

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: Maxi-Metal Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Maxi-Metal Inc., 9345 25th Avenue E., Saint-Georges, QC, Canada G6A 1L1 (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 January 1, 2026. The term of this Agreement is approximately four (4) years from the effective date (Original Term). The Agreement expires at 11:59 P.M. Central Time on December 4, 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 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 Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

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

16) **Force Majeure.** Neither party to this Agreement will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must prove the other party prompt written notice of the default.

17) **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 named in the Supplier's Proposal 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, Participating Entity 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 either party 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.

d) **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 or Supplier may terminate this Agreement upon providing written notice of material breach to the other party. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the other party 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.

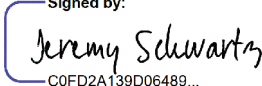
Article 3: Supplier Obligations to Participating Entities

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.

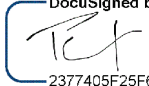
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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: 12/19/2025 | 8:02 AM CST

Maxi-Metal Inc.

DocuSigned by:

 2377405F25F6409...
 By: _____
 Patrick Thomassin
 Title: General Manager
 Date: 12/19/2025 | 5:52 AM PST

RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

Vendor Details

Company Name: MAXIMETAL INC.
Does your company conduct business under any other name? If yes, please state: Quebec
Address: 9345, 25e Ave
Saint-Georges,, Quebec G6A 1L1
Contact: Christopher Sapienza
Email: christopher.sapienza@maximetal.ca
Phone: 418-228-6294 249
Fax: 418-228-0493
HST#: 103571360 RT 0001

Submission Details

Created On: Monday July 21, 2025 09:33:39
Submitted On: Wednesday August 20, 2025 08:13:16
Submitted By: Christopher Sapienza
Email: christopher.sapienza@maximetal.ca
Transaction #: eaf2630d-c698-40f6-9567-5c06ad6543a5
Submitter's IP Address: 147.243.245.201

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.	MAXI-MÉTAL INC.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	NA	*
5	Provide your NAICS code applicable to Solutions proposed.	336120	
6	Proposer Physical Address:	9345, 25th Ave E, Saint-Georges, QC, Canada G6A 1L1	*
7	Proposer website address (or addresses):	www.maximetal.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):	Patrick Thomassin General Manager, Maxi-Métal Inc. 9345, 25th Ave E, Saint-Georges, QC, Canada G6A 1L1 Email: N/A Phone: 418-228-6637	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Christopher Sapienza Regional Vice President, Sales 9345, 25th Ave E, Saint-Georges, QC, Canada G6A 1L1 christopher.sapienza@maximetal.ca 418-228-6637	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Marie-Hélène Giguère Controller 9345, 25th Ave E, Saint-Georges, QC, Canada G6A 1L1 christopher.sapienza@maximetal.ca 418-228-6637	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>MAXIMETAL INC. is a leading Canadian manufacturer of custom fire apparatus, proudly serving communities since 1983. With over 40 years of experience, our innovative, high-performance intervention vehicles are trusted by fire departments across Canada and the U.S.</p> <p>Every MAXIMETAL truck is built in our 45,000 sq. ft. facilities in Quebec by a skilled team of 90+ fabricators, welders, mechanics, electricians, engineers, and project managers—many of whom are active or former firefighters. Their firsthand experience ensures our trucks meet the real-world demands of emergency services.</p>	

We're guided by our core values: FORCE—Faith, Open-mindedness, Respect, Courage, and Endurance. These values power our commitment to safety, durability, and operational excellence.

In 2015, Pierce Manufacturing selected MAXIMETAL as their exclusive Canadian build partner. That partnership grew to include U.S. production, culminating in 2022 when Pierce's parent company, Oshkosh Corporation, acquired MAXIMETAL.

Today, as a proud Oshkosh Corporation business, MAXIMETAL continues to set the standard for fire truck innovation and quality.

The Parent Company, Oshkosh Corporation, is a publicly traded company and has three reportable segments: Access, Vocational and Transport, with MAXIMETAL being part of the Vocational segment and being the primary focus of this proposal. The Vocational segment includes the Pierce Manufacturing Inc., Maxi-Metal, AeroTech, Oshkosh Airport Products, McNeilus, IMT, Frontline Communications and Oshkosh S-Series businesses.

The Pierce and Maxi-Metal businesses design and manufacture commercial and custom fire apparatus. AeroTech designs and manufactures airport ground support equipment and gate equipment and provides baggage and facility airport services. Oshkosh Airport Products designs and manufactures aircraft rescue and firefighting (ARFF) vehicles. McNeilus designs and manufactures refuse and recycling collection vehicles and components. The segment also includes IMT-branded field service vehicles and truck-mounted cranes, Frontline Communications-branded simulators, command vehicles and other communication vehicles and Oshkosh S-Series front-discharge concrete mixer vehicles. Vocational segment sales are made primarily to municipal and commercial customers in the Americas.

Core Values:

Our purpose is making a difference in people's lives. Our core values provide the foundation for how we live our purpose and ensure an ethical and People First Culture. They signal who we are and how we behave as a company and as individuals. We hold ourselves to these standards in every interaction—with fellow team members, customers, suppliers, shareholders and in our communities.

We put people first

We treat people how they need to be treated. We keep people safe, within our walls and those using our products. We care for the emotional, physical and financial wellbeing of our people. We celebrate what makes each of us unique. We value others' words and ideas. We respect the impact we have on each other, on the people we serve and in communities around the world.

We do the right thing

We do the right thing, the right way, for the right reasons. We take responsibility for our actions. We speak up and share our thoughts and concerns. We keep our promises. We respect our environment, both where we work and the planet we rely on.

We persevere

We push the bounds of technology and engineering to bring value to our customers and those who count on us. We challenge the impossible to make a difference every day. We are courageous and steadfast. We strive to overcome obstacles and achieve our goals.

We are better together

We welcome ideas different from our own. We rely on diversity to drive innovation. We create an inclusive, empowering environment for all. We work together across geographies, platforms, business units and functions to help our company reach its fullest potential.

Business Philosophy

Our business strategy is grounded in the company's purpose of making a difference in the lives of the people in our communities who do tough work. The strategy is reflected in three simple words: innovate, serve and advance. The company innovates customer solutions by combining leading technology and operational strength to empower and protect the everyday hero. The company is developing and integrating advanced technologies to expand production output, improve profit margins and fulfill its purpose in areas such as electrification, autonomy and connected products. The company serves and supports customers with relentless focus throughout the product lifecycle. The company believes that lifecycle services provide a robust growth opportunity while offering stability throughout business cycles. The company advances by expanding into new markets and geographies to move the world forward. The company expects to continue to grow globally and expand into new categories both organically, and inorganically through acquisitions.

