

**MASTER AGREEMENT #101525****CATEGORY: Used Fire Apparatus, Rescue, and Emergency Service Vehicle Solutions****SUPPLIER: Dependable Emergency Vehicles, a Division of Dependable Truck & Tank Limited, and  
Dependable Group of Companies**

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 Dependable Emergency Vehicles, a Division of Dependable Truck & Tank Limited, and Dependable Group of Companies, 275 Clarence Street, Brampton, Ontario L6W 3R3 Canada (Supplier).

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

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

**Article 1:  
General Terms**

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

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

Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 16, 2029, unless it is cancelled or extended as defined in this Agreement.
  - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
  - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (RFP #101525) to Participating Entities. In Scope solutions include:
  1. Sourcewell is seeking proposals for Used Fire Apparatus, Rescue, and Emergency Service Vehicle Solutions, including:
    - a. The sale, purchase, brokerage, and consignment of used:
      - i. Firefighting apparatus and fire service vehicles, of all types; and,
      - ii. Ambulance and emergency medical service vehicles, of all types.
    - b. Equipment, options, accessories, and supplies complementary to the purchase of a turnkey or complete unit of the types described in Sections 1. a. i. – ii. above.
    - c. Services related to the offering of the solutions described in Sections 1. a. - b. above, including installation, customization, inspection, transport or delivery, repair, maintenance, training, and support.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

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

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

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

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

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

regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

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

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

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

must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

- v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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

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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier

or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue

for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

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

subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

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

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

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

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

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

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

Sourcewell

Dependable Emergency Vehicles, a Division  
of Dependable Truck & Tank Limited, and  
Dependable Group of Companies

Signed by:



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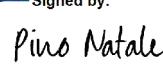
By: \_\_\_\_\_

Jeremy Schwartz

Title: Chief Procurement Officer

Date: \_\_\_\_\_  
12/15/2025 | 3:28 PM CST

Signed by:



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By: \_\_\_\_\_

Pino Natale

Title: Director and Chief of Operations

Date: \_\_\_\_\_  
12/15/2025 | 10:36 AM PST

# 101525 - Used Fire Apparatus, Rescue, and Emergency Service Vehicle Solutions

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## Vendor Details

Company Name: Dependable Truck & Tank Limited

Does your company conduct business under any other name? If yes, please state: Dependable Emergency Vehicles

Address: 275 Clarence Street  
Brampton, Ontario L6W 3R3  
Contact: Pino Natale  
Email: [sourcewell@dependable.ca](mailto:sourcewell@dependable.ca)  
Phone: 905-453-6724  
Fax: 905-456-3477  
HST#: R122834302

## Submission Details

Created On: Thursday August 28, 2025 06:07:45  
Submitted On: Tuesday October 14, 2025 15:56:37  
Submitted By: Pino Natale  
Email: [sourcewell@dependable.ca](mailto:sourcewell@dependable.ca)  
Transaction #: 760259c5-a5f4-4618-98d5-7fffaedc749a  
Submitter's IP Address: 147.243.254.113

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## **Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Dependable Emergency Vehicles, a Division of Dependable Truck & Tank Limited, and Dependable Group of Companies.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes, if Dependable Emergency Vehicles is awarded, we will execute the master agreement with Sourcewell.
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).	The Dependable Group of Companies includes: Dependable Emergency Vehicles Dependable Fire Equipment Dependable Laser Works Dependable Truck & Tank Limited Dependable Freight Solutions Dependable Graphic Solutions Dependable Equipment Keltic North Limited Keltic Tank and Meter Limited
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE is a USA specific code. Dependable Emergency Vehicles is a Canadian company and maintains a valid dealer number #1174589.
5	Provide your NAICS code applicable to Solutions proposed.	Our NAICS code is: 336211
6	Proposer Physical Address:	Head Office: 275 Clarence Street Brampton, Ontario L6W 3R3 Canada  Sales Office: 250 Clarence Street, Unit #2 Brampton, Ontario L6W 1T4 Canada
7	Proposer website address (or addresses):	<a href="http://www.dependable.ca">www.dependable.ca</a> <a href="https://www.dependableemergencyvehicles.ca/">https://www.dependableemergencyvehicles.ca/</a> <a href="https://dependablefireequipment.ca/">https://dependablefireequipment.ca/</a> <a href="https://www.dependableequipment.ca/">https://www.dependableequipment.ca/</a> <a href="https://www.kelticnorth.ca/">https://www.kelticnorth.ca/</a> <a href="https://www.keltictank.com/">https://www.keltictank.com/</a>
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Name: Pino Natale Title: Director and Chief of Operations Address: 275 Clarence Street, Brampton ON L6W 3R3, Canada Email address: <a href="mailto:pino@dependable.ca">pino@dependable.ca</a> Phone: 416-561-6724
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Name: Pino Natale Title: Director and Chief of Operations Address: 275 Clarence Street, Brampton ON L6W 3R3, Canada Email address: <a href="mailto:pino@dependable.ca">pino@dependable.ca</a> Phone: 416-561-6724
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Name: Chelsea George Title: Assistant General Operations Manager Address: 275 Clarence Street, Brampton ON L6W 3R3, Canada Email Address: <a href="mailto:chelsea@dependable.ca">chelsea@dependable.ca</a> Phone: 416-455-9262

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

Line Item	Question	Response *	

11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p><b>History:</b> Dependable Truck &amp; Tank Limited was founded in 1975 as a family operated business in Brampton, Ontario, Canada. In 1980, the company established its emergency vehicle division, Dependable Emergency Vehicles. The company's purpose is to provide high-quality, cost-effective vehicle solutions that support essential services.</p> <p>Since then, the company has grown into one of Canada's largest emergency vehicle manufacturing facilities, serving departments across North America. With 50 years of industry experience, Dependable Emergency Vehicles specializes in designing and building custom firefighting apparatus tailored to each customer's specific needs.</p> <p>Throughout the decades, we've remained committed to our core values. Our dedicated team of over 300+ employees, including skilled engineers, technicians, and service professionals, ensures that every unit is manufactured and delivered with precision, reliability, and long-term performance in mind.</p> <p>Our commitment doesn't end at delivery. With fully equipped service centres in Woodstock, Ontario; North Bay, Ontario; and a new facility in Dartmouth, Nova Scotia, we provide ongoing support, service, and maintenance to keep your apparatus performing at its best for years to come. Today, Dependable Emergency Vehicles continues to lead the industry in building durable, custom apparatus that meet evolving emergency response needs.</p> <p><b>Core Values:</b> At Dependable Emergency Vehicles, our core values guide every aspect of our work. We are dedicated to delivering high-quality vehicles built with precision, durability, and performance in mind. Innovation drives us forward as we continuously improve our design and engineering to meet the evolving needs of emergency services and departments. We take pride in being a reliable partner, offering dependable service before, during, and long after delivery. Above all, we strive to cultivate strong customer relationships and believe that teamwork, both internally and with our clients, is essential to achieving long-term success.</p> <p><b>Business Philosophy:</b> "Designed to perform, built to last" - this guiding principle reflects our business philosophy at Dependable Emergency Vehicles. The company prioritizes long-lasting partnerships with departments, ensuring dependable service and support well beyond the delivery of each unit. Every truck is handcrafted with a focus on safety, functionality, and durability, reflecting the company's family-owned roots and customer-first approach.</p> <p><b>Industry Longevity:</b> With 50 years of experience in the emergency vehicle industry, Dependable Emergency Vehicles has built a reputation for delivering durable, high-performing apparatus customized to the needs of fire departments across North America. Over the years, the Dependable Group has grown beyond our two original companies (Dependable Emergency Vehicles and Dependable Truck &amp; Tank Limited), expanding our expertise and capabilities through the addition of companies such as Dependable Fire Equipment, Dependable Laser Works, Dependable Freight Solutions, Dependable Graphic Solutions, Dependable Equipment, Keltic North Limited, and Keltic Tank &amp; Meter Limited.</p> <p>Our Canadian-built apparatus is designed to perform in the harshest weather and the most challenging terrains. From snow and ice to remote wildland conditions, our vehicles are engineered with corrosion-resistant materials and advanced technology to ensure long-term performance.</p> <p>Safety is at the core of our design philosophy. Our vehicles are equipped with advanced safety technologies, including rollover protection, enhanced braking systems, and ergonomic controls. Our custom chassis units also include airbags and HEPA Air Filtration System designed to reduce firefighter fatigue and provide clean air for lifelong protection of firefighters. Every apparatus is built to meet the stringent standards of the National Fire Protection Association, ensuring compliance with the industry's highest safety benchmarks.</p> <p>We work closely with departments and municipalities of all sizes to deliver custom solutions, including pumper, tankers, rescues, wildland units, and more, each built to meet specific operational needs. Dependable Emergency Vehicles proudly maintains strong partnerships with KME, Fouts, and Ferrara, further expanding our capabilities and reach throughout the U.S. and Canada. In addition to manufacturing, we offer refurbishing, remounting, and EVT-certified repair services to support the full lifecycle of the fleet. Dependable Emergency Vehicles is proud to be a trusted partner to fire departments across North America, delivering purpose-built apparatus engineered for strength, reliability, and lasting impact.</p>
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12	What are your company's expectations in the event of an award?	<p>In the event Dependable Emergency Vehicles is awarded a Sourcewell bid, we will prioritize creating a clear, trusted, and mutually beneficial working relationship with Sourcewell and its participating agencies. We anticipate that the award will provide an opportunity to support member agencies efficiently, delivering high-quality emergency vehicles and exceptional service. This will ensure they can procure with confidence through a streamlined purchasing process.</p> <p>A priority for our company is to focus on expanding outreach and engagement by educating and connecting with Sourcewell members about the product offerings, capabilities, and value added services. This approach will assist members to make informed purchasing decisions and understand the full range of solutions available to meet their needs.</p> <p>In addition, maintaining compliance and accountability will be essential to our approach. We will fully meet all contract requirements, reporting obligations, and performance standards outlined by Sourcewell to uphold the integrity of cooperative purchasing decisions.</p> <p>Dependable Emergency Vehicles is committed to providing competitive value by delivering consistent, fair pricing, while maintaining the high standards of workmanship and customization for which we are known. Our team will ensure responsiveness and support by offering reliable post sale assistance, technical guidance, and warranty service to all participating agencies, ensuring long term satisfaction and trust.</p> <p>As a Canadian manufacturer, we remain dedicated to serving fire departments and municipalities across the country by providing locally built apparatus and dependable service that fulfills the operational needs of communities nationwide.</p> <p>Overall, we view a Sourcewell award as a commitment to excellence, providing outstanding service, and continually enhancing support for public safety agencies across North America.</p>
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Dependable Emergency Vehicles maintains a strong and stable financial position, supported by consistent growth, a diversified customer base, and over 50 years of successful operations within the Dependable Group. Our organization's long-standing history in the emergency vehicle industry reflects our commitment to prudent financial management, sustainable operations, and responsible growth strategies.</p> <p>We uphold our financial standing through the following:</p> <p>Diversified Revenue Streams:</p> <ul style="list-style-type: none"> <li>By serving municipalities, fire departments, educational institutions, and government agencies across North America, we maintain a wide and balanced customer base. This diversification minimizes risk and ensures consistent cash flow.</li> </ul> <p>Proven Contract Fulfillment:</p> <ul style="list-style-type: none"> <li>Dependable Emergency Vehicles has successfully executed large-scale, multi-year contracts, consistently meeting financial and operational commitments without delays or cost overruns. This track record demonstrates our ability to manage resources effectively and maintain liquidity.</li> </ul> <p>Financial Stability within the Dependable Group:</p> <ul style="list-style-type: none"> <li>As part of the Dependable Group of companies, Dependable Emergency Vehicles benefits from the collective strength of a well-established and financially secure organization that has operated successfully for over five (5) decades. This group structure provides additional financial resilience and ensures that we can uphold our obligations under any awarded agreement.</li> </ul> <p>Strong Credit and Supplier Relationships:</p> <ul style="list-style-type: none"> <li>Our excellent credit history and long-term relationships with trusted suppliers allow us to secure favorable terms, manage costs efficiently, and maintain uninterrupted production capacity even under high demand.</li> </ul> <p>Ongoing Growth and Investment:</p> <ul style="list-style-type: none"> <li>Dependable Emergency Vehicles reinvests in innovation, infrastructure, and workforce development, which strengthens both operational capacity and financial resilience. This forward-looking approach positions us to remain a dependable, long-term partner for Sourcewell and its participating entities.</li> </ul> <p>Our ability to consistently deliver high-quality products, meet deadlines, and maintain strong financial performance underscores our reliability as a trusted partner. Please see the attached supporting documents, including our reference letter which demonstrate our ongoing financial strength and stability.</p>

