certify the green initiatives that FGFT utilizes as specified previously.</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>FGFT has been manufacturing trucks in the harsh Canadian climate for over 50 years. No other manufacturer has a better understanding of what it takes for a fire apparatus to withstand an expected life cycle of twenty-five years. There are numerous unique attributes to FGFT fire apparatus as a result of our experiences.</p> <p>FGFT provides a participating entity with the best value for money of any NFPA or ULC rated fire apparatus.</p> <p>A few key attributes are:</p> <ol style="list-style-type: none"> 1) Warranty and Serviceability. FGFT has the longest warranty in the fire apparatus industry. This is complemented by a full warranty department. 2) Twenty (20) year body warranty from cracking and corrosion. Best available warranty in the business. 3) Completely painted body (inside and out) and undercoated subframe for full framed bodies to eliminate corrosion potential. Warranty of 10 years. 4) FGFT utilizes the highest grade of aluminum (5083-H321 Salt Water Marine Grade) in the fire industry to manufacture full framed bodies. 5) Service options are available across all of Canada and the U.S. A 24/7 toll free number. Service technicians are located in house and also remotely to assist fire departments across the U.S. and Canada. 6) FGFT's vast experience and knowledge with the fire apparatus market. This means all of North America. Sales representatives, marketing and presence is recognized, credible and continually expanding. 7) FGFT has dedicated sales staff for Indigenous Communities. 8) Education pertaining to fire apparatus procurement. Included with each quotation, sale and contract administration is a complete process providing specification details, overview, description and options for the fire department purchaser. 9) Versatility, flexibility and customization with the design of the fire apparatus. FGFT has it's own in-house team of 10+ engineering staff to help customers that require unique solutions to fit the needs of their communities. Every apparatus is 3D Computer Aided Drafted and modeled. 10) Employees at FGFT are very long term ranging from 10+ years to over 40 years. This translates to a tremendous amount of knowledge with fire apparatus. FGFT is also an equal opportunity employer, very diverse ethnically comprised of women and men. 11) FGFT is directly tied in with the vendors and products that are used on the fire apparatus. FGFT just doesn't purchase components from vendors but rather has a long standing relationships with them. This allows the ability to create advancements and improvements on products produced by other companies which eventually benefit the end user. 12) FGFT was selected by the Freightliner head office to help design the new multiplex wiring for the current M2 cab design. This is one example of several where FGFT has assisted other vendors in the development of Fire Industry related products. 13) The owner of the company, CEO Rick Suche is a Fire Fighter. He understands first hand what is required with fire apparatus and demands a safe, affordable fire apparatus offering the best benefits. Several of the employees at FGFT are fire fighters, driver/operators, and contribute on NFPA, ULC and FAMA committees. 14) FGFT is the exclusive dealer for Sutphen Aerial Apparatus in Canada. Sutphen was ranked #2 by Sourcewell in the 2022 Sourcewell purchasing contract. 15) FGFT is a distributor and reseller of Spartan custom chassis when a custom chassis is required with end users. was ranked #4 by Sourcewell in the 2022 Sourcewell purchasing contract. 16) FGFT has expanded its product line and is a distributor and reseller HME custom chassis. HME was ranked #8 by Sourcewell in the 2022 Sourcewell purchasing contract.
46	<p>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>	<p>Fort Garry Fire Trucks is a FMVSS Certified Automotive manufacturer that meets D.O.T. as well as NFPA 1900 and UL certifications for fire apparatus related requirements.</p> <p>Regulations can be unique to certain areas and FGFT has had no compliance issues in the U.S. market.</p> <p>FGFT is required by U.S. Regulations to monitor for, and participate with component recalls, and issue recalls through government portals such as the National Highway Traffic Safety Administration (NHTSA) and procedures to issue recalls.</p> <ul style="list-style-type: none"> - U.S. Federal Motor Vehicle Safety Standards (FMVSS) specifying design, construction, performance, and durability requirements for motor vehicles and regulated automobile safety-related components, systems, and design features. - ECE-R29 - Static Roof Crush Testing for Crew Seating certification. - FMVSS 207-210 Standard "Seating Systems". Seat and Seat Belt Anchorage Standard certification. - National Fire Protection Association (NFPA) 1900: Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances third-party tested and vehicle mark.