		<p>In 2024, Oshkosh Corporations was recognized for the 10th consecutive years as one of the World's Most Ethical Companies®.</p> <p>Supporting documents:</p> <ul style="list-style-type: none"> - Corporate profile of MAXIMETAL - The Oshkosh Way 	
12	What are your company's expectations in the event of an award?	MAXIMETAL expects to continue successfully engaging with Sourcwell members to deliver exceptional value through streamlined procurement and trusted partnerships built on performance, reliability, and innovation. MAXIMETAL, previously awarded 2 Sourcwell Contracts since 2018 (#022818-MAX & #113021-MAX) expects to proudly continues to serve Sourcwell members with high-quality fire apparatus solutions.	*
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>MAXI-METAL Inc. is a wholly owned subsidiary of Oshkosh Corporation. Oshkosh Corporation is a publicly traded company, under Trading Symbol OSK under the New York Stock Exchange.</p> <p>The company delivered another successful year in 2024, demonstrating significant progress in its strategy to drive meaningful growth across the company's businesses and to position themselves for long-term success and shareholder value creation. Net sales grew in each of the segments during the year, led by the Vocational segment.</p> <p>Supporting documents:</p> <ul style="list-style-type: none"> - Oshkosh Corporate D&B report (7,21,25) - Oshkosh SEC Annual Report EOY 2024 - MAXIMETAL Letters of reference from some of our suppliers 	*
14	What is your US market share for the Solutions that you are proposing?	As a Canadian manufacturer focused on the Canadian fire apparatus market, MAXIMETAL continues to sell a limited number of vehicles into the US market through the 19 US Pierce Manufacturing dealers, however does not actively measure it's US market share.	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Market share information is often found in the "Industry at a Glance," "Competitive Landscape," or "Major Companies" sections of industry reports, which may be included in a company's annual report. These sections might also be referred to as "Key Players" or "Key Competitors".</p> <p>MAXIMETAL is the leading Canadian designer and manufacturer of custom-chassis and commercial-chassis fire apparatus, designed and manufactured to meet the demanding requirements of Canadian firefighters. MAXIMETAL's engineering expertise allows it to design its vehicles to meet stringent industry guidelines and government regulations for safety and effectiveness. MAXIMETAL primarily serves Canadian municipal customers, but can also sell fire apparatus to the DnD, airports, fire colleges and large industrial companies, as well as in US and international markets.</p> <p>MAXIMETAL's history of innovation, research and development in consultation with firefighters has resulted in a broad product line that features a wide range of innovative, high-quality custom and commercial firefighting equipment with advanced fire suppression capabilities.</p> <p>MAXIMETAL offers a full line of custom and commercial fire apparatus and emergency vehicles, including pumpers, tankers, light-, medium- and heavy-duty rescue vehicles, and through our sister companies Pierce Manufacturing, Frontline Communications and Oshkosh Airport Products our dealers complete the offer with aerial platforms, ladder and tiller trucks, mobile command and control centers, bomb squad vehicles, hazardous materials control vehicles, aircraft firefighting equipment and other emergency response vehicles.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	N/A	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	MAXIMETAL is best described as a (b) a manufacturer. We sell all our firetrucks through our North American dealer network, shared with Pierce Manufacturing, Oshkosh Airport Products and Frontline Communications, covered by over 400 sales reps in North America across 16 US dealers and our 3 Canadian dealers. These dealers offer full sales, parts & service support including best-in-class after-sales support. The Canadian dealers are our most active, spread as follows: - Commercial Emergency Equipment for BC AB, SK, MB, YT, NWT, ON - L'Arsenal for QC - Safety Source Fire in NB, NS, PE, NL We have annexed 3 documents in "Supporting Documents" with complete dealer network info, titled as follows: - "MAXIMETAL - North American Dealers" - "Directory - Pierce & Maxi Dealership Territories Map"	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	MAXIMETAL products are manufactured in accordance to all relevant codes, standards and industry best practices. We hold our vendors accountable to the utmost standards. Beyond ISO certifications and compliance, we require our supply chain of major components to obtain a score of 80% or above on supplier quality audit performed by Oshkosh Corporation supplier quality. We have included in our uploaded supporting material copies of the following certifications that we consider most pertinent to our status as an accredited manufacturer of fire apparatus: - ISO 9001:2015 certificate - Canadian Welding Bureau - Certificates CSA W47.1 and CSA W47.2 - ULC registration & most recent audit results - CMVSS/National Safety Mark (Canadian equiv. to FMVSS) - FAMA 2025 membership certificate	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	STIQ-PROGRESSION EXCELLENCE AWARD In 2021 MAXIMETAL was recognized for operational excellence by STIQ. STIQ, the largest manufacturing network in Quebec, is a multi-sector association of Quebec manufacturing businesses focused on improving operations, and to foster the growth economic growth. https://www.stiq.com/en/ Oshkosh Corporation 2025 Military Friendly Employer Designation: https://www.oshkoshcorp.com/news/2024/11-11-24-military-friendly-employer • Oshkosh Corporation (NYSE: OSK), a leading innovator of purpose-built vehicles and equipment, today announced that it has earned the 2025 Military Friendly® Employer designation. This marks the 14th consecutive year that Oshkosh Corporation has been recognized for its commitment to creating meaningful career opportunities for veterans and their spouses, helping to enrich their lives and support their futures." In 2024, Oshkosh Corporations was recognized for the 10th consecutive years as one of the World's Most Ethical Companies®.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Oshkosh Corporation maintains meaningful relationships with various governmental sectors throughout the organization. Since we are a publicly traded company, the information available is not inclusive of customer specific sales detail.	*
22	What percentage of your sales are to the education sector in the past three years?	MAXIMETAL, Pierce Manufacturing and Oshkosh Airport Products on occasion will sell to education sectors such as Fire Schools. The market for our products in these groups is limited.	*
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?	MAXIMETAL is currently only contracted with Sourcwell under contract #113021-MAX with a maturity date of 2/10/2026. As a publicly traded company we are unable to provide specific figures, but a substantial amount of our sales are derived through cooperatives.	*
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?	N/A	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Strathcona County Emergency Services	Jeremy Rudrud, Division Chief, Safety and Logistics	780-264-2982	*
Quinte West Fire and Emergency	John Whelan, Fire Chief	613-392-2841	*
Township of Leeds & the 1000 Islands	Michael Prior, Fire Chief	613-659-2415	*