14	What is your US market share for the Solutions that you are proposing?	Dependable Emergency Vehicles currently holds 1% of the market share in the United States for the solutions that we are proposing. While our primary focus and established foundation are within Canada, we have steadily expanded our reach into the U.S. market by delivering high-quality, custom-built emergency vehicles that meet the demanding needs of fire services. This continued growth exemplifies our commitment to providing durable, reliable apparatus and responsive support for departments and firefighters across North America.
15	What is your Canadian market share for the Solutions that you are proposing?	For the solutions we are proposing, custom-built fire apparatus and emergency vehicles, Dependable Emergency Vehicle's estimated market share in Canada ranges from 30% to 35%, depending on the specific vehicle category and region. In certain provinces, particularly Ontario, our established presence and trusted customer relationships lead to an even higher share.  Our reputation for high-quality craftsmanship, customer service, and post-delivery support has contributed to steady growth and a loyal client base. We plan to continue to expand our market reach through innovation, customer referrals, and partnerships with procurement organizations like Sourcewell.
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	No, Dependable Emergency Vehicles, Dependable Truck & Tank Limited, and the Dependable Group of companies have never petitioned for bankruptcy protection. We have maintained stable financial operations since our founding and have consistently met all of our financial obligations. Our company takes pride in strong fiscal responsibility, as well as our proactive approach to financial planning, which has collectively ensured our long-term stability and growth.
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?	Dependable Emergency Vehicles, part of Dependable Truck & Tank Limited and The Dependable Group, is a Canadian-owned and operated final-stage vehicle manufacturer specializing in custom-built fire apparatus. Our team designs and engineers all drawings and fabrication components in-house before sending them to our Dependable Laser Works division for precise laser cutting of aluminum materials. The body is welded to precise engineered specifications and then finished in our on-site 90-foot paint shop, where it is professionally painted to ensure a durable, high-quality finish.  Our services include chassis repairs, in-frame engine rebuilds, body repairs, and interior seat replacements. We also offer custom design and installation of consoles, cabinets, and storage solutions, along with upgrades to intercom systems and lighting options. Additional services include remounts of bodies or chassis, EVT inspections, rust proofing, ladder inspections, pump testing, NDT service, D.O.T. inspections, foam system service and calibration, fluid and filter replacements, routine tank flushing, and much more.
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.	Dependable Emergency Vehicles hold all licenses and certifications necessary to be qualified and authorized to manufacture and service firefighting apparatus in Canada. These include:  ULC Certification - Certified by Underwriters Laboratories of Canada for inspection and certification of fire apparatus in accordance with CAN/ULC-S515, Standard for Automobile Fire Fighting. Certification No. EX5698.  Department of Transport - National Safety Mark, Authorized under the Canada Motor Vehicle Safety Standards (CMVSS). This certifies that all vehicles manufactured by Dependable Emergency Vehicles comply with applicable regulations under the Motor Vehicle Safety Act. Authorization No. B23.  Workplace Safety and Insurance Board (WSIB) - Ontario. Dependable Emergency Vehicles maintain a valid WSIB clearance certificate to operate in Ontario. Contract No. A0000HKNM3.  310T - Truck and Coach Technician Licensing. Our service team includes licensed 310T Truck and Coach Technicians, authorized to perform maintenance and repairs on firefighting apparatus.

	<p>TSSA Service Agreement - Welding PQR, WPS, and WPQs are qualified and maintained in accordance with ASME Section IX. Welding Production staff members hold valid Welder/Welding Operator Certificates issued by the Technical Standards and Safety Authority, ensuring all welding practices meet regulatory and safety requirements.</p> <p>NFPA Compliance - Dependable Emergency Vehicles adheres to NFPA (National Fire Protection Association) standards, ensuring all apparatus are designed, built, and serviced in compliance with current fire service safety and performance regulations.</p> <p>Dealer License - Dependable Emergency Vehicles holds a valid Dealer License, authorizing the legal sale and transfer of emergency vehicles in accordance with provincial and federal regulations.</p> <p>CVOR License - We maintain an active CVOR (Commercial Vehicle Operator's Registration) license, allowing us to legally operate and transport commercial emergency vehicles throughout Ontario while complying with safety and maintenance obligations.</p> <p>National Board of Boiler and Pressure Vessel Inspectors (NB Certificate) - Dependable Emergency Vehicles maintains certification from the National Board of Boiler and Pressure Vessel Inspectors, authorizing us to perform certified repairs and alterations to pressure-retaining components on emergency vehicles.</p> <p>NSM Stamp B23 - We are authorized by Transport Canada under NSM (National Safety Mark) B23, certifying that our manufactured or modified vehicles meet all applicable federal motor vehicle safety standards.</p> <p>B620 Certification - Dependable Emergency Vehicles is certified to Transport Canada's CSA B620 standard, allowing us to inspect, test, and repair highway tanks and portable tanks used in the transportation of dangerous goods.</p> <p>CTEA Membership - We are proud members of the Canadian Transportation Equipment Association (CTEA), demonstrating our commitment to industry best practices, compliance, and continuous improvement in vehicle design and safety.</p> <p>Canadian Propane Association Certificate - Our technicians hold certification from the Canadian Propane Association, enabling us to legally and safely perform installation, service, and inspection of propane systems in accordance with national safety standards.</p> <p>Certificate of Registration 33-216 - Dependable Emergency Vehicles holds Certificate of Registration 33-216, issued by Measurement Canada, authorizing us to perform work on legal-for-trade metering systems where applicable.</p> <p>Weights and Measures Act Certificate - We are certified under the Weights and Measures Act, ensuring compliance with federal regulations governing accuracy in measurement systems installed or serviced on emergency vehicles.</p> <p>The Ontario Association of Fire Chiefs (OAFC) - Dependable Emergency Vehicles is proud to be an industry member, actively supporting the firefighting community by providing high-quality equipment, innovative solutions, and reliable services tailored to the needs of fire departments across Ontario.</p> <p>Fire Apparatus Manufacturers' Association (FAMA) - Dependable Emergency Vehicles is proud to be a member of FAMA, a respected non-profit trade association dedicated to advancing the fire apparatus industry. As part of this network, Dependable Emergency Vehicles supports the mission of promoting safety, innovation, and quality in the design and manufacture of fire apparatus and related components for the fire service sector.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p> <p>Dependable Emergency Vehicles has never been suspended or debarred from bidding on, or performing, contracts at any time, including within the past seven (7) years. We remain in good standing with all applicable regulatory and contracting authorities.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>In an industry where formal award programs are uncommon, Dependable Emergency Vehicles has earned its standing through results that speak louder than plaques or trophies. Over the last five (5) years, we have expanded our production capabilities, grown our share of the Canadian emergency vehicles market, and been entrusted with repeat orders from some of the country's largest and most respected fire and emergency service departments – including the City of Toronto, which has received over 100 units during this period.</p> <p>Our growth, customer loyalty, and ability to consistently deliver high-quality, purpose-built vehicles are the real markers of recognition in our field.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Over the past three (3) years, approximately 90% to 95% of Dependable Emergency Vehicles total sales have been to the governmental sector. This includes municipal fire departments, regional and provincial agencies, and other public safety organizations across Canada.</p> <p>Our strong focus on serving government entities reflects our deep understanding of the procurement processes, compliance requirements, and operational needs. We take pride in our long-standing relationships with public sector clients and our ability to consistently deliver high quality emergency vehicles that meet their unique specifications and budgets.</p> <p>This ongoing support from the governmental sector underscores our reliability, reputation, and commitment to public service across the country.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>In the past three (3) years, approximately 5% of Dependable Emergency Vehicles' total sales have been directed toward the education sector. This includes supplying specialized emergency vehicles and related equipment to academic institutions, such as fire colleges and vocational training centers. We have provided service to several recognized institutions in Ontario, including the Ontario Fire Academy, FESTI (Fire and Emergency Services Training Institute), and Seneca College's Firefighter, Pre-Service Education and Training Course. These organizations utilize our vehicles for various purposes, including hands-on training for firefighting, emergency medical response, and technical education programs.</p> <p>Our involvement with the education sector demonstrates our commitment to supporting the next generation of emergency responders by providing safe, reliable, and fully compliant apparatus for instructional use. While education represents a smaller portion of our overall sales, we value these partnerships for their long-term impact on public safety training and workforce development.</p>	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Dependable Emergency Vehicles holds the following municipal, and regional service and parts agreements:</p> <p>City of Toronto Fire – Parts and Service Contract  City of Richmond Hill – Parts and Service Contract  Greater Toronto Airports Authority (GTAA) – Service Contract</p> <p>The Township of King – Service Contract</p> <p>At this time, Dependable Emergency Vehicles does not hold any formal state or cooperative purchasing agreements (e.g., Sourcewell, HGACBuy, or NASPO).</p> <p>Annual Sales Volume (Past Three Years)  Due to client confidentiality and varying service scopes, we are able to provide estimated annual sales ranges for each agreement:</p> <p>City of Toronto Fire  2022: Approx. \$9,130,675.62 CAD  2023: Approx. \$6,842,242.39 CAD  2024: Approx. \$13,024,064.08 CAD</p> <p>City of Richmond Hill  2022: Approx. \$125,701.98 CAD  2023: Approx. \$45,342.78 CAD  2024: Approx. \$1,542,225.62 CAD</p> <p>Greater Toronto Airports Authority:  2022: Approx. \$18,544.69 CAD  2023: Approx. \$103,695.93 CAD  2024: Approx. \$2,019,442.07 CAD</p> <p>The Township of King  2022: \$258,320.79 CAD  2023: \$684,127.06 CAD  2024: \$239,833.93 CAD</p>	*