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>Fort Garry Fire Trucks is a CMVSS Certified Automotive manufacturer that meets D.O.T. as well as NFPA and ULC requirements.</p> <p>Regulations can be unique to certain areas and FGFT has had no compliance issues in the Canadian market.</p> <p>FGFT is required by Transport Canada Motor Vehicle Regulations to monitor for, and participate with component recalls, and issue recalls for Motor Vehicle Safety through government portals and procedures.</p> <p>Fort Garry Fire Trucks holds the following qualifications and certifications:</p> <ul style="list-style-type: none"> - Transport Canada National Safety Mark # V37 Motor Vehicle Safety Regulations Authorization. - Canada Motor Vehicle Safety Standard (CMVSS) - equivalent FMVSS - ECE-R29 - Static Roof Crush Testing for Crew Seating certification. - FMVSS 207-210 Standard "Seating Systems". Seat and Seat Belt Anchorage Standard certification. - Canadian Welding Bureau Aluminum Welding Certification - Canadian Welding Bureau Steel Welding Certification - National Fire Protection Association (NFPA) 1900: Standard for Aircraft Rescue and Firefighting Vehicles, Automotive Fire Apparatus, Wildland Fire Apparatus, and Automotive Ambulances third-party tested and vehicle mark. - Underwriters Laboratories of Canada Standard CAN-ULC-515-2024 Standard for Automobile Fire Fighting Apparatus certified manufacturer and testing facility. <p>FGFT participates directly on the ULC 515 Fire Apparatus Committee with company CEO Rick Suche as a member.</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>Fort Garry Fire Trucks utilizes our own fleet of mobile service trucks across Canada. In addition to that we have an advanced network of certified EVT Mechanics that are recognized by Fort Garry Fire Trucks to perform onsite repairs.</p> <p>FGFT has a dedicated Service and Warranty department which can include a service contract with the unit upon its delivery for an additional fee. Service contracts are often taken by larger departments or government entities with fleets of units and therefore tendered separately from the apparatus portion. FGFT currently holds several of these large contracts across Canada. This includes the Government of Ontario.</p> <p>FGFT provides apparatus testing. Annual testing is a requirement of apparatus maintenance and rating for insurance and water supply capability.</p> <p>FGFT provides equipment testing such as fire ground ladders. This testing complements apparatus testing.</p> <p>Fort Garry Fire Trucks has worked with chassis remounts and refurbished units in the past which complements our strengths in manufacturing new apparatus.</p> <p>Factory level service, repair, rebuild, and refurbishments are undertaken at FGFT factory in Winnipeg, MB, Canada.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.</p>

50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	FGFT complies with all the requirements of Federal, Provincial, Territorial and Local government employment equity programs. FGFT participates under the Federal Employment Equity Act so that no person shall be denied employment opportunities or benefits for reasons unrelated to ability and to remove any disadvantage in employment experienced by women, Aboriginal peoples, persons with disabilities and members of visible minorities.	*