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

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

Line Item	Question	Response *	
26	Sales force.	<p>MAXIMETAL's sales force is well represented throughout all Canadian provinces/territories, as well as the 50 U.S. states. Sourcewell and Canoe Procurement participating members are covered by the authorized dealer network. The sales force supports customer requests, trade shows, warranties, customer bids and the management and configuration of the truck order. There are approximately 20 sales representatives in Canada and over 380 in the U.S. dedicated to provide the highest quality apparatus to Sourcewell Members.</p> <p>The network of sales providers is supported by an internal MAXIMETAL sales team. The internal sales force is led by the Regional Vice President of Sales for Canada, responsible for business development at both Pierce Manufacturing and MAXIMETAL. There is a factory-based team made up of estimation, engineering & technical advisory, project management and sales administration resources to support the dealer network's bidding, quoting, booking, production and delivery activities.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>MAXIMETAL fire apparatus are exclusively sold by our dealer network, assuring expertise in not just sales, but also aftermarket service and parts support. Dealer sales are run out of each respective dealership by apparatus sales specialist reporting to their internal sales leadership.</p> <p>CANADA: 3 dealer organizations with 9 regional service facilities USA: 16 dealer organizations with over 100 regional service facilities We have annexed 3 documents in "Supporting Documents" with complete dealer network info, titled as follows:</p> <ul style="list-style-type: none"> - "MAXIMETAL - North American Dealers" - "Directory - Pierce & Maxi Dealership Territories Map" - "Directory - Pierce & Maxi Sales Representative" 	*

28	Service force.	<p>The MAXIMETAL & Pierce Mfg. dealer network represents over 1000 parts & service personnel across 120+ regional service facilities in North America, including over 160 certified Pierce Master Technicians. All dealer personnel have single point of contact, 24/7 access to MAXIMETAL dealer aftermarket & technical support, as well as full access to www.pierceparts.com for technical support of Pierce and Maxi Saber products. As a Canadian manufacturer we are providing detailed Canadian service info below, our US customers obtain aftermarket support through the US Pierce/MAXIMETAL dealer network.</p> <p>CANADA - WEST & ONTARIO COMMERCIAL EMERGENCY EQUIPMENT (https://comemerg.ca/) Service locations and capability: BC: Surrey (12 service bays, 1 mobile service unit, 12 technicians) AB: Calgary (22 service bays, 1 mobile service unit, 21 technicians) Edmonton (18 service bays, 1 mobile service units, 12 technicians) SK: Regina (10 service bays, 1 mobile service unit, 8 technicians) MB: Winnipeg (10 service bays, 1 mobile service unit, 4 technicians) ON: Woodstock (10 service bays, 2 mobile service units, 10 technicians) *NOTE: Commercial is also a certified Cummins dealer and Paccar Level 1 Service center. Commercial maintains a fleet of 5 pump-test trailers for annual pump testing & certification</p> <p>CANADA - QUEBEC* L'ARSENAL (https://larsenal.ca/) Covering province of Quebec for all products sold through them: QC: Drummondville (8 service bays, 4 mobile service units, 7 technicians, 2 parts people)</p> <p>CANADA - ATLANTIC SAFETY SOURCE FIRE LTD. (https://safetysourcefire.ca/) NS: Dartmouth - 1 customer service employee dedicated to Pierce & MAXIMETAL warranty administration and service dispatch (see next point below) NB, NS, PE & NL, Safety Source mechanical facility in Notre-Dame, NB (8000sq.ft. with 4 bays, 2 mobile service units, 2 technicians, 1 parts person)</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>Canadian dealers directly use their user access to our cloud-based CPQ (Configure-Price-Quote) platform called COACH to build their quotes. This platform, powered by ConfigureOne, automates the option selection, pricing and specification document process. (American dealers use Pierce's SalesNet platform to build their quote requests form that is submitted to Pierce, and then passed on to MAXIMETAL estimation team. The estimation team uses the COACH configurator platform to build the quote and sends it back to Pierce). Dealers configure their quotes, request final approval and sales drawings from us before bidding. Dealers have been trained over past 7 years how to correctly quote a Sourcewell member, making sure to include our contract number and any applicable discounts on both the quote and invoice, as well as transmitting to us the Sourcewell member number.</p> <p>In the case of our Pierce-MAXIMETAL co-branded product, the Maxi Saber, the chassis is configured in Pierce's Pulse configurator program, and the body is configured in our COACH program.</p> <p>Once they put a bid under contract, they send a purchase order to the manufacturer. We then put the order through the following process:</p> <ul style="list-style-type: none"> -Contract review and approval -Project manager assignment -Pre-construction meeting -Order change document sent to customer (if applicable) -Approved order change received and validated -Approval drawings and specs sent to customer -Approvals received, release BOM to purchasing -Release build to engineering for review -3D modeling -Fabrication start -Mid-build inspection (if applicable) -Third-party testing -Final customer inspection -Corrections if necessary -Prepare for delivery -Invoice the dealer -Report sale to Sourcewell -Warranty-Start process once In-Service paperwork received

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.	MAXIMETAL has 2 dedicated resources for customer and dealer support. We offer a 24/7 emergency phone line (418-226-7666) for service issues to make sure our customers & dealers can reach us at any time. Our dealer network also maintains critical service resources and dedicated 24/7 support structures. The key benefit of a dealer network is that they have parts and technicians on-hand to make most repairs within 24 hours if the part is available. MAXIMETAL is located 1 hour from a major airport (YQB) and can therefore guarantee 24-48-hour delivery to almost anywhere in the Canada or the US for critical parts. Customer satisfaction is monitored by MAXIMETAL through a customer survey process that is sent direct to the customers. This allows for monitoring dealer performance and constructive feedback to the network for continuous improvement.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	MAXIMETAL products are available in 50 US states through the Pierce Manufacturing dealer network. While we are currently operating at capacity for our Canadian dealers, from time to time we are able to offer solutions to American customers as we have been doing since 2017.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	MAXIMETAL is Canada's leading manufacturer of custom-built fire apparatus. We offer the exclusive MAXI Saber custom-chassis fire apparatus, the only Canadian-built truck on a Pierce chassis. Similarly, a full lineup of MAXIMETAL commercial-chassis fire apparatus are available across Canada through our dealer network. In both scenarios we can offer custom-designed Pumpers, Pumper-Tankers, Tenders, Quick Attack and Rescue apparatus out of our Canadian factory.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	N/A - MAXIMETAL can service all of North America.	*
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.	N/A - MAXIMETAL can serve any Sourcewell participating entity sector requiring our products.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	N/A - MAXIMETAL would have no restrictions in these areas working through our local dealers who cover these territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Provided the nonprofit entities are eligible to lawfully take part of the awarded master agreement, based on local, regional, or Federal regulations and guidelines, MAXIMETAL is willing to extend the terms to take part in the awarded Sourcewell agreement.	*