24	<p>List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Dependable Emergency Vehicles does not currently hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA). At this time, no sales have been generated under these contracting vehicles over the past three (3) years.</p> <p>However, Dependable Emergency Vehicles actively participates in other procurement processes and frameworks, and we remain open to pursuing GSA and SOSA opportunities in the future should they align with our product offerings and customer needs.</p>	*
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### 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 *	*
Toronto Fire Services	Rob Anselmi	(416) 578-4504	*
Oakville Fire Department	Jeremy Inglis	(437) 218-3774	*
Burlington Fire Department	Drew Boys	(416) 358-3350	*

### 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>Dependable Emergency Vehicles employs a dedicated and experienced sales force equipped to support current and prospective Sourcewell participating entities with comprehensive guidance on contract purchasing options. Our head office and main manufacturing facility are located in Brampton, Ontario, and are supported by regional offices and service centers across Ontario and Atlantic Canada. This structure enables us to provide responsive, knowledgeable, and dependable customer support wherever they operate.</p> <p>Within our organization, we employ four (4) full-time professionals in fire truck inside sales administration and one full-time specialist focused exclusively on fire truck inside sales support. Our on-road truck sales team includes twelve (12) representatives, who all work closely with departments to understand their needs and guide them through every procurement and build process phase. We also maintain strong relationships with authorized dealers in Québec and Atlantic Canada, including Nova Scotia, Prince Edward Island, Newfoundland, and New Brunswick.</p> <p>Our sales team operates out of several strategically located regional offices, allowing us to serve a broad geographic area with local insight and timely support. In Woodstock, Ontario, we operate through our Keltic Tank &amp; Meter Limited location, providing apparatus servicing, tank meter calibration, and pump testing services. Our North Bay, Ontario office, known as Keltic North, supports sales and service activities throughout Northern Ontario, ensuring customers in remote and rural areas receive timely, knowledgeable assistance. In Dartmouth, Nova Scotia, our Atlantic Canada sales presence is based at our regional service center, which also provides full-service support, including warranty repairs, maintenance, and parts. This location enhances our ability to directly assist departments throughout the Maritime provinces and maintain strong, ongoing customer relationships.</p> <p>By positioning our sales professionals in these key locations, Dependable Emergency Vehicles ensures personalized, accessible support for Sourcewell participating entities across Eastern Canada, reinforced by a reliable service and technical resources network.</p>	*

27	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Dependable Emergency Vehicles maintains a trusted and growing network of authorized sellers and affiliated companies to ensure full national coverage and responsive, localized service across Canada. Our distribution model combines direct sales, regional dealers, and strategic service center locations to offer comprehensive access to our custom emergency vehicle solutions.</p> <p>In Atlantic Canada, we partner with Fire Safe Headquarters, our authorized representative serving Nova Scotia, New Brunswick, Prince Edward Island, and Newfoundland and Labrador. Fire Safe Headquarters provides sales, service, and technical support to regional departments, ensuring a consistent and reliable customer experience.</p> <p>In Québec, Équipement SH serves as our official authorized dealer. They offer sales, product expertise, and support for Dependable Emergency Vehicles' complete line of custom fire apparatus and emergency response vehicles. Their experienced team helps deliver tailored solutions to meet the specific needs of Québec's fire and emergency services.</p> <p>In addition to these dealers, Dependable Emergency Vehicles leverages the reach and capabilities of our group of companies and service centers, which also serve as regional sales and support hubs:</p> <p>Our head office and main production facility in Brampton, Ontario, houses our engineering and inside sales teams and our primary service center.</p> <p>In Woodstock, Ontario, we operate as Keltic Tank &amp; Meter Limited, offering sales support, equipment servicing, and testing.</p> <p>Our North Bay, Ontario, location, known as Keltic North, supports sales, maintenance, and service needs across Northern Ontario.</p> <p>In Dartmouth, Nova Scotia, we operate a full-service sales and support location serving departments throughout Atlantic Canada.</p> <p>This integrated network of dealers, regional offices, and service locations ensures that Sourcewell participating entities across Canada can access to high-quality fire apparatus, personalized procurement support, and reliable after-sales service, whether through our authorized dealers or directly from Dependable Emergency Vehicles.</p> <p>Where appropriate, we also engage in direct sales, fleet contracts, and logistics partnerships to meet the specific purchasing and delivery requirements of municipalities, departments, and agencies coast to coast.</p>
28	<p>Service force.</p>	<p>Dependable Emergency Vehicles is proud to offer a robust and comprehensive service infrastructure that supports a broad spectrum of emergency and specialty vehicles across Canada. Our service capabilities cover the full range of apparatus and units, including pumper, tankers, rescue vehicles, aerials, platforms, command units, mini-series pumpers and rescues, wildland units, hazardous materials (Hazmat) apparatus, and law enforcement vehicles such as police cruisers, SUVs, and pick-up trucks used by chiefs and command personnel.</p> <p>To ensure consistent, high-quality service and support, we employ a team of 30 full-time, in-house service technicians trained and experienced in emergency vehicle maintenance, diagnostics, and repair. This includes nine (9) certified 310T truck and coach technicians and seven (7) EVT-certified (Emergency Vehicle Technician) specialists, providing skilled labour for both preventative maintenance and complex technical service requirements.</p> <p>At our Brampton facility, we offer a comprehensive range of in-house services designed to support every stage of your apparatus's lifecycle—from fabrication and customization to maintenance and repairs. These services include:</p> <ul style="list-style-type: none"> <li>-Body / Paint / Mechanical Shop in one 80,000-square-foot facility</li> <li>-Raised ceiling for aerial service</li> <li>-24/7 emergency service calls</li> <li>-Enclosed pump testing bay (indoor) with capacity of 12,000 liters per minute (LPM)</li> <li>-Collision repair center</li> <li>-Sandblasting</li> </ul>

- Diagnostics software (Multiplex, Es Key, Allison, Federal, Signal, Whelen)
- \$5+ million in-house stock parts
- Licensed EVT
- 20 ton overhead crane
- Laser facility / Custom fabrication
- 90 Bays
- 12 Pits
- 4 sets of hydraulic lifts
- Custom decaling (using Dependable Group of Companies; Dependable Graphic Solutions)
- Original Equipment Manufacturer (OEM) trained technicians
- Underwriters Laboratories of Canada (ULC) approved facility
- 24 hour surveillance + gated facility
- Towing for breakdowns
- Indoor wash facility for fire trucks
- Pick up and delivery services
- Bulk vehicle lubricant / fluids on site
- Low carbon facility
- Custom upholstery

Moreover, each of our four (4) central service locations is led by a dedicated service manager, ensuring direct oversight and local accountability. This results in four (4) service managers nationwide, each overseeing operations in a specific region and working closely with their teams to uphold the high standards associated with the Dependable brand.

Our service team also includes a specialized group of on-road service and warranty personnel, supported by a dedicated warranty and mobile service manager who coordinates and supervises field operations nationwide. This allows us to offer mobile service capabilities, directly bringing critical repair and warranty support to the customer's location to reduce downtime and improve efficiency.

In addition, we employ three (3) full-time, in-house service and warranty administrators, who are responsible for coordinating appointments, processing warranty claims, and providing a direct point of contact for customer service inquiries. Their work ensures a smooth and responsive experience for departments managing routine and unexpected service needs.

Our in-house service facilities are strategically located to provide broad regional coverage and include:

Brampton, Ontario – our sales head office and primary manufacturing and service center, as well as our equipment store.

- Woodstock, Ontario – operating as Keltic Tank & Meter Limited.
- North Bay, Ontario – operating as Keltic North.
- Dartmouth, Nova Scotia – serving the Atlantic Canada region with full-service capabilities and an equipment store.

Together, these facilities allow Dependable Emergency Vehicles to offer coast-to-coast service coverage, with a highly trained technical team, mobile service support, and localized customer care, ensuring that Sourcewell participating entities receive dependable, timely, and expert service no matter where they operate in Canada.