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>Every sale of an apparatus has a unique payment structure based on the customers needs.</p> <p>FGFT adapts to the needs of the customers payment structure.</p> <p>FGFT will identify Sourcewell customers to ensure contract pricing, statistics and Sourcewell reporting and contract terms.</p> <p>Industry standards typically dictate 10% deposit, chassis payment once arrived at our facility, and the remainder of the unit upon delivery.</p> <p>In some cases, a 10% hold back is added to these terms for 30 days after delivery to ensure satisfactory product.</p> <p>FGFT offers a discount upon pre-payment of the unit, as well a multiple unit purchases. If a customer requires a single payment on delivery without a deposit, FGFT will then account for pricing accordingly.</p> <p>Sourcewell payment terms will be as per contract along with quarterly reporting.</p>	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>FGFT has leased, financed, and rented apparatus.</p> <p>Nothing prevents FGFT from delivering apparatus to any participating entity.</p> <p>We often refer the customer to third parties for their leasing options and work closely with several leasing companies.</p>	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>FGFT is an ISO 9001 standard certified operation with specific procedures in order to guarantee the same process is taken with every truck.</p> <p>FGFT has ISO documents that outline our process from Order Entry, Contract Review, Drawing Approval, Pre-Production, Inspections, Delivery, etc.</p> <p>Sample documents have been provided:</p> <ul style="list-style-type: none"> • 5.5.3-15 - Order Entry • 5.5.4 - Sales Rapid Quote • 5.5.7 - Contract Review Meeting • 5.5.8 - Preproduction Meeting • 5.5.11 - Customer Approval of Drawing • 5.5.12-7 -Delivery Driver's Report • 5.5.14-27 Pre-Quote Chassis Checklist NFPA 1900 - 2024b • 5.5.15 - Lettering Instruction • 5.5.17 Parts Sales Inquiry Sheet • 10.4.6-2 Bill of Lading • 11.4.3-8 Factory Follow Up • 11.4.8 Radio Equipment • E010-6 Line Drawing • M001A-1 CA Submission Checklist • M047-3 Delivery Driver Submission Checklist • S001-14 Demonstration Checklist for Apparatus • S004 - Sales Pre-acceptance • S024-7 Delivery Checklist • S029 - Milestones Checklist • S033 - Customer Inspection • W003-17 Limited Warranty • W006-Warranty Registration 	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	FGFT currently does not utilize this form of payment process for apparatus due to higher value. This form of payment is for smaller valued items and accepted by FGFT parts and service	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>FGFT has supplied product-category pricing and discounts.</p> <p>Pricing provided for apparatus includes MSRP, Discount Percent, and Sourcewell Price. Refer to the FGFT Apparatus Pricing matrix. Prices given are FOB.</p> <p>Pricing provided for Options includes MSRP only. A blanket 15% discount applies to all optional items. Refer to the FGFT Options Pricing matrix. Prices given are FOB.</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.	FGFT provides a 15% discount off MSRP.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Volume discounts are available dependent on how many apparatus and similar design and configuration.</p> <p>A range of additional 0.5% through 2.5% discount on volume purchases dependent on the quantity and type of Fire Apparatus selected.</p> <p>Pre-Payment discounts are available.</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>FGFT will provide quotes on sourced products at time of request.</p> <p>FGFT will offer sourced products or related services as may be required by participating members. Prices will be quoted at a fixed price on a case by case basis and will not be eligible for any additional discount.</p>	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>FGFT includes quotations with the best information possible. As customers require additional items they can be added to any quotation.</p> <p>FGFT has no particular limitations imposed on its quotations to customers.</p> <p>Refer to the FGFT pricing matrices. Prices outlined are FOB.</p> <p>Prices given in the pricing matrices do not include:</p> <ul style="list-style-type: none"> - Factory preconstruction, construction, inspection trips. - Local taxes - License, registration and title fees. - Customer options and additions not listed on Sourcewell site. - Post-production additions at customer request - Loose equipment. - Parts stocks or caches of spare parts. - Extended warranties, service contracts. - Diagnostic software. - Delivery - Supplemental training over and above apparatus demonstration/orientation 	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>FGFT works with each customer to ensure the most efficient and cost-effective method of freight, delivery, terms, brokering, customs / border requirements and transport.</p> <p>FGFT outlines freight, shipping and delivery terms as part of customer quotations.</p> <p>All deliveries are priced individually based on mileage, travel time, expenses, fuel, and other costs, etc.</p> <p>FGFT provides delivery of the apparatus as standard at additional cost to the customer. This is always done by FGFT driver/operators to ensure a proper road break-in by experienced delivery drivers.</p>	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>FGFT works with each agency to ensure the most efficient and cost-effective method of freight, terms, brokering, customs / border requirements and transport.</p> <p>FGFT outlines freight, shipping and delivery terms as part of customer quotations as an additional cost.</p> <p>Experience with various shipping and delivery programs across North and South America, through to the high Arctic, US Territories and Internationally, allows FGFT to work with each participating agency to provide that service as part of its contract.</p> <p>Nothing prevents FGFT from delivering apparatus to any participating entity.</p> <p>FGFT is situated in the center of Canada in the largest inland shipping port in Canada (CentrePort Canada). Any shipping outside of Canada will be quoted on a case-by-case basis.</p> <p>FGFT will apply to work with Canoe Procurement of Canada participating agencies on individual or group terms or programs.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>FGFT has delivered apparatus as far as China, South America, the Middle East, and the High Arctic via ice roads and seasonal barges.</p> <p>Shipping, Distribution and Delivery methods vary dependent on the location of end user.</p> <p>FGFT typically recommends the apparatus to be delivered under its own power unless otherwise required. Various other forms of transport are used including Flat Deck Shipping, Rail, and Ocean Freight. These would be quoted on a case-by-case basis.</p>	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	<p>FGFT will implement a self-audit process to verify compliance per the proposed agreement.</p> <p>The goal of this audit process is to ensure quality control and reporting to ensure participating entities obtain best pricing and value for money.</p> <p>This audit process will be carried over to any agreement with Canoe Procurement Group of Canada.</p> <p>FGFT is an ISO 9001 Standard certified company. Specific audit procedures will be developed with input and advice from Sourcwell and various references. The creation of the audit will include any documents, forms, and electronic inputs.</p> <p>FGFT uses quotation software and a formula to ensure consistent pricing. Documentation from this pricing, including quote sheets, order pricing requests, order entry, order acknowledgement, etc. will include the Sourcwell discount being indicated and tracked. Fees and costs from these documents are verified by Contract Administrators.</p> <p>FGFT will self audit to ensure all Sourcwell discounts have been applied.</p>	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>FGFT will provide financial details and statistics to Sourcwell as required by the Sourcwell Master Agreement. This includes providing a Performance Review each calendar year.</p> <p>FGFT will correlate sales from the last 3 years and begin comparing sales attributed to Sourcwell contacts and purchases by participating entities.</p> <p>FGFT will track metrics relating to our various electronic marketing methods, including tracking sales volumes attributed to Sourcwell, and quotations based on Sourcwell participating agencies requests will be monitored.</p> <p>FGFT will also track the following metrics:</p> <ul style="list-style-type: none"> - Number of transactions by participating entities. - Win/Loss rates - Number of trucks sold by region - Sales dollars by region 	*