Table 4: Marketing Plan (100 Points)

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

37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>MAXIMETAL is proudly the only Canadian apparatus manufacturer with an active Sourcewell contract at the time of filling out this tender response. We are currently marketing the contract in our print advertising and on our website with a dedicated page. (https://www.maximetal.com/consortium-purchasing/)</p> <p>MFG DIRECT MARKETING:</p> <p>Upon receiving news of being re-awarded the Sourcewell contract, MAXIMETAL would take the following steps:</p> <ul style="list-style-type: none"> • Issue a press release in Canada announcing the award, its contents and the steps to be taken if a customer is interested. This release will be issued to all pertinent media outlets including both print and online publications as well as social media. • Issue a bulletin to all Canadian and US dealers with the details of the award and the new contract number. • Update the page on our website to the new contract number and add in any new logos (canoe for example). • Sourcewell logo and contract info with link to Sourcewell's (CANOE) website will be added to the corporate email signatures of key employees who deal with external customers. (As we already do - see example in supporting documents) <p>DEALER MARKETING</p> <ul style="list-style-type: none"> • The MAXIMETAL business development department team prepare all required product configurators and product information to be sent out to all dealers located within the areas covered by Sourcewell contracts. • Director of Business Development will visit all dealers relevant to the award and hold refresher product training as well as training on the product configurator tools. • MAXIMETAL and dealers will identify a target list of municipalities who are due for fire apparatus and we will reach out to them in a joint effort to ensure they are aware of the Sourcewell contract that is available to them and the value of doing business through the Sourcewell contract. <p>Events marketing:</p> <ul style="list-style-type: none"> • MAXIMETAL will ensure local dealers are introduced to their local Sourcewell/Canoe business development teams to coordinate customer presentations. • MAXIMETAL will share usage reports and pertinent training opportunities received from Sourcewell with our dealers. • MAXIMETAL dealers will show Sourcewell/Canoe point-of-sale media at various tradeshow and conventions in their booth.
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Technology Platforms at MAXIMETAL</p> <p>MAXIMETAL leverages modern technology platforms to connect with our market and support our dealer network.</p> <p>Website</p> <p>MAXIMETAL.com was launched in January 2021 following a 16-month development project to ensure it met both market demands and dealer needs.</p> <p>Key features include:</p> <ul style="list-style-type: none"> - Full mobile compatibility - High-quality product photography - A redesigned Deliveries page featuring detailed specifications and images of completed apparatus <p>The website is fully integrated with Google Analytics and Facebook Pixel for behavioral tracking and optimization.</p> <p>MAXIMETAL maintains a strong and active presence on multiple platforms:</p> <p>Facebook & Instagram</p> <p>We use a blend of scheduled content and targeted paid campaigns. Cross-posting and tagging with our dealer network and partners—such as Pierce Manufacturing—enhance our visibility. We have over 4000 members in our various online social communities.</p> <p>YouTube</p> <p>Our YouTube channel showcases a curated library of product and feature videos. We also engage in cross-posting and tagging in coordination with our dealers.</p> <p>LinkedIn</p> <p>Our LinkedIn page is primarily used for recruitment and corporate communications. Recently, we've increased engagement through content sharing with partners and dealers.</p> <p>Configure-Price-Quote (CPQ) Platform</p> <p>In 2019, MAXIMETAL invested significantly in its IT infrastructure by implementing the ConfigureOne CPQ system. Now branded as COACH, the platform allows dealer sales representatives to:</p> <ul style="list-style-type: none"> - Configure, price, and quote over 75% of our product line - Access real-time pricing, configuration options, base-model drawings, and technical documents—all in a cloud-based environment - For a detailed overview, refer to the COACH Configurator Tool Summary in the supporting documents.

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>We believe Sourcewell's role is to ensure all members are informed of the contract award and to provide a straightforward process for connecting with MAXIMETAL and its dealer network.</p> <p>We trust Sourcewell to continue actively promote the benefits of purchasing through its platform, positioning it as an alternative to traditional procurement methods.</p> <p>MAXIMETAL's primary contact has been engaged with Sourcewell's Sr. Supplier Development Executive to ensure we continue to learn best practices and answer our dealer and customer FAQ's.</p> <p>The current awarded contract from Sourcewell is integrated into our sales process, including dealer sales training, our systems, and our admin back office. We hope to continue moving forward delivering value to your members though this process should we earn another contract through this bid response.</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.	Our products and services are not available through an e-procurement process due to the complexity and customization. It has been determined, this platform does not fit within our business model.	*

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>At delivery inspection very MAXIMETAL customer receives a full orientation on operation of their apparatus. Our dealers also include a half-day product orientation at time of final delivery and are fully qualified to provide training on MAXIMETAL and Pierce Mfg. apparatus and systems.</p> <p>Optional in-depth operator training can be offered throughout our dealer network. Costs are variable to each dealer and region and are not included in this Sourcewell bid response.</p> <p>Supporting document: - MAXIMETAL Operator Training Outline example</p> <p>Additionally, our largest Canadian dealer (Commercial Emergency Equipment) offers their own technician training opportunities to their customers in their private training facility in Calgary. (also not included in this bid response)</p>	*