29	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Customers can reach out by phone, email, or through our website. Dependable Emergency Vehicles also submits bids and tenders on platforms such as Merx, Sap Ariba, Biddingo, or Bids &amp; Tenders, Bonfire, Ontario Tender Portal, NBON and in some cases, submissions are mailed or emailed directly. In addition, our Sales Representatives actively contact customers by making sales calls or visiting departments in person to explore potential opportunities. Our sales team then conducts a consultation to understand the customer's needs, specifications, and budget while providing product information, outlining available options, and addressing any initial questions.</p> <p>We work closely with the customer to define technical requirements and desired features. Our experts recommend equipment or services that align with the customer's operational goals. A formal proposal or quote is prepared by our inside sales administration team and presented by our sales representatives, including pricing, delivery timelines, and payment terms through letters of intent. If a bid or tender submission is required, the inside sales administration team prepares prices and submits a professional response before the deadline.</p> <p>Once the customer or council approves the purchase, a purchase order is issued; from there a Dependable Emergency Vehicles contract is signed by the customer. Dependable Emergency Vehicles reviews and confirms receipt of the purchase order, then prepares all internal documentation and schedules a pre-construction meeting with the client to review their needs and requests.</p> <p>For custom apparatus or specialized equipment, the design phase begins. For stock trucks, Dependable Emergency Vehicles starts any modifications requested by the client. Dependable Emergency Vehicles engages in collaborative reviews and approvals of technical drawings and specifications with the engineering team, and confirmation or approvals are shared with the customer. Any required modifications or adjustments are finalized.</p>
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30	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Customers can reach out by phone, email, or through our website. Dependable Emergency Vehicles also submits bids and tenders on platforms such as Merx, Sap Ariba, Biddingo, or Bids &amp; Tenders, Bonfire, Ontario Tender Portal, NBON and in some cases, submissions are mailed or emailed directly. In addition, our Sales Representatives actively contact customers by making sales calls or visiting departments in person to explore potential opportunities. Our sales team then conducts a consultation to understand the customer's needs, specifications, and budget while providing product information, outlining available options, and addressing any initial questions.</p> <p>We work closely with the customer to define technical requirements and desired features. Our experts recommend equipment or services that align with the customer's operational goals. A formal proposal or quote is prepared by our inside sales administration team and presented by our sales representatives, including pricing, delivery timelines, and payment terms through letters of intent. If a bid or tender submission is required, the inside sales administration team prepares prices and submits a professional response before the deadline.</p> <p>Once the customer or council approves the purchase, a purchase order is issued; from there a Dependable Emergency Vehicles contract is signed by the customer. Dependable Emergency Vehicles reviews and confirms receipt of the purchase order, then prepares all internal documentation and schedules a pre-construction meeting with the client to review their needs and requests.</p> <p>For custom apparatus or specialized equipment, the design phase begins. For stock trucks, Dependable Emergency Vehicles starts any modifications requested by the client. Dependable Emergency Vehicles engages in collaborative reviews and approvals of technical drawings and specifications with the engineering team, and confirmation or approvals are shared with the customer. Any required modifications or adjustments are finalized. Manufacturing or assembly then begins according to the agreed specifications. For a stock truck, any customizations or modifications will be completed at this stage. Our quality assurance team monitors progress and performs inspections to ensure all standards and regulations are met, while regular updates are provided to the customer on order status.</p> <p>When the build is complete, the unit undergoes in-house testing and thorough safety inspections. Dependable Emergency Vehicles then schedules a final inspection with the client, and any issues identified are addressed promptly.</p> <p>Dependable Emergency Vehicles coordinates delivery logistics to the customer's location, whether the customer is picking up the unit or Dependable Emergency Vehicles is delivering it to their preferred site. We provide installation services or support as required, and training is offered to the customer's team on the operation and maintenance of the vehicle.</p> <p>After delivery, Dependable Emergency Vehicles provides ongoing customer support, including maintenance, warranty, in-house and on-road service, and parts supply. We maintain communication to ensure customer satisfaction and to address any future needs.</p> <p>Orders are primarily handled directly through Dependable Emergency Vehicles. In regions where we operate through authorized dealers or distributors, those partners serve as the local point of contact for customers. They assist with consultation, specifications, and support throughout the process, while Dependable Emergency Vehicles manages proposal preparation, contract execution, manufacturing, and delivery. All final contracts are executed with Dependable Emergency Vehicles, ensuring consistency in pricing, warranties, and after-sales support, while dealers or distributors provide local expertise and ongoing service where applicable.</p> <p>In regard to Fouts Fire sales requests, Dependable Emergency Vehicles is registered with the sales force program under Fouts Fire. The program forwards customer requests from across Canada. Dependable Emergency Vehicles then emails or calls the customer with the requested information they are looking for to complete the direct sale of the apparatus. If a customer is seeking a quote for a truck or any additional options, such as adjustable shelves, Dependable Emergency Vehicles will provide a detailed quote. The customer then supplies Dependable Emergency Vehicles with a signed quote for a purchase order. The final step involves completing any additional quoted items, invoicing the customer, and delivering the apparatus.</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Dependable Emergency Vehicles is fully willing and able to provide our products and services to Sourcewell participating entities across the United States and Canada. As a Canadian-based manufacturer with nearly five (5) decades of experience, we have the operational capacity, expertise, and systems in place to fully support cross-border sales and procurement.</p> <p>Our product offering includes custom-built pumpers, tankers, rescues, aerial apparatus, wildland/urban interface units, Hazmat and rehab units, as well as refurbishment and remounting services. Each vehicle is purpose-built to meet the operational needs of the customer, using quality craftsmanship, innovative engineering, and durable components to ensure long service life.</p> <p>In addition to manufacturing, we provide a full range of support services to U.S. and Canadian customers, including remote technical support, operator training, and warranty administration. Our service partnerships and mobile support teams allow us to coordinate maintenance and repairs in the customer's local area, reducing downtime and ensuring operational readiness.</p> <p>Dependable Emergency Vehicles is committed to delivering the same high level of quality, service, and attention to detail to Sourcewell members in the United States and Canada as we provide to our current clients. Our ability to handle international orders efficiently, paired with our willingness to tailor solutions to each department's needs, ensures that participating entities can confidently rely on us as a trusted Sourcewell vendor.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Dependable Emergency Vehicles is fully prepared and committed to providing our products and services to Sourcewell participating entities across Canada.</p> <p>As a Canadian-based manufacturer with nearly five (5) decades of experience serving municipalities, regional governments, educational sector, and emergency services, we have the infrastructure, expertise, and resources to support Sourcewell members from coast to coast. Our operations are anchored by our head office and primary manufacturing facility in Brampton, Ontario, supported by strategically located service centers in Woodstock, Ontario; North Bay, Ontario; and Dartmouth, Nova Scotia. This network, combined with our partnerships with authorized dealers such as Fire Safe Headquarters in Atlantic Canada and Equipment SH in Québec, ensures local accessibility, rapid response times, and consistent service delivery nationwide.</p> <p>Our product portfolio features custom-built fire apparatus, specialized emergency vehicles, wildland/urban interface units, and comprehensive refurbishing and remounting solutions. Each unit is engineered and handcrafted to meet the precise operational requirements of our clients, in full compliance with NFPA and CAN/ULC-S515 standards. We also provide innovative solutions such as our Idle Reduction &amp; Energy Storage System (IRESS), which helps reduce emissions, fuel consumption, and maintenance costs for our customers.</p> <p>In addition, we deliver a full suite of after-sales services, including preventive maintenance programs, EVT-certified repairs, vehicle refurbishing and remounting, lighting and siren upgrades, chassis repairs and upgrades, operator and maintenance training, and ongoing technical support to ensure the optimal performance and longevity of every vehicle we deliver.</p> <p>Dependable Emergency Vehicles maintains the capacity and flexibility to fulfill orders for departments of all sizes, from major metropolitan services to rural volunteer departments, with the same level of quality, attention to detail, and customer care. By integrating Sourcewell's cooperative purchasing model into our sales process, we will make it easy for all participating entities to access our solutions, take advantage of pre-competitive pricing, and streamline their procurement process without compromising on customization or service excellence.</p> <p>Our extensive experience, proven track record, and customer-first philosophy ensure that every Sourcewell member, regardless of location or size, receives industry-leading products, responsive service, and the full benefit of our decades of expertise.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>We do not serve the following United States territories, including, American Samoa, Guam, the Northern Mariana Islands, Puerto Rico and the U.S. Virgin Islands.</p> <p>Dependable Emergency Vehicles fully serves all provinces and territories across Canada, all 50 U.S. states, as well as the District of Columbia.</p>	*

34	<p>Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.</p>	<p>All account types of Participating Entities, including government agencies, educational institutions, and nonprofit organizations, will have full access to our complete range of solutions under the awarded agreement. This includes all products, services, equipment, and support programs outlined in our proposal. There are no restrictions or limitations based on organization type, or size within the awarded territory.</p> <p>Dependable Emergency Vehicles believes in equitable access to high-quality emergency vehicles, equipment, and related services. Our business model and production capabilities are designed to serve a diverse client base, from large metropolitan fire departments to small rural volunteer services, with the same level of commitment, customization, and after-sales support. Ensuring that all participating entities have equal opportunity to benefit from the efficiencies and cost savings of the Sourcewell contract aligns with our mission to support the safety and operational readiness of communities across Canada.</p> <p>To achieve this, we leverage a nationwide network of authorized dealers, service facilities, and field representatives strategically located across multiple provinces. This network enables us to provide local sales support, rapid service response, and consistent customer care, ensuring that every participating entity, regardless of size or location, receives the same high standard of attention and accessibility.</p>
35	<p>Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.</p>	<p>Dependable Emergency Vehicles outlines the following requirements and restrictions for participating entities located in Hawaii, Alaska, and U.S. Territories:</p> <p><b>Hawaii</b> Dependable Emergency Vehicles can serve Hawaii; however, all vehicles must be shipped via sea freight, which may result in increased transportation costs and longer lead times.</p> <p>Vehicles may require additional inspection or emissions testing to comply with Hawaii's regulations. Radio and communication systems must be compatible with local public safety frequencies. Service and maintenance support will be coordinated remotely or through authorized third-party providers.</p> <p><b>Alaska</b> Dependable Emergency Vehicles is able to serve Alaska; however, delivery timelines may be extended due to terrain and seasonal freight limitations. Vehicles for Alaska may require specific configurations such as 4x4 or AWD, high ground clearance, and enhanced heating systems. In addition, compliance with local inspection and registration standards will be verified before the unit is delivered. Maintenance may be supported through regional partnerships or mobile service when available.</p> <p><b>US Territories</b> At this time, we do not serve the United States territories, including American Samoa, Guam, the Northern Mariana Islands, Puerto Rico and the U.S. Virgin Islands.</p>
36	<p>Will Proposer extend terms of any awarded master agreement to nonprofit entities?</p>	<p>Yes, we are willing to extend the terms of any awarded master agreement to nonprofit entities. Dependable Emergency Vehicles is committed to supporting public safety and community service organizations, including nonprofit entities. We recognize the vital role that nonprofits play in emergency response, disaster relief, and public outreach. As such, we are pleased to offer the same pricing, terms, and benefits outlined in the master agreement to qualifying nonprofit organizations.</p>

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

Line Item	Question	Response *

37	<p>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> <p>Dependable Emergency Vehicles is committed to making the procurement process as seamless and cost-effective as possible for our customers. As part of this commitment, we will actively promote the Sourcewell / Canoe cooperative purchasing system to our municipal, regional, and government agency clients across Canada.</p> <p>Dependable Emergency Vehicles will proactively educate fire departments and municipal buyers on how Sourcewell simplifies procurement by eliminating the need for time-consuming RFPs on tenders. To support this, we will create clear and easy-to-follow guides, and a brochure titled "How to Purchase Through Sourcewell," which outlines the key benefits such as compliance, speed, and cost efficiency, as well as the steps to become a Sourcewell member if they are not already.</p> <p>Our website will feature dedicated resources highlighting Sourcewell and showcasing Dependable Emergency Vehicles as an approved vendor through the Sourcewell program. It will include a direct link to the Sourcewell contract as well as the membership application, making it easy for customers to access all necessary information in one place.</p> <p>Authorized dealers, including Fire Safe Headquarters in Atlantic Canada and Equipment SH in Québec, are trained to explain and promote Sourcewell as a valuable procurement tool to their local clients. Field representatives and partners are equipped with printed and digital Sourcewell materials to share during meetings, demonstrations, and trade shows. Personalized weekly email campaigns and coordinated social media initiatives are sent out featuring the Sourcewell logo, brand, and messaging. These efforts highlight Dependable Emergency Vehicles as an authorized dealer while reinforcing Sourcewell's image and values throughout all marketing materials. Social media outreach will extend across multiple platforms, including LinkedIn, Facebook, X, and Instagram, to ensure we are connecting with a wide audience of municipal decision-makers, fire chiefs, procurement officers, and industry influencers. We will use targeted paid ads to reach specific geographic and professional segments, create engaging posts with real-world customer success stories, and utilize short-form videos and infographics to explain the benefits of cooperative purchasing in a clear, visually compelling way.</p> <p>In addition to digital outreach, we will leverage industry media channels to extend our reach. This includes placing targeted advertisements in leading fire service publications, submitting feature articles on cooperative purchasing success stories, and collaborating with trade media to run joint press releases with Sourcewell. These media efforts will help build brand awareness, educate buyers on the benefits of the program, and position Sourcewell as a trusted procurement solution across the Canadian fire and emergency services sector.</p> <p>When Dependable Emergency Vehicles is responding to bids or sales inquiries, a Sourcewell procurement option is included alongside traditional tender responses, ensuring customers are aware of this streamlined purchasing method.</p> <p>Dependable Emergency Vehicles will ensure Sourcewell is promoted at industry events and tradeshows such as Ontario Association of Fire Chiefs (OAFC) and Alberta Fire Chiefs Association (AFCA) through signage, handouts, and verbal messaging. Dependable Emergency Vehicles is also open to hosting or co-hosting informational webinars or in-person workshops with procurement professionals to walk through Sourcewell's process and benefits at our facilities in Brampton, ON; Woodstock, ON; North Bay, ON; and Dartmouth, NS.</p>
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Dependable Emergency Vehicles utilizes digital platforms to strengthen our marketing reach, to ensure we are reaching our customer base through effective tactics and methods. The company maintains an active presence on social media channels such as Instagram, Facebook, X, and LinkedIn to promote products, announce new launches, share vehicle delivery updates, and provide timely industry news. Targeting is done through boosting our social media content and e-blasts to reach fire departments, municipal buyers, and procurement officials, with key metrics like click-through rates, impressions, and conversions closely monitored to evaluate performance and guide adjustments and pull learnings in timing and messaging based on engagement trends and seasonal demand. For example, in June 2025, across our social media channels including LinkedIn, Facebook, X, and Instagram, the company received a total of 86,629 views.</p> <p>Email marketing is fully integrated with a Customer Relationship Management system, enabling segmented and personalized outreach informed by past inquiries, geographic region, and customer profiles, while tracking open rates, link clicks, and response actions to refine future follow-ups and offers.</p> <p>In addition, website content is continually optimized through search engine optimization strategies, incorporating relevant industry keywords and metadata to improve online visibility and drive traffic back to the website. Some SEO keywords we use are "fire trucks Canada" and "emergency vehicle procurement," which improves our traffic to the website, in the hopes to showcase our truck catalog, with available and upcoming fire truck units.</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell's role in promoting contracts is to raise awareness of the products, equipment, and services available to its participating members. This includes educating eligible agencies on the advantages of cooperative purchasing, ensuring they understand the value, cost savings, and efficiencies that can be achieved through Sourcewell-awarded agreements. All eligible members should be informed of the full range of solutions offered through Sourcewell contracts, as well as the benefits of streamlined procurement and pre-competeted pricing.</p> <p>When a customer chooses to purchase through Sourcewell, Dependable Emergency Vehicles will apply all pricing, terms, and conditions outlined in the awarded contract. Our sales team will clearly identify and confirm Sourcewell eligibility with the customer at the beginning of the sales cycle. Quotes, purchase agreements, and supporting documentation will reference the Sourcewell contract number to ensure transparency and compliance.</p> <p>To integrate the awarded agreement into our sales process, we will:</p> <p>Provide ongoing training to our sales and customer service teams on Sourcewell processes, contract details, and eligibility requirements.</p> <p>Incorporate Sourcewell contract information into our marketing materials, website, and trade show displays to increase visibility among potential members.</p> <p>Collaborate with Sourcewell's marketing and member engagement teams to promote the agreement through joint campaigns, webinars, and targeted outreach.</p> <p>Manage internal tracking of Sourcewell purchases, report contract activity quarterly, and remit administrative fees in accordance with Sourcewell guidelines.</p> <p>By aligning our processes with Sourcewell's objectives, we ensure that participating members experience a seamless, transparent, and compliant purchasing process while benefiting from the quality and reliability Dependable Emergency Vehicles is known for.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Dependable Emergency Vehicles' products and services are available through e-procurement platforms via our strategic partnerships with KME, Fouts, and Ferrara.</p> <p>Our company specializes in designing and manufacturing highly customized emergency vehicles tailored to the specific operational needs of each department. While our work remains rooted in a collaborative and hands-on approach, our affiliation with KME, Fouts, and Ferrara grants access to our offerings through select e-procurement channels.</p> <p>We continue to work closely with clients to define specifications, ensure compliance, and support them through every stage of the design and build process. This personalized support ensures each apparatus meets the highest standards of quality, functionality, and safety.</p>