72	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.	FGFT will provide an administrative fee of CAD \$2000 to Sourcewell for each new or used fire apparatus sold. For all other services and items FGFT will provide an administrative fee of 2% for transactions over CAD \$3000. No administration fee will be paid for transactions under CAD \$3000.	*
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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.	Sourcewell allows FGFT to provide our extensive product line of fire, rescue, aerial, wildland, water supply, industrial, military, specialty, etc. apparatus, accessories and equipment at a notable discount from MSRP.	*

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.	FGFT provides a full range of new fire apparatus, in excess of 200 models when including variants. FGFT also provides fire equipment, fire apparatus testing, maintenance, and service, a full range of parts, apparatus refurbishment and rebuilding, and the sale of used apparatus. Refer to FGFT Pricing Matrices.	*
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Pumper, MXV, (11) solutions Pumper, Crusader, (6) solutions Pumper, ER, (22) solutions Mini Pumpers, (2) solutions Tanker, Wetside, (4) solutions Tanker, Fire Tanker, (4) solutions Tanker, Crusader, (4) solutions Tanker, Pumper Tanker, (4) solutions Rescue, Walk Around, (5) solutions Rescue, Walk In, (3) solutions Rescue, Command, (2) solutions Wildland, T1, Tactical Tender, (1) solution Wildland, T2, Tactical Tender, (1) solution Wildland, Type 3, (3) solutions Wildland, Type 4, (1) solution Wildland, Type 5, (1) solution Wildland, Type 6, (1) solution Wildland, Type 7, (1) solution Wildland, S1, Tender, (1) solution Wildland, S2, Tender, (1) solution Wildland, S3, Tender, (1) solution Specialty, Military Range Pumper, (1) solution Specialty, Water Rescue, (1) solution Specialty, Command Hazmat Rescue, (1) solution Specialty, Industrial Rapid Response Pumper, (1) solution Specialty, Industrial 4x4 Pumper, (1) solution Specialty, Industrial Nuclear Pumper, (1) solution Specialty, Water Delivery Tanker, (1) solution Specialty, Septic Tanker, (1) solution Aerial Ladder Trucks - FGFT is the exclusive Sutphen dealer in Canada Fire Equipment Fire Related Maintenance and Service 90 solutions available to select	*