42	Describe any technological advances that your proposed Solutions offer.	<p>At MAXIMETAL, innovation is at the core of everything we do. We continuously advance product design to enhance firefighter safety, improve operational efficiency, and reduce lifecycle costs—empowering departments to invest where it matters most. Key Product Innovations include:</p> <p>PARAGON™ Optimized Pumphouse Configuration</p> <ul style="list-style-type: none"> o Industry-first 26" narrow pumphouse launched in 2010 o Enhances operator safety by isolating controls from suction/discharge lines o Improves ergonomics with 65" ground-access speedlays o Adds up to 30 cu. ft. of compartment space <p>TITAN™ Equipment Handling System</p> <ul style="list-style-type: none"> o Exclusive electro-hydraulic ladder & tank racks with 750 lb capacity o Safer ground-level access (2-feet-on-the-ground deployment) o Maxi Rack 2.0 deploys closer than commercial alternatives <p>AIRGO™ SCBA Deployment System</p> <ul style="list-style-type: none"> o Ergonomic and space-efficient SCBA access above rear axles o More air supply, quicker response—exclusive to MAXIMETAL <p>MAXIMETAL PIC Tanker</p> <ul style="list-style-type: none"> o Designed for small firehalls and budget-sensitive departments o Carries up to 2,400 US gallons on a short, single-axle chassis <p>Recessed Step Design</p> <ul style="list-style-type: none"> o Standard on all MAXIMETAL trucks for safer hose bed access <p>Onboard De-con Shower System</p> <ul style="list-style-type: none"> o Heated tank water (70°C) for decontamination in winter o Designed for specialized oilfield firefighting vehicles <p>Wildland Sprinkler Suppression System</p> <ul style="list-style-type: none"> o Integrated 300-gal reserve with roll-over protection sprinklers o Enables crew survival during rapid wildland fire events <p>Hybrid Rescue Apparatus Concepts</p> <ul style="list-style-type: none"> o Combines walk-around and walk-in designs o Optimized for cold-climate operations • 5-S Tool Layout System o Custom-designed for utility clients o Tools are organized for ergonomic access and quick deployment <p>Idle-Reduction System</p> <ul style="list-style-type: none"> o In partnership with industry partners to reduce emissions and improve fuel efficiency on the fireground we introduced a lithium-ion battery-based IRT solution to the MAXI Saber option list in 2024. <p>Ongoing Innovation Commitment</p> <p>From pioneering pump house ergonomics to electric vehicle development, MAXIMETAL is shaping the future of fire apparatus—prioritizing firefighter safety, environmental responsibility, and total cost of ownership.</p> <p>Furthermore, as a partner to Pierce Manufacturing, we can offer the following Pierce exclusive features in MAXIMETAL fire apparatus:</p> <p>E-coat Corrosion Protection: Oshkosh's electrocoating (E-Coat) immersion process provides coverage of complex parts and a uniform thickness without runs or drips. E-Coat delivers a superior corrosion and chemical resistance, while maintaining a high-quality, resilient surface for paint of any color or finish.</p> <p>Pierce foam systems: The Pierce Husky™3 foam systems allow for auxiliary foam pickup, so you can run multiple types of foam at a moment's notice. It's easy to operate and automatically adjust foam output to the proper percentage.</p> <ul style="list-style-type: none"> • Pierce Idle Reduction Technology: Perform on and off the scene, in open and closed spaces, with less wear on firefighters and the truck. Pierce® Idle Reduction Technology pairs automatic diesel engine controls with high-performance lithium-ion batteries and lead-acid batteries. Power NFPA 1900 required devices, user-defined mission critical on-scene loads, and HVAC climate control with the main chassis engine shut down. Featuring built-in safety interlocks and auto-start for battery power monitoring and engine re-start, departments can work more safely and efficiently without a second thought. • HAAS Alert Collision Mitigation: HAAS Alert's Safety Cloud is a cloud-based collision mitigation service that sends real-time digital alerts to drivers in their vehicles as they approach first responders en-route or on-scene at accidents. The goal is to connect responders and their vehicles to the communities that they serve. • PACCAR MX-13 Big Block Engine • TAK-4® Independent Suspension: custom built for Pierce chassis. The TAK-4 Independent Suspension system maintains the feel of the road with outstanding steer-ability and a dramatically smoother ride over any surface. A tight steering system, torsion bar independent suspension and high-performance braking maximize control. It makes a 12-ton fire apparatus feel like an SUV. Includes TAK-4 Independent Front and Rear Suspension.
----	-------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

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>Please find "MAXIMETAL Environmental Management Policy" in our supporting documents. As part of this policy, in 2025 we instituted our Environmental committee, liberating 4 employees to work monthly on initiatives across our business and take action on these matters. Some of the initiatives in place include:</p> <ul style="list-style-type: none"> - Bike racks for bicycle commuting employees and a shower available - Recycling bins across the plants - Recycling of all metal tailings and discarded metal components (steel and aluminum) - Company-provided re-usable water bottles with cold water distribution around the plant to eliminate single-use plastic - Signed up with Quebec government's Consignation program (https://consignation.ca/) to further recuperate plastic bottles and cans - Signed a new partner for quarterly shredding and recycling of older documents <p>Furthermore as an Oshkosh Corporation business, MAXIMETAL is committed to supporting the Sustainability and Environmental progress initiatives laid out by the board. Current green targets for the corporation include:</p> <p>SHORT-TERM TARGETS Reduce absolute scope 1 and 2 GHG emissions 57.7% by 2033 from a 2021 base year. Reduce absolute scope 3 GHG emissions 32.5% by 2033 from a 2022 base year, covering key areas from purchased goods, services and use of sold products.</p> <p>LONG-TERM TARGETS Reduce absolute scope 1 and 2 GHG emissions 90% by 2050 from a 2021 base year. Reduce absolute scope 3 GHG emissions 90% by 2050 from a 2022 base year, covering key areas from purchased goods, services and use of sold products.</p> <p>On the product development side, we have designed, built and delivered 11 Electric Vehicles to our utility truck customer Hydro Quebec in 2024. Based on this product, work continues on developing a Fire Rescue apparatus built on a similar platform.</p> <p>Supporting document: - MAXIMETAL Environmental Management Policy - 2024 Oshkosh Sustainability Report</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>MAXIMETAL is one of the few businesses in its field to have a Certificate of Authorization under Article 22 of the Environmental Quality Act issued by the Quebec Government.</p>
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>We are currently the only Canadian fire apparatus manufacturer able to offer North-America-wide dealer support, covering all 10 provinces, 3 territories and 50 states with sales, parts and service.</p> <p>Specifically, for your Canadian members, we offer a Made-In-Canada fire apparatus built to the highest quality standards. As a Canadian manufacturer, our products are built with the demands of our unique winter climate in mind.</p> <p>We are the only Canadian builder offering a custom chassis built by Pierce Manufacturing, widely considered the most durable and robust manufacturer in the industry.</p> <p>With many firefighters on our team, we offer fire apparatus that are conscientiously built by people who know how these tools are to be used on scene and who recognize the importance of firefighter safety.</p> <p>The longevity, stability and family tradition in the fire industry is threaded throughout our dealer network and sets us apart from others. MAXIMETAL's partnership with Pierce Manufacturing and the backing of our parent company, Oshkosh Corporation, leverages innovation and financial strength.</p>
46	Describe how your solutions meet United States fire related standards, such as NFPA, for the equipment and products offered in your proposal, including applicable federal and state requirements.	<p>All of our apparatus for the US are 3rd-party tested to comply with the NFPA 1900-2024 standards and CAN/ULC S515.</p> <p>All apparatus are designed to meet Federal Motor Vehicle Safety Standards and National Safety Mark standards (CMVSS in Canada)</p> <p>We are a NHSTA-approved final stage manufacturer.</p> <p>MAXIMETAL holds all required accreditations related to our activity sector, including welding accreditations.</p>