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

Line Item	Question	Response *
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41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p> <p><b>Dependable Emergency Vehicles</b> is committed to supporting Sourcewell participating entities not only through the delivery of high-quality apparatus, but also by offering comprehensive training programs to ensure safe, effective, and confident operation and maintenance of all equipment we supply.</p> <p><b>Operator and Equipment Training</b> A six (6) to eight-hour (8) operator training is included as a standard offering with every new apparatus delivery. This training is conducted on-site by experienced representatives from Dependable Emergency Vehicles and, when applicable, in collaboration with our OEM partners (e.g., KME, Fouts, Ferrara, Hale, Spartan, etc.). Training sessions are designed to meet the specific needs of each department and may include:</p> <ul style="list-style-type: none"> <li>• Apparatus Walk-Around and Familiarization</li> <li>• Pump Operations and Controls (Including Digital and SAM Systems)</li> <li>• Foam System Use and Calibration</li> <li>• Maintenance Best Practices</li> <li>• Safety Protocols and Troubleshooting Procedures</li> <li>• Aerial Ladder and Hydraulic System Operation</li> <li>o (Aerial training – 3 days from MFG)</li> </ul> <p>Training is hands-on and interactive, ensuring all key personnel understand the functionality and operational nuances of the equipment. Custom training sessions can be tailored for volunteer departments, career firefighters, fleet managers, or service technicians.</p> <p>There is no additional cost for this standard training during the initial delivery and commissioning of the apparatus. If the customer prefers an extensive eight-hour or more training with an in class portion on the new apparatus, an extra charge is applied.</p> <p><b>Maintenance and Technical Training</b> Dependable Emergency Vehicles also offers optional technical and maintenance training programs for departments wishing to perform their own routine service or diagnostics. These sessions are available for an additional fee and may include topics such as:</p> <ul style="list-style-type: none"> <li>• Preventive maintenance schedules and procedures</li> <li>• Electrical system diagnostics</li> <li>• Pump and valve maintenance</li> <li>• EVT (Emergency Vehicle Technician) system overviews</li> </ul> <p>These advanced sessions can be hosted at the customer's location or at Dependable Emergency Vehicles' facility, both sessions are conducted by factory-trained technicians and certified service personnel. This training will incur an additional charge.</p> <p><b>Training Documentation and Support</b> All training is supported with printed and digital materials, including owner's manuals, wiring diagrams, maintenance schedules, and operational guides. Each customer receives a USB including the listed information above in regard to their new apparatus. Departments also have ongoing access to our support team for questions or follow-up training requests.</p>
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42	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p><b>Dependable Emergency Vehicles – Innovative Apparatus Solutions</b></p> <p>Dependable Emergency Vehicles is proud to provide innovative, forward-thinking apparatus solutions that integrate advanced technologies to meet the modern demands of emergency response. Our approach combines high-performance engineering with operational efficiency, environmental sustainability, and adaptability, making our offerings especially valuable to Sourcewell participating entities. In addition to new custom builds and quick-delivery options, Dependable is also offering used apparatus as part of this proposal. These units provide a cost-effective alternative, though available features and specifications will vary from truck to truck.</p> <p><b>Multipurpose Designs for Enhanced Operational Efficiency</b></p> <p>Our all-in-one vehicle platforms, such as rescue pumpers and rapid response units, are engineered to combine pump, rescue, and water supply capabilities into a single, compact unit. These multipurpose designs streamline fleet requirements by reducing the number of specialized vehicles needed, offering significant cost savings without sacrificing functionality or readiness. This configuration is particularly advantageous for departments looking to maximize versatility within constrained budgets or staffing.</p> <p><b>Electric and Idle-Reduction Technology for Sustainable Operations</b></p> <p>To support green initiatives and improve on-scene efficiency, our apparatus can be equipped with idle-reduction technologies such as ZeroRPM and Volta systems. These solutions enable emergency personnel to power essential systems without running the engine, dramatically reducing fuel consumption, emissions, and engine wear during extended operations.</p> <p><b>ZeroRPM System:</b> An advanced idle mitigation solution that automatically switches systems—including HVAC, radios, lights, and electronics—to battery power when the vehicle is stationary. Crews benefit from reduced fuel usage, improved air quality, lower maintenance costs, and quiet operation during long responses.</p> <p><b>Volta Power System:</b> A high-capacity lithium-ion storage platform that delivers clean, silent power without generators or auxiliary power units. With smart charging from alternators, solar, or shore power, and a certified Battery Management System (BMS) for safety, Volta provides reliable, eco-conscious energy with minimal maintenance.</p> <p><b>Smart Pump Panels and Automation for Safer, Simpler Operation</b></p> <p>Dependable Emergency Vehicles offers intelligent digital pumping systems, including the Hale SAM and SAM Boost modules, which automate critical pump functions. These systems feature real-time monitoring, automatic tank refills, and intuitive controls that reduce operator error, improve safety, and streamline training. Crews can remain focused on response operations while maintaining precise pump control.</p> <p><b>4x4 and Wildland Capabilities for Rugged Terrain</b></p> <p>For departments operating in rural, remote, or wildfire-prone regions, we offer Wildland Urban Interface (WUI) and off-road units equipped with true 4x4 capability, high-clearance suspension, and pump-and-roll functionality. These configurations ensure effective response in environments where traditional apparatus may be limited.</p> <p><b>Scene Lighting and Visibility Enhancements for Crew Safety</b></p> <p>Our vehicles feature powerful LED scene lighting, optional elevated light towers, and high-visibility reflective striping to maximize illumination and safety in low-visibility or nighttime conditions.</p> <p><b>Modular Bodies and Custom Storage for Optimized Equipment Access</b></p> <p>We offer modular body designs with fully customizable storage solutions, including slide-out trays, adjustable shelving, and integrated cabinetry. These features enhance organization, reduce deployment time, and improve equipment accessibility on scene.</p> <p><b>Quick Delivery and Used Apparatus to Meet Urgent Needs</b></p> <p>While we specialize in custom-built units, Dependable also provides pre-engineered, quick-delivery apparatus available on standard chassis for agencies with urgent needs. Additionally, our selection of used apparatus offers cost-effective options for departments with immediate budget or operational constraints. As these vehicles are pre-owned, their available features and specifications will vary by unit.</p>
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43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Dependable Emergency Vehicles offers environmentally conscious solutions and practices that support sustainability at both the vehicle and organizational level.</p> <p>At the vehicle level, our Idle Reduction &amp; Energy Storage System (IRESS) is an advanced all-electric APU that eliminates unnecessary engine idling while maintaining full vehicle functionality. With Zero RPM operation, IRESS powers HVAC, lighting, communications, and other systems without running the engine or auxiliary generator, reducing fuel use, emissions, noise, and maintenance costs. IRESS monitors the electrical system and shuts down the chassis engine when safe conditions are met (e.g., vehicle in neutral, parking brake applied, PTO (Power Take-Off), extending engine life and lowering operating expenses. Zero RPM is the mode where the engine is off, but all power needs are met by IRESS. Powered by Volta Power Systems' automotive-grade Lithium Ion NMC/NCA batteries, IRESS offers three (3) times the energy density of typical LiFePO4 systems at the same weight, delivering reliable, long-lasting power. It supplies up to 30A of continuous 120VAC power, supports key onboard systems, and can automatically restart the engine if needed, providing up to 10,000 watts of electrical generation. Optional cab heating and DC air conditioning enhance crew comfort. Charging is flexible via shore power (15A/30A) or a 58V/190A rapid alternator that recharges while driving. IRESS requires no special charging infrastructure, making it easy to integrate for fire departments and municipal fleets.</p> <p>At the company level, Dependable Emergency Vehicles incorporates sustainability-minded practices into its manufacturing operations. As a custom manufacturer, our facility includes state-of-the-art sandblasting, painting, and vehicle testing bays. We demonstrate a strong commitment to energy efficiency and environmental responsibility through the integration of electric vehicle technology and low-emission auxiliary power units (APUs). These systems reduce fuel consumption and emissions during both active duty and standby operations. Additionally, electric systems contribute to noise reduction, enhancing workplace health and safety for first responders and the communities they serve.</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>Dependable Emergency Vehicles has not received third-party ecolabels specifically focused on energy efficiency, cradle-to-cradle certification, or other environmental sustainability labels. However, we are committed to responsible manufacturing practices and can provide the following supporting documentation upon request:</p> <p>ULC and FAMA Compliance: We meet rigorous safety and performance standards set by the Underwriters Laboratories of Canada (ULC) and the Fire Apparatus Manufacturers' Association (FAMA), ensuring long product life cycles and operational reliability.</p> <p>ULC Audit Reports: Regular audits confirm our adherence to industry-leading standards, contributing to quality control and reduced waste.</p> <p>Electrical Safety Authority (ESA): Ontario Hydro inspections are required for any equipment or installation operating at 120V or higher.</p> <p>In addition, we are actively exploring future sustainability initiatives, including energy-efficient technologies and eco-conscious manufacturing practices, as part of our long-term strategy.</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>Dependable Emergency Vehicles is proud to provide innovative apparatus solutions that combine advanced technology, high-performance engineering, and sustainability to meet the modern demands of emergency response. These offerings are especially valuable to Sourcewell participating entities. Along with new custom builds and quick-delivery models, we are also offering used apparatus. As these units are pre-owned, features and specifications vary by truck and may include apparatus from manufacturers other than Dependable, providing departments with additional cost-effective options.</p> <p><b>Key Capabilities</b></p> <ul style="list-style-type: none"> <li>• Multipurpose Efficiency – Rescue pumper and rapid response units combine pump, rescue, and water supply functions in one compact vehicle, maximizing versatility and reducing fleet costs.</li> <li>• Sustainable Operations – Idle-reduction technologies like ZeroRPM and Volta lower fuel use, emissions, and maintenance while delivering reliable, quiet power.</li> <li>• Smart Automation – Intelligent pump systems (Hale SAM, SAM Boost) automate pumping operations, reducing operator error and enhancing safety.</li> <li>• Rugged Performance – WUI and off-road units with 4x4, pump-and-roll, and high-clearance suspension deliver reliable operation in challenging terrain.</li> <li>• Safety &amp; Visibility – Powerful LED scene lighting, optional light towers, and reflective striping improve crew safety in all conditions.</li> <li>• Custom Storage – Modular bodies with configurable shelving, trays, and cabinetry optimize equipment access and on-scene efficiency.</li> <li>• Quick Delivery &amp; Used Options – Pre-engineered quick-delivery units meet urgent needs, while used apparatus offer budget-friendly alternatives with varying features and OEMs.</li> </ul>
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>Dependable Emergency Vehicles adheres to all applicable United States fire service standards, including those established by the National Fire Protection Association (NFPA). All apparatus offered in this proposal are designed, manufactured, and serviced in full compliance with current NFPA regulations, ensuring they meet the highest standards of safety, reliability, and performance expected by fire departments across the United States, and North America.</p>