76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	Fort Garry Fire Trucks can offer remounts and refurbishing services. Each service is accessed and quoted on an individual basis.	*
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>FGFT adheres to an ISO 9001 Standard process for warranty claims ensuring an efficient and problem-free claim.</p> <p>FGFT has an extensive Warranty Program for equipment, components, and products sold.</p> <p>FGFT provides a dedicated warranty team to provide specific warranty service to each customer. The warranty team works one-on-one to troubleshoot issues, make diagnosis, schedule service and repairs. The team ensures qualified technicians are provided. Updates, tracking and reporting is distributed across the company for review and improvements.</p> <p>FGFT has a toll free, 24/7 dedicated phone number and staff for warranty calls. 1-800-565-3473. Warranty calls are administered promptly due to the critical needs of an emergency vehicle for the respective community.</p> <p>If the buyer discovers a defect or nonconformity, they must notify FGFT in writing within thirty (30) days after the date of discovery. The transportation costs to and from the servicing location are the responsibility of the purchaser. This limited warranty is not transferable.</p> <p>Technician coverage is provided for all customers in any geographic region.</p> <p>Fort Garry Fire Trucks warranty is strictly limited to repair or replace. FGFT has the right to have the repair done at an approved service centre.</p> <p>Warranty applies to components manufactured by FGFT but does not apply to components or equipment supplied by another manufacturer.</p> <p>The following components are warranted for the following periods, respectively:</p> <p>Aluminum and stainless steel full framed bodies - twenty (20) years from date of delivery on complete unit, twenty (20) years on corrosion perforation.</p> <p>Formed bodies - five (5) years from date of delivery on complete unit (optional ten (10) years with undercoating), three (3) years on corrosion and perforation.</p> <p>General warranty - components manufactured by FGFT – twelve (12) months from date of delivery.</p> <p>Water tank constructed from high strength steel and hot dipped galvanized - 25 years to the original owner. Water tanks constructed from polypropylene. Lifetime tank manufacturer warranty. Customer must make tank accessible for the manufacturer to repair.</p> <p>Paint applied by FGFT – ten (10) years from date of delivery on aluminum and stainless steel full frame bodies and three (3) years on formed bodies (optional five (5) years with addition of undercoating and wheel well liner). Tank paint will be warranted for 7 years on a framed body and 3 years upgradable to 5 years on formed bodies.</p> <p>Warranty does not apply to:</p> <p>Chassis, cab, and automotive drive train (separately warranted by the manufacturer)</p> <p>Fire pumps, hoses, nozzles, and like apparatus (separately warranted by the manufacturer)</p> <p>Components supplied by other manufacturers. (Separately warranted by the manufacturer)</p> <p>FGFT warranty document samples uploaded:</p> <ul style="list-style-type: none"> • W003 -17 Limited Warranty • W006 - Warranty Registration Form 	*
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>FGFT works with many of the fire industry vendors for the warranty process.</p> <p>FGFT does the repair work for most of them and strives to make the customer experience as painless as possible.</p> <p>Having a sole source of warranty is ideal and all claims are handled through FGFT. There are very few instances where FGFT sends the customer direct to other vendors.</p>	*

79	Describe any service contract options or extended warranties being offered with your proposal.	FGFT is available to work with customers on service contract options and extended warranties at competitive rates. The requirement to maintain apparatus longevity is paramount the customer and options for service and support are negotiated to achieve the best value for money and complement FGFT warranty benefits.	*
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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 checked="" type="radio"/> Yes <input type="radio"/> No	Refer to FGFT Apparatus Pricing matrix.	*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Refer to FGFT Option Pricing matrix	*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Refer to FGFT Option Pricing matrix	*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	Refer to FGFT Apparatus Pricing matrix.	*

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		*

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. - James Peters, President, Fort Garry Fire Trucks Ltd.

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