47	Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	<p>All of our apparatus for the US are 3rd-party tested to comply with the NFPA 1900-2024 standards and CAN/ULC S515.</p> <p>All apparatus are designed to meet Canada Motor Vehicle Safety Standards and National Safety Mark standards (FMVSS in the USA)</p> <p>Our factory is audited annually by ULC for compliance with best practices in manufacturing fire apparatus (see most recent inspection letter in supporting documents)</p> <p>MAXIMETAL is a good standing member of both Fire Apparatus Manufacturer's Association (FAMA) and the Canadian Transportation Equipment Association (CTEA)</p> <p>MAXIMETAL holds all required accreditations related to our activity sector, including welding accreditations.</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>Our dealer network offers preventative maintenance programs. They also offer a variety of preventative maintenance programs and tools tailored to each department needs. (Examples provided in the supporting documents)</p> <p>Dealers are responsible for quoting preventative maintenance contracts and/or service contracts at the time of sale. These are coordinated at the dealer level and can vary in price from region-to-region due to variable costs of transport, maintenance facilities, etc.</p> <p>Any service or maintenance is separate from this bid response and is direct business between the dealer and the customer.</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 resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not own our Dealers, (they are not franchisee) therefore we cannot meet any of these HUB criteria. We have commented some important highlights that speak to some of these values below.	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification, however we are deeply committed to veterans as highlighted in the following awards and recognitions:</p> <p>Corporation (NYSE: OSK), a leading innovator of purpose-built vehicles and equipment, today announced that it has earned the 2025 Military Friendly® Employer designation. This marks the 14th consecutive year that Oshkosh Corporation has been recognized for its commitment to creating meaningful career opportunities for veterans and their spouses, helping to enrich their lives and support their futures. https://www.oshkoshcorp.com/news/2024/11-11-24-military-friendly-employer</p> <p>Oshkosh earned the 2025 Extraordinary Employer Support Award from ESGR (Employer Support of the Guard and Reserve is an office of the US Department of Defense) ESGR's Extraordinary Employer Support Award was created to recognize sustained employer support of National Guard and Reserve service. Only prior recipients of the Secretary of Defense Employer Support Freedom Award or the Pro Patria Award, who have demonstrated sustained support for three years after receiving one of those awards, are eligible for consideration at the committee level. Subsequent awards may be given in three-year increments from the initial award. https://www.oshkoshcorp.com/blog/2025/05-30-25-extraordinary-employer-support-award</p> <p>Our sister-company and fellow Oshkosh business, Pierce Manufacturing, has been recognized for their work with Veterans with the ESGR Seven Seals Award for meritorious leadership and initiative in support of men and women of the National Guard and Reserve.</p>	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	MAXIEMATAL/Oshkosh is publicly traded company and we do not qualify for this certification.	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	<p>Standard payment terms for MAXIMETAL products is payment in full upon delivery, subject to end-customer or dealer approval & acceptance at the time of final inspection in our factory. (Inspection occurs in our facility prior to dealer-location delivery for all fire apparatus to ensure customer satisfaction)</p> <p>As these terms are between MAXIMETAL and our dealers, terms between the end customer and the dealer are managed by the dealer. On occasion our dealers will make special term arrangements with their customers on an individual basis, this is at the dealer's discretion and is separate from this bid response.</p> <p>Accepted payment methods include check and wire transfer.</p>
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Leasing solutions are offered through our dealer network enabled by Pierce-Manufacturing and Oshkosh Vocational Division finance departments. Lease to own and lease turn-in programs are available.</p> <p>Individual dealers offer local solutions as well, with lease-to-own and lease-return options available through their local preferred banks. We have included an example of a truck leasing program currently available from Commercial Truck, owners of Commercial Emergency Equipment, our western-Canada Pierce Manufacturing dealer partner. (Example provided in supporting document, Pricing upload)</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>All documentation is internal between Maxi and the dealerships. However, the dealers have been trained on how to properly invoice a Sourcewell transaction to clearly show the Sourcewell contract number, as well as the Sourcewell discount, on their quotes and final invoices to the end customer.</p> <p>Manufacturer-supplied documents for any quote include a price quote to our dealer from our internal business system, a configuration option list if configured in our online system, a truck drawing and a truck specification document, (examples in supporting documents)</p> <p>We have included a document that summarizes the electronic platform that is used to generate the Configuration-Price-Quote - see COACH CONFIGURATOR TOOL SUMMARY in the supporting documents for detailed information on how the configurator platform works. (Example provided in supporting document, Transaction document samples section)</p>
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	N/A
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>Our price model is a transparent Published List Price per base truck model. (Sometimes also called MSRP)</p> <p>Base model pricing and example standard option pricing are submitted in the document upload section in Canadian Dollars.</p> <ul style="list-style-type: none"> - MAXIMETAL BASE MODEL PRICE LIST-REV_2025-08-20 (CAD) - MAXIMETAL COACH EXAMPLE OPTION PRICE LIST-REV_2025-08-20 (CAD) <p>Given that every fire apparatus is custom built, our pricing model is based off base model proposal specifications coming from our CPQ configuration. Our proposed price list submitted in supporting documents includes:</p> <p>COMMERCIAL FIRE APPARATUS</p> <ul style="list-style-type: none"> - Base model name & description - Base model list price - Sourcewell member price (List price, less the Sourcewell discount) <p>CUSTOM FIRE APPARATUS</p>

- MAXI Base model body name & description
- PIERCE Base model chassis name & description
- Base model list price
- Sourcewell member price (List price less, the Sourcewell discount)

CONFIGURABILITY & OPTIONS: All standard options selected from our COACH CPQ system to outfit any of the base models are calculated automatically in the system before the Sourcewell discount. Any special requests that are custom for the customer will also be added in the configuration prior to booking and be eligible for the discount. Example of our standard options available in the CPQ system are included in our pricing upload. Please note that options are constantly being kept up to date with supplier changes like obsolescence & replacement, new product releases, line-item specific price changes.