47	<p>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>	<p>Dependable Emergency Vehicles manufactures all fire apparatus in full compliance with Canadian fire service standards, including NFPA guidelines and CAN/ULC-S515, the Standard for Automobile Fire Fighting Apparatus. We are certified by Underwriters Laboratories of Canada (ULC) under Certification No. EX5698 for inspection and certification of fire apparatus in accordance with CAN/ULC-S515. This certification confirms that all completed vehicles meet strict national safety and performance standards.</p> <p>At the federal level, we are authorized by Transport Canada under the National Safety Mark (NSM B23), certifying that our vehicles meet all applicable Canadian Motor Vehicle Safety Standards (CMVSS) as required under the Motor Vehicle Safety Act. We also hold B620 certification for the inspection and repair of highway and portable tanks used in the transport of dangerous goods, and we are certified under the Weights and Measures Act to perform work on legal-for-trade metering systems. In addition, our vehicles undergo Department of Transportation (DOT) inspections to ensure roadworthiness and compliance with all applicable transportation regulations.</p> <p>Provincially, we maintain an active Commercial Vehicle Operator's Registration (CVOR) license for commercial vehicle operation in Ontario, a valid Workplace Safety and Insurance Board (WSIB) clearance certificate (Contract No. A0000HKNM3), and Electrical Safety Authority (ESA) inspections for any equipment incorporating 120V systems. Our production team includes certified 310T Truck and Coach Technicians, TSSA-licensed welding operators, and welders holding Canadian Welding Bureau (CWB) certifications, ensuring compliance with both local safety requirements and recognized industry standards.</p> <p>Overall, these certifications, inspections, and technical qualifications ensure that every vehicle we deliver is built to meet the highest standards of safety, performance, and regulatory compliance across Canada.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
48	<p>Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.</p>		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>While Dependable Emergency Vehicles does not currently hold WMBE, SBE, HUB, or veteran-owned certifications, we are a deeply rooted, family-owned business with a legacy spanning five (5) decades. Founded by four brothers in 1975, and now entering our 50th year in 2025, the next generation proudly leads the company. We take pride in our heritage and uphold strong values of accountability, collaboration, and long-term customer relationships. Women in our company hold key leadership roles, including positions as controllers, managers, and HR professionals. Our commitment to exceptional service and support for diverse communities is reflected in our workforce and our enduring partnerships with fire departments and municipalities across North America.</p>
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Dependable Emergency Vehicles does not possess formal MBE certification; however, we believe in fostering inclusive growth through equal employment opportunities and open supplier partnerships. We actively recruit from diverse backgrounds and maintain an environment that promotes collaboration, respect, and career advancement for all employees. Our workplace culture is centered on trust, integrity, and personal development, allowing every team member, regardless of background, to thrive and contribute meaningfully to our mission.</p>
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Although we do not currently qualify for WBE certification, Dependable Emergency Vehicles champions gender diversity within our organization and the broader emergency services industry. Women are key in our operations, administration, strategic planning, purchasing, and management, including leadership roles as controllers, managers, and HR professionals. We strive to create a workplace that empowers women to lead and innovate in a traditionally male-dominated sector. Our commitment to inclusivity is embedded in our hiring practices, mentorship programs, and internal leadership development.</p>

51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a certified Disabled-Owned Business Enterprise, but we are committed to creating an accessible and equitable workplace for all. Dependable Emergency Vehicles values the contributions of individuals with disabilities and supports accommodations that foster full participation in the workplace. Our facilities are built with accessibility in mind, and we actively support workplace modifications to meet individual needs. Inclusion strengthens our company and reflects our responsibility to serve all members of the emergency response community.	*
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While we do not hold VBE certification, we have the utmost respect for the veteran community and actively seek to support veterans through hiring and community engagement. We recognize the unique skill sets and leadership qualities that veterans bring. Additionally, we collaborate with fire departments that include veteran personnel and aim to deliver apparatus that support their service with excellence and reliability	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Though we are not SDVOB-certified, Dependable Emergency Vehicles stands firmly behind initiatives that support service-disabled veterans. We understand the sacrifices made by veterans and their families and strive to honour that through inclusive hiring practices and community outreach. Our commitment extends to developing products that meet the needs of first responders from all backgrounds, including those with service-related disabilities, ensuring our vehicles offer both performance and accessibility.	*
54		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Dependable Emergency Vehicles is not formally certified as a Small Business Enterprise; however, we operate with the responsiveness, dedication, and customer focus often associated with small businesses. As a multi-generation family-owned company, we offer a unique blend of personalized service and scalable manufacturing capability. Our size allows us to remain responsive to customer needs, foster direct relationships, and adapt quickly to industry demands, all while delivering high-quality, fully customized emergency vehicles.	*
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not a certified Small Disadvantaged Business, but our company's success has been built through perseverance, resourcefulness, and a deep understanding of the communities we serve. Dependable Emergency Vehicles has remained independently owned and operated since 1975, competing with larger manufacturers while delivering superior customer care. Our growth reflects our ability to provide value-driven solutions, support local economies, and empower a diverse, skilled workforce with a wide range of backgrounds.	*
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Dependable Emergency Vehicles does not meet the criteria for WOSB certification, yet we remain deeply committed to advancing gender equity across our operations and leadership team. Women play a vital role in our company's success, holding key leadership positions in areas such as technical operations, strategic planning, and human resources. We actively build pathways for women in manufacturing and emergency vehicle services, recognizing that gender inclusion is essential to driving organizational excellence, innovation, and long-term growth.	*

**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 *	

57	Describe your payment terms and accepted payment methods.	<p>Dependable Emergency Vehicles offers flexible payment terms tailored to meet the procurement requirements of Sourcewell participating entities and other public sector clients. Our standard payment structure typically includes:</p> <p>Progress Payment Schedule for Orders:</p> <ul style="list-style-type: none"> <li>• An initial chassis payment upon contract execution</li> <li>• The final balance due upon delivery or final inspection will include all change orders (requested items to be added or deleted after the contract is awarded), taxes, and, if applicable, any fees.</li> </ul> <p>All payment terms are clearly outlined in the customer's formal proposal and contract documentation, and we are committed to working with each entity's finance or procurement team to ensure compliance with local policies and timelines.</p> <p>We accept the following forms of payment:</p> <ul style="list-style-type: none"> <li>• Electronic Funds Transfer (EFT)</li> <li>• Certified Cheques</li> <li>• P-Card payments for transactions under \$5000</li> </ul> <p>Dependable Emergency Vehicles is experienced in working with municipalities, government agencies, and other public sector organizations, and our finance team is available to assist with invoicing requirements, tax exemptions, and any supporting documentation necessary for payment processing.</p>
58	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Dependable Emergency Vehicles understands that educational and governmental entities often require flexible payment solutions to support their budgeting and procurement processes. To assist these customers, we work with trusted third-party leasing and financing agencies that specialize in municipal, educational, and public sector vehicle financing.</p> <p>Through these partnerships, we are able to offer our customers access to competitive leasing and financing programs tailored to suit their operational and financial requirements. These third-party providers offer structured payment plans with various term lengths, seasonal payment options, and low-interest rates, helping customers acquire emergency vehicles and equipment without needing to make full payment upfront.</p> <p>While Dependable Emergency Vehicles does not directly provide in-house leasing or financing, our sales and administration teams work closely with both the customer and the financing agency to ensure a smooth transaction. We assist in providing detailed vehicle specifications, purchase agreements, and documentation required for funding approval.</p> <p>This approach allows our customers to:</p> <ul style="list-style-type: none"> <li>• Spread capital costs over time</li> <li>• Preserve operating budgets</li> <li>• Expedite vehicle acquisition to meet urgent service needs</li> </ul> <p>We are happy to provide a list of trusted third-party providers upon request and coordinate communication to ensure the process is seamless from quote to delivery.</p>
59	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>Dependable Emergency Vehicles uses a comprehensive set of standard forms and documentation to support and finalize all awarded contracts. These documents serve as formal records of customer specifications, delivery acceptance, and compliance with applicable regulatory and operational requirements for emergency vehicles.</p> <p>To confirm configuration details, ensure accurate final delivery, and maintain required legal and operational documentation, we use a series of standardized forms. These include the Final Inspection Summary form, Final Delivery Acceptance form, Graphics Order form, the ULC Equipment letter, MTO letter, and Letter of intent.</p>
60	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?	<p>Yes, Dependable Emergency Vehicles accepts P-Card payments for transactions under \$5000. We also accommodate payment by Electronic Funds Transfer (EFT) and cheque. There are no additional fees or surcharges applied to Sourcewell participating entities for utilizing the P-Card procurement and payment process. This flexibility ensures a streamlined and efficient payment experience while meeting the procurement requirements of participating organizations.</p>

