

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: Cascade Fire Equipment Company**

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 Cascade Fire Equipment Company, 8389 11<sup>th</sup> Street, White City, OR 97503 (Supplier).

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

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

**Article 1:  
General Terms**

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

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

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

**13) Supplier Representations:**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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



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

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

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

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

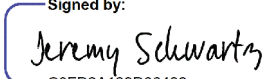
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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


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

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

Sourcewell

Cascade Fire Equipment Company

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 12/15/2025 | 4:30 PM CST

DocuSigned by:  
  
 61EA5CADB724FA...  
 By: \_\_\_\_\_  
 Jeff Lloyd  
 Title: Vice President  
 Date: 12/5/2025 | 8:02 