STOCK UNITS & UNPUBLISHED NON-CONFIGURABLE PRODUCTS:

Stock Models are units that are pre-configured specifications based on a base model with a fixed unit Published List Price price. Stock are produced on a regular basis and are published on our stock list that is sent to dealers regularly. Stock models have been included in our table labeled as "Special"

As a custom truck builder, customers sometimes request we design and build one-off personalized designs that do not meet the standard base model or stock model specifications and are non-configurable in our CPQ system. In these cases, custom quotes will be provided that include a specifications document, truck drawing and proposed list price extracted from our business system based on the custom bill of materials. In these rare and exceptional cases the Quoted List Price will be set based on same criteria in our published list. Customers will be entitled to the Sourcewell discount off this Quoted List Price.

ORDER CHANGES AFTER BOOKING: Standard options available in our CPQ configurator changed after the initial order will be calculated with the Sourcewell discount.

There may be exceptions for non-standard options or in other cases depending on timing of the change request. In those exceptional situations information will be communicated with full transparency through our dealers.

PRICE ADJUSTMENTS: Pricing is reviewed quarterly, and if necessary, prices in our systems are adjusted. Key variables influencing our pricing include chassis-manufacturer price variability, CAD-to-USD exchange rate, Producer's price Index fluctuations and component manufacturer price increases. Whenever pricing is adjusted, MAXIMETAL will file appropriate paperwork with Sourcewell for approval in accordance with your procedures prior to publishing. When customers receive quotes from our dealers these quotes come with clear quote expiry dates and transparent information on potential upcoming adjustments.

IMPORTANT - ALL PRICING SUBMITTED IS CANADIAN DOLLARS: All pricing submitted is in Canadian dollars and is current as of August 20th, 2025.

Seeing as all prices provided in our response are Canadian Dollars, it is vitally important that Sourcewell take this into consideration if comparing prices with American companies' responses. A Canadian-Dollar price will appear considerably higher than a US-Dollar price for a similar product if the exchange rate is not accounted for. (Pricing for US customers is available in our CPQ configurator through a "Price Book" feature that automatically assigns the correct currency based on geographic location of the system user)

DEALER PRICING: Any Dealer PDI fees are not part of this response. Dealers may sell for less.

EXCLUSIONS: Prices submitted do not include any applicable sale taxes, which can vary regionally within Canada.

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.

Sourcewell members will benefit from a 5.5% discount off the Standard List Price (MSRP). (Current contract is 5%)

64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Multi-Unit Purchase Discount: Additional discounts may be available for identical multi-unit purchases. Discount varies dependent upon the number of identical units, the configuration of the units, and will be handled on a case-by-case basis.</p> <p>Pre-Payment Discount: Discount amount varies dependent upon apparatus price, delivery schedule, extend of pre-payment, and applicable rate. If elected, the payment for the entire contract amount is due within thirty (30) days of contract execution. This deduction is in addition to all other discounts listed above. If this option is elected, final payment for any changes processed during manufacturing is due prior to the unit leaving the factory for delivery.</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.	Sourced or open market items may be provided by the Pierce authorized dealer and would be quoted at time of request. Sourced or open market items are between the dealer and the customer and are separate from this bid response.	*
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>MAXIMETAL does not offer turnkey pricing with this contract, given the customization of our products. Not included within the total cost of acquisition is noted below.</p> <p>Pre-Delivery Expenses Dealer provided options can be added to the apparatus contract upon request and will be handled by the authorized dealer. Dealer provided options can vary depending upon the customer's request and can include but are not limited to the items listed below. Pricing will be provided to each customer upon request and varies by dealership and customer location. These expenses are separate from this bid response.</p> <ul style="list-style-type: none"> - Factory inspection trips - Loose equipment (open market items) such as but not limited to, monitors, hose, intercom systems, radio equipment, rescue tools and equipment, etc. - Engine and/or transmission diagnostic software - Pre-delivery service & inspection packages including fluids, filters, wear parts, etc. - Custom fabrication for tool mounting and communication equipment installations at PDI - any items required for the ongoing maintenance of the vehicle during its useful life - Dealer service agreements or preventative maintenance programs - Other items as requested by customer and deemed sourced or open market - Sales taxes and other taxes, license, handling, or title fees <p>If the Producer Price Index of Components for Manufacturing [https://fred.stlouisfed.org/series/WPUID6112] ("PPI") has increased at a compounded annual growth rate of 5.0% or more between the month Pierce accepts the order ("Order Month") and a month 14 months prior to the then predicted Ready For Pickup date ("Evaluation Month"), then pricing may be updated in an amount equal to the increase in PPI over 5.0% for each year or fractional year between the Order Month and the Evaluation Month. The seller will document any such updated price for the customer's approval before proceeding and provide an option to cancel the order.</p> <p>Due to extended lead times and impending 2027 EPA standards revision, unknown product impacts based on 2027 EPA compliant engines, unknown specifications of 2027 EPA compliant engines, and not having firm product costs for 2027 EPA compliant engines, pricing of the engine is subject to change without notice. Customer shall be responsible for any engine pricing changes incurred prior to delivery of the completed apparatus.</p>	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	All proposed prices are FOB our factory in St-Georges, Quebec, Canada. Transport costs will be arranged by the local dealer with the end customer at the time of purchase. These amounts are separate from the apparatus price and are not considered for discount or fee to Sourcewell.	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Please see response at 67. No specific differences for Alaska, Hawaii, Canada, or any offshore delivery.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	All orders are validated by the order desk at receipt. Finance administrator verifies that proper Sourcewell information is provided and PO is correct before processing. Our business system has a mechanism programmed so that when the order is eventually invoiced (potentially up to 2 years after ordered) MAXIMETAL will submit a quarterly report of all transactions qualifying for Sourcewell administration fee and payment.	*
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.	MAXIMETAL will monitor the percentage of contracts sold to Sourcewell (Canoe) members versus overall contracts and compare by dealer territory to keep dealer sales leaders informed on their progress and give them constructive feedback on how to leverage the program with their end users. Additionally, to ensure success with the agreement usage, Pierce in joint effort with Sourcewell, promotes training on the nature of the contract and encourages sales representatives to attend the Sourcewell Universities training that is offered.	*
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.	MAXIMETAL proposes harmonizing our discount and fee structure across the Oshkosh Corporation businesses. Therefore, MAXIMETAL will offer and administration fee of 2000 USD per contract. If more than one truck are on the customer contract, the fee is split.	*

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 members will benefit from a discount off list price, offering them a competitive price with any other cooperative contract, and a streamlined purchasing process.