61	<p>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>	<p>Dependable Emergency Vehicles has developed a clear and competitive pricing model for Sourcewell entities. Our proposed pricing will remain firm for a period of 120 days following August 20, 2025, in accordance with the terms outlined in this RFP. While we recognize that current economic conditions and government trade policies may impact long-term pricing structures, Dependable Emergency Vehicles will adhere strictly to the Master Agreement, Article 2, Section 2 – Product and Price Changes Requirements – when submitting any requests for pricing adjustments after award. As part of this proposal, Dependable Emergency Vehicles is offering a discount model that applies directly to our apparatus. This model provides Sourcewell entities with discounts ranging from 3% to 5% off the full MSRP of each apparatus. For all units included in our in-house stock truck program, we have provided the full MSRP, the applicable discount percentage, and the resulting discounted price. This detailed pricing breakdown is available in the document upload section of this RFP, under the file titled "Pricing." In addition to apparatus pricing, we have also included detailed pricing for our most frequently utilized service offerings. This includes labor rates, travel rates, and other related service costs specific to Sourcewell entities. These service pricing details can also be found in the uploaded "Pricing" document. This structure ensures that Sourcewell entities receive transparent, consistent, and competitive pricing across both product and service categories, with clear documentation of standard list pricing and the corresponding Sourcewell discounted prices.</p>
62	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>The pricing proposal in this response represents a discount of 3% to 5% off the manufacturer's suggested retail price. This discount reflects our commitment to offering competitive and transparent pricing to Sourcewell members, while maintaining the quality and customization options associated with our emergency vehicles. Additional pricing considerations may be available for multi-unit purchases or long-term fleet programs. See attached pricing form for discount breakdown.</p>
63	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Dependable Emergency Vehicles offers a volume discount of \$3500 CAD per unit for orders of two (2) or more vehicles placed under the same contract or purchase agreement. Additional discounts may be considered for larger fleet purchases or long-term procurement partnerships, evaluated on a case-by-case basis.</p> <p>Dependable Emergency Vehicles does not currently offer a rebate program. Instead, we focus on providing up-front, transparent pricing to deliver the best possible value at the time of purchase. Custom pricing options are available depending on the scope and requirements of each order.</p>
64	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.</p>	<p>Dependable Emergency Vehicles is committed to supporting our customers with access to sourced, open market, or non-contracted items when needed. These items can be facilitated through the following method:</p> <p>We propose supplying sourced products at cost plus a fixed percentage markup, which covers administrative handling, procurement coordination, and quality assurance. This ensures transparency and consistency in pricing while allowing us to maintain efficient processing and timely delivery.</p> <p>Alternatively, for unique or specialized items, we are also able to provide individual quotes upon request, ensuring that customers receive competitive pricing and accurate lead times based on current market conditions.</p> <p>This flexible approach allows us to meet the varying needs of our clients while maintaining clarity and responsiveness in all non-standard product requests.</p>

65	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>The following products and services are not included in the base pricing provided within this proposal and, if required, will be subject to additional fees or separate pricing:</p> <ul style="list-style-type: none"> <li>- Three-Year Maintenance Program: \$22,500.00 CAD + applicable taxes</li> <li>- Training Program (8 hours, including in-class instruction): \$2,250.00 CAD + applicable taxes, plus a travel rate of \$125.00 per hour calculated from Dependable Emergency Vehicles' facility in Brampton, Ontario to the customer's location</li> <li>- MTO Licensing and Transfer of Ownership: \$350.00 CAD + applicable taxes</li> </ul> <p>Please note that all prices listed for this Sourcewell RFP are presented as pre-tax totals. Applicable taxes will be added to the final invoice.</p>
66	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>If the fire apparatus is unable to be picked up at our facility, Dependable Emergency Vehicles can arrange delivery upon request. Delivery is considered an additional cost and will be quoted based on the geographic location of the delivery site.</p> <p>Shipping costs are not included in the base vehicle price and will vary depending on distance, border crossing requirements, and any special handling needs. All freight and delivery charges will be communicated and approved in writing prior to shipment.</p> <p>Dependable Emergency Vehicles manages delivery through our in-house logistics company, Dependable Freight Solutions, ensuring safe, efficient, and cost-effective transport. We also work with other reputable logistics providers as needed. Delivery is coordinated directly with each Sourcewell participating entity to accommodate site-specific requirements. Timelines and delivery conditions will be confirmed at the time of order, with detailed cost estimates provided based on distance, location accessibility, and vehicle specifications.</p>
67	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>As a Canadian-based manufacturer, Dependable Emergency Vehicles has strategic access to Alaska through overland routes via the Yukon Territory. This allows us to deliver fire apparatus by road to locations such as Juneau and other connected areas. For remote Aleutian Islands or communities not accessible by road, deliveries must be arranged via boat and coordinated through local ports. All cross-border shipments are subject to U.S. customs clearance, and we work with experienced logistics partners to ensure proper documentation, brokerage, and compliance with import regulations.</p> <p>All deliveries to Hawaii are completed via ocean freight through a designated U.S. port. Dependable Emergency Vehicles works with certified freight forwarders to ensure secure and compliant transport of fire apparatus and equipment by boat. Shipments are carefully packaged to withstand marine transit conditions. Upon arrival, shipments go through customs clearance and are transferred from the port for final delivery. Delivery timelines may vary depending on vessel schedules and port availability.</p> <p>As a Canadian-based manufacturer, Dependable Emergency Vehicles offers full delivery services across all Canadian provinces and territories through Dependable Freight Solutions, our in-house transportation company. We manage logistics using trusted carriers and ensure full compliance with all applicable provincial and federal regulations. Our trucks are delivered fully inspected and road-ready, and we offer flexible delivery options including direct-to-department drop-off or third-party carrier arrangements.</p> <p>Moreover, Dependable Emergency Vehicles supports offshore deliveries, including to Bermuda. Shipments are exported through a designated port and must clear Bermuda customs upon arrival. Once cleared, the vehicle or equipment is transferred to a port boat for final delivery. We coordinate with freight forwarders to ensure proper documentation, secure packaging, and compliance with Bermuda's import regulations.</p>

68	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p> <p>At Dependable Emergency Vehicles, we understand the critical importance of timely and secure delivery of emergency and specialty vehicles. To support this, we offer a range of unique and flexible distribution and delivery options designed to meet the diverse needs of our customers across Canada and North America:</p> <p><b>Direct-to-Customer Delivery</b> We provide direct delivery of completed vehicles to the customer's location, eliminating the need for third-party transporters and ensuring quality control is maintained from our facility to the destination using Dependable Group of Companies, Dependable Freight Solutions to complete the delivery. As well, our in-house logistics team includes certified drivers and towing units, which allows us to handle specialized vehicle deliveries with minimal risk and maximum accountability.</p> <p><b>White Glove Delivery Service</b> Our white glove delivery service ensures your apparatus is delivered ready for immediate use. This premium service includes on-site orientation, hands-on operational demonstrations, and comprehensive final inspections completed in your presence to guarantee quality and satisfaction.</p> <p><b>Flexible Scheduling</b> We offer flexible delivery scheduling to align with customer operational timelines, including after-hours or weekend deliveries when requested.</p> <p><b>Pre-Delivery Inspections and Reports</b> Before shipping, all units undergo a comprehensive pre-delivery inspection. Documentation and photos can be shared digitally with customers to ensure transparency and peace of mind.</p> <p><b>Cross-Border Compliance and Export Support</b> For customers outside of Canada, we provide full documentation for customs, import/export compliance, and brokerage coordination to ensure a seamless cross-border delivery process.</p> <p>These methods reflect our commitment to quality, reliability, and exceptional customer service throughout the vehicle delivery process.</p>
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69	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>At Dependable Emergency Vehicles, maintaining transparency, accountability, and full compliance with contract terms is fundamental to our partnership with Sourcewell. To ensure we consistently meet the requirements of the Sourcewell agreement, including proper pricing for all participating entities, we have established a structured self-audit and compliance verification program, which includes the following components:</p> <p><b>Quarterly Pricing Audits</b> We conduct quarterly internal audits of all Sourcewell-related quotes and sales to ensure pricing accuracy and adherence to the approved contract terms. This involves cross-checking customer quotes, sales orders, and invoices against the Sourcewell pricing schedule.</p> <p><b>Automated Pricing Verification Tools</b> Our quoting system is programmed with Sourcewell contract pricing to minimize errors and ensure consistent pricing application. Any quote provided to a Sourcewell member is flagged and reviewed for compliance before being finalized.</p> <p><b>Documented Transaction Records</b> We will maintain detailed records of all Sourcewell-related quotes, customer communications, contracts, and pricing documents. These records will be organized and stored in a secure database to ensure easy retrieval and audit readiness.</p> <p><b>Annual Internal Review &amp; Reporting</b> An annual review is conducted to evaluate the overall performance and compliance of our Sourcewell agreement. Any discrepancies or areas for improvement are documented, and corrective actions are taken immediately. A summary report is available upon request.</p> <p><b>Staff Training and Awareness</b> Sales and quoting staff will be trained regularly on the Sourcewell contract requirements, including pricing guidelines and proper documentation practices. This ensures everyone involved is well-informed and equipped to maintain compliance.</p> <p>This structured self-audit process reflects our ongoing commitment to integrity, accuracy, and strong partnership with Sourcewell and its participating entities.</p>
70	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded a Sourcewell agreement, Dependable Emergency Vehicles will implement a series of internal metrics to evaluate the success of the partnership and ensure we are meeting both performance expectations and member satisfaction.</p> <p>Key metrics we will track include:</p> <p><b>Sales Performance Through Sourcewell</b></p> <ul style="list-style-type: none"> <li>• Number of units sold through the Sourcewell contract.</li> <li>• Revenue generated under the agreement.</li> <li>• Growth in sales volume year-over-year.</li> </ul> <p><b>Member Engagement and Satisfaction</b></p> <ul style="list-style-type: none"> <li>• Number of Sourcewell member inquiries and quotes provided.</li> <li>• Conversion rate from inquiries to sales.</li> </ul> <p><b>Marketing and Outreach Effectiveness</b></p> <ul style="list-style-type: none"> <li>• Website traffic and engagement from Sourcewell-related pages.</li> <li>• Participation in Sourcewell events or promotions.</li> </ul> <p>These metrics will be reviewed on a regular basis to assess the overall effectiveness of the agreement, identify areas for improvement, and ensure that we are providing exceptional value and service to Sourcewell members.</p>