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.	In our proposal we are offering a full line of Fire Apparatus custom-built for the Canadian market. Custom Chassis Fire Apparatus through our product partnership with Pierce Manufacturing, including a variety of body and pump configurations, tank sizes <ul style="list-style-type: none"> • MAXI Saber Pumper apparatus • MAXI Saber Pumper-Tanker apparatus (single axle) • MAXI Saber Pumper-Tankers apparatus (tandem axles) • MAXI Saber Rescue apparatus Commercial Chassis Fire Apparatus including a variety of body and pump configurations, tank sizes: <ul style="list-style-type: none"> • Pumper apparatus • Pumper-Tanker apparatus (single rear axle) • Pumper-Tanker apparatus (tandem rear axle) • Pump-In-Compartment Tanker apparatus (single and tandem rear axle) • Rescue apparatus (Light, Medium, Heavy) • Mini pumper apparatus
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	N/A

76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	Apparatus refurbishment and remount services are offered through the Pierce/MAXIMETAL authorized dealers. Each job is quoted independently from one another, due to the complexity. Pricing for refurbishment and remounting is not included in this submission and pricing can vary depending on the service needed.	*
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.	For the applicable warranty period, MAXIMETAL warranties its products against any defects in material and workmanship including any parts or labor necessary to remedy the warranty claim. Nothing contained in this warranty shall make the Manufacturer liable beyond the express limitations hereof, for loss, injury, or damage of any kind to any person or entity resulting defect or failure of the product (except as covered by Product Liability insurance). Per our standard policy, MAXIMETAL's warranty shall not apply to the following: •Wear Items •Normal adjustments and maintenance services. •Failures resulting from the product being operated in a manner not in accordance with the operation manual or for a purpose not recommended by the Manufacturer. •Any product which shall have been repaired, modified, or altered in any way to have been adversely affected the unit's stability or reliability. •Items subjected to misuse, negligence, accident, or improper maintenance. •Loss of time or use of the product, Inconvenience, or other incidental expenses. Warranties with every apparatus include: •1-year bumper-to-bumper basic apparatus warranty •10-year apparatus body - structural warranty •10-year apparatus body - prorated paint & corrosion warranty •10-year stainless-steel plumbing warranty Some extended warranties are available upon request. Pump and other major components (ex. generators, IRT systems, water tank) warranty will be administered by MAXIMETAL according to the selected manufacturer's warranty. (Warranty policy and certificates in supporting documents)	*
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?	Major components installed but not manufactured by MAXIMETAL are covered under original equipment manufacturer's warranties passed through to end user/customer. These include, but are not limited to, engine, transmission, water pump, ABS, and axles. Component Warranties In some cases, suppliers will offer warranties beyond the MAXIMETAL one-year warranty. Warranties provided by individual suppliers other than MAXIMETAL apply after the one-year vehicle warranty. The administration of the individual supplier warranties, per the supplier, are to be addressed directly with the supplier themselves.	*
79	Describe any service contract options or extended warranties being offered with your proposal.	Our dealer network offers preventative maintenance programs. They also offer a variety of preventative maintenance programs and tools tailored to each department's needs. (Examples provided in the supporting documents) Freightliner and Pierce both offer optional extended chassis warranties that must be quoted prior to booking. (Examples in supporting documents) These agreements are separate from this bid response and are between the dealer and the end customer.	*

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	Please note that MAXIMETAL does not build any trucks that include an aerial device. Those trucks are offered by our dealers through our sister company Pierce Manufacturing.	*
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	<p>We offer full lines of options to upfit our apparatus including components, accessories and custom modifications at time of manufacture.</p> <p>To complement these offerings, our dealer network is equipped to provide a full range of related services—including technical diagnostics, installation, preventive maintenance, warranty support, and repair—where these services directly support the deployment and performance of our apparatus.</p> <p>Please note that while services such as preventive maintenance contracts are often handled directly through our authorized dealership network, they are provided specifically in support of the apparatus we offer and are designed to ensure optimal performance and lifecycle value of the solutions proposed.</p>	*
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	<p>We do offer installation, customization, inspection and training.</p> <p>We do not offer remounting or refurbishment services, however our dealer network offer some of these service locally.</p> <p>Our dealer network is equipped to provide the related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77-78 above.</p> <p>Required training per compliance with NFPA is offered with the sale of the apparatus as well as additional product training and extended warranties can be purchased as well.</p>	*
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	We do offer WUI versions of certain MAXIMETAL apparatus (Single-Axle PIC tankers and 4-door Commercial Pumpers) by special request.	*

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

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

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

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

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

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

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

Line Item	Category or Type	Offered *	Comments	
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input type="radio"/> Yes <input type="radio"/> No		*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input type="radio"/> Yes <input type="radio"/> No		*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input type="radio"/> Yes <input type="radio"/> No		*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - 1_MAXIMETAL PRICING.zip - Wednesday August 20, 2025 08:09:21
 - [Financial Strength and Stability](#) - 2_MAXIMETAL FINANCIAL STRENGTH & STABILITY.zip - Tuesday August 19, 2025 16:25:08
 - [Marketing Plan/Samples](#) - 3_MAXIMETAL MARKETING PLAN (4).zip - Tuesday August 19, 2025 16:25:18
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - 5_MAXIMETAL TRANSACTION DOCUMENT SAMPLES (6A).zip - Tuesday August 19, 2025 16:25:41
 - [Upload Additional Document](#) - 6_MAXIMETAL ADDITIONNAL DOCUMENTS.zip - Tuesday August 19, 2025 20:48:03
 - [Requested Exceptions](#) - Requested Exceptions - MAXIMETAL redline RFP_082025_Firefighting_Apparatus_Master Agreement.docx - Tuesday August 19, 2025 13:18:50

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. - Patrick Thomassin, General Manager, Maxi-Métal Inc.

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

☒ Yes ☐ No

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

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

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