71	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>Dependable Emergency Vehicles proposes an administrative fee of 0.75% of the contracted amount, with fee thresholds based on the following structure:</p> <ul style="list-style-type: none"> <li>• All commercial chassis products which includes all Kenworth, international, and freightliner units (except aerials) = \$1500.00 CAD max</li> <li>• All custom chassis products (except aerials) = \$1750.00 CAD max</li> <li>• All light duty chassis products which includes Ford and Ram units = \$1000.00 CAD max</li> <li>• All aerials = \$2000.00 CAD max</li> <li>• All apparatus accident repairs/re-chassis/body remount, apparatus upgrades, and chassis only purchases = \$1750.00 CAD max</li> <li>• Combinations of multiple apparatus purchased via the same purchase order = \$2000.00 CAD max</li> </ul> <p>These administrative fee caps were selected to remain competitive with other cooperative contracts available to members. Applying a flat 1% fee would result in higher costs, potentially causing members to choose alternative contracts. This structure ensures purchases are competitively priced and encourages use of the Sourcewell contract.</p>
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**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
72	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	<p>Dependable Emergency Vehicles is committed to providing fair, transparent, and competitive pricing that aligns with market standards while ensuring exceptional value for our customers. For the purposes of this proposal, we have included detailed pricing for our in-house stock program fire apparatus, along with a comprehensive overview of our most commonly requested services. These services include standard and specialized labour rates, as well as travel rates, to give Sourcewell entities a clear understanding of the full scope of potential costs.</p> <p>To further support transparency and consistency, we have prepared a pricing chart that outlines the discount percentages available exclusively to Sourcewell members. This chart provides a straightforward breakdown of the savings that will be applied to qualifying purchases of our apparatus, ensuring that participating entities can easily identify the benefits of working with Dependable Emergency Vehicles.</p> <p>All supporting documentation, including detailed pricing information and discount structures, has been included in the "Pricing" upload section of this RFP submission.</p>

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

Line Item	Question	Response *

73	<p>Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.</p>	<p>Dependable Emergency Vehicles offers a comprehensive range of emergency vehicle solutions designed to meet the evolving needs of fire departments and public safety agencies across North America.</p> <p>Our core offering includes the custom design and manufacture of new fire apparatus, such as pumper, tankers, rescue units, aerials, rapid response vehicles, wildland units, command units, and hazardous materials (HazMat) apparatus. Each unit is engineered to customer specifications, built in our Canadian manufacturing facilities, and certified to NFPA and ULC safety standards. Apparatus are available on both commercial and custom chassis, utilizing corrosion-resistant materials and high-performance components to ensure long-term reliability and safety.</p> <p>In addition to custom builds, Dependable offers an in-stock apparatus program featuring a wide range of ready-for-delivery units, including heavy-duty pumpers (Spartan and Freightliner chassis), heavy-duty rescues (walk-in or walk-around configurations), tankers (1,000–3,000 gallons), mini pumpers, mini rescues, and medium-duty rescues.</p> <p>Dependable also accepts trade-in units and provides certified used apparatus on a limited basis. All used vehicles undergo detailed inspections and reconditioning to ensure operational reliability and compliance with current standards. These options offer departments cost-effective solutions with shorter delivery timelines.</p> <p>Our refurbishment and remounting services extend the life of existing apparatus through chassis upgrades, engine rebuilds, body repairs, interior reconfiguration, repainting, corrosion protection, and full remounts onto new chassis—helping departments maximize fleet value while maintaining budget efficiency.</p> <p>We additionally supply a full range of OEM and aftermarket parts for apparatus maintenance and repair, including pumps, valves, lighting, SCBA mounts, and electrical components. Dependable's service network offers preventative maintenance, DOT inspections, annual pump and aerial testing, foam system calibration, NDT inspections, and mobile on-site service through our regional centers in Brampton (ON), Woodstock (ON), North Bay (ON), and Dartmouth (NS).</p> <p>All our solutions are backed by a dedicated team of engineers, EVT-certified technicians, and regional sales professionals, ensuring comprehensive support throughout every stage—from design and delivery to service and long-term maintenance.</p>
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74	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>The sub-category titles that best describe our products and services include but are not limited to ( ALL ARE OFFERED AS USED VEHICLES AS WELL DEPENDING ON AVAILABILITY USED VEHICLES):</p> <ul style="list-style-type: none"> <li>• Custom Pumpers: Heavy duty and Mini series</li> <li>• Custom Tankers: 1000 US gal, 1800 US gal, 2000 US gal, 3000 US gal, 4000 US gal</li> <li>• Custom Rescues: Walk around, Walk-in, Heavy duty, and Mini series</li> <li>• Custom Command units</li> <li>• Custom Hazmat units</li> <li>• Custom Rehab units</li> <li>• Custom Mechanical units</li> <li>• Custom Wildland units</li> <li>• Custom Aerial Units</li> </ul> <p>In stock program fire trucks which include trucks ready for immediate delivery to (ALL ARE OFFERED AS USED VEHICLES AS WELL DEPENDING ON AVAILABILITY USED VEHICLES):</p> <ul style="list-style-type: none"> <li>• Pumpers: Heavy duty, Custom and Commercial, and Mini series</li> <li>• Tankers: Heavy duty, Custom and Commercial, including 1000 US gal, 1800 US gal, 2000 US gal, 3000 US gal, 4000 US gal</li> <li>• Rescues: Heavy duty, Custom and Commercial, and Mini series (Both heavy duty and mini-series have options to be a Walk-around or Walk-in rescue)</li> <li>• Wildland units</li> <li>• Chief vehicles: SUV, Cars, Pick-up trucks</li> </ul> <p>Services:</p> <ul style="list-style-type: none"> <li>• Refurbishment and remount services</li> <li>• Preventative maintenance programs</li> <li>• Pump testing and calibration services</li> <li>• 24/7 emergency assistance</li> <li>• Chassis repairs and upgrades</li> <li>• Electrical component upgrades</li> <li>• Vehicle graphic installs and repairs</li> <li>• EVT certified inspections and repairs</li> <li>• NDT inspections</li> <li>• DOT inspections</li> <li>• ESA inspections</li> <li>• UL/ULC inspections</li> <li>• Vehicle rust-proofing</li> <li>• In-frame engine repairs / rebuilds</li> <li>• Body repairs</li> <li>• Custom fabrications</li> <li>• Paint repairs</li> <li>• Vehicle painting in our on-site paint booth</li> <li>• Interior reupholster</li> <li>• Ladder inspections</li> <li>• Foam system service and calibration</li> <li>• Fluid and filter replacements</li> <li>• Routine tank flushing</li> <li>• Truck washing services</li> <li>• Delivery and pick-up services</li> <li>• In-house and on-road services</li> </ul>
75	<p>Describe available installation, customization, or inspection services.</p>	<p>Dependable Emergency Vehicles offers a full range of installation, customization, and inspection services for used apparatus to ensure each unit meets operational and safety requirements.</p> <p>All used apparatus undergo a comprehensive inspection at our main facility, including mechanical, electrical, pump, and chassis systems, to verify functionality and compliance with applicable safety standards. Any necessary repairs or refurbishments are completed by our EVT-certified technicians before delivery.</p> <p>We also provide customization services for used units, including interior reconfiguration, installation of department-specific equipment, lighting upgrades, pump or valve modifications, and corrosion protection. These services allow departments to tailor used apparatus to their operational needs while extending the service life of the vehicle.</p> <p>Installation of new or replacement equipment is performed in-house, ensuring that all modifications meet safety and performance standards. Dependable's team coordinates service at our regional centers or on-site within our service regions, providing flexible and reliable support for used apparatus.</p>

76	Describe available transport or delivery services.	<p><b>Direct-to-Customer Delivery</b>            We provide direct delivery of completed vehicles to the customer's location, eliminating the need for third-party transporters and ensuring quality control is maintained from our facility to the destination using Dependable Group of Companies, Dependable Freight Solutions to complete the delivery. As well, our in-house logistics team includes certified drivers and towing units, which allows us to handle specialized vehicle deliveries with minimal risk and maximum accountability.</p> <p><b>White Glove Delivery Service</b>            Our white glove delivery service ensures your apparatus is delivered ready for immediate use. This premium service includes on-site orientation, hands-on operational demonstrations, and comprehensive final inspections completed in your presence to guarantee quality and satisfaction.</p>	*
77	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	<p>Dependable Emergency Vehicles provides a 30-day bumper-to-bumper warranty on all used apparatus. This warranty covers all major components, including parts and labor, ensuring each unit is fully operational and reliable upon delivery. Warranty administration is handled directly through Dependable's Service Department, providing customers with prompt support and efficient claims processing. Repairs can be completed at our main facility or through our regional service centers located in Brampton (ON), Woodstock (ON), North Bay (ON), and Dartmouth (NS). All warranty work is performed by EVT-certified technicians, and mobile service support is available within our service regions to minimize downtime and travel costs. This approach ensures consistent, dependable after-sales support for all used apparatus sold by Dependable Emergency Vehicles.</p>	*

**Table 78: Depth and Breadth of Offered Solutions**

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.

Line Item	Category or Type	Offered *	Comments
78	The sale, purchase, brokerage, and consignment of used firefighting apparatus and fire service vehicles, of all types	<input checked="" type="radio"/> Yes <input type="radio"/> No	Dependable Emergency Vehicles offers the sale, purchase, brokerage, and consignment of used firefighting apparatus and fire service vehicles of all types. Our inventory may include units from multiple manufacturers, providing flexibility to meet the specific needs of our clients. Each used apparatus is thoroughly inspected and evaluated by our experienced team to ensure quality, reliability, and operational readiness.
79	The sale, purchase, brokerage, and consignment of used ambulance and emergency medical service vehicles, of all types	<input type="radio"/> Yes <input checked="" type="radio"/> No	Dependable Emergency Vehicles does not currently offer the sale, purchase, brokerage, or consignment of used ambulance or emergency medical service vehicles. Our focus remains on providing new and used firefighting apparatus and related fire service vehicles, ensuring high-quality, reliable solutions for our clients.
80	Equipment, options, accessories, and supplies complementary to the purchase of a turnkey or complete unit of the types described in 78 - 79	<input checked="" type="radio"/> Yes <input type="radio"/> No	Dependable Emergency Vehicles offers a full range of equipment, options, accessories, and supplies that are complementary to the purchase of turnkey or complete units as described in Sections 78-79. Our team works closely with clients to ensure that all complementary products meet operational needs, are compatible with the units purchased, and are delivered ready for immediate use
81	Services related to the offering of the solutions described in 78 - 79 above, including installation, customization, inspection, transport or delivery, repair, maintenance, training, and support	<input checked="" type="radio"/> Yes <input type="radio"/> No	Dependable Emergency Vehicles provides comprehensive services related to the solutions described in Sections 78-79, including installation, customization, inspection, transport or delivery, repair, maintenance, training, and ongoing support. Our experienced team ensures that all services are delivered efficiently and to the highest standards, helping clients maximize the performance, safety, and longevity of their equipment.

**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](#) - Pricing.zip - Tuesday October 14, 2025 14:18:08
- [Financial Strength and Stability](#) - Financial Strength and Stability.zip - Tuesday October 14, 2025 13:29:41
- [Marketing Plan/Samples](#) - Marketing Plan - Samples.zip - Tuesday October 14, 2025 13:30:04
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Tuesday October 14, 2025 13:30:26
- [Requested Exceptions](#) - Requested Exceptions - done.zip - Tuesday October 14, 2025 13:30:43
- [Upload Additional Document](#) - Upload Additional Document.zip - Tuesday October 14, 2025 13:31:37

## 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. - Pino Natale , Chief of Operations , Dependable Truck and Tank Limited

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
<b>There have not been any addenda issued for this bid.</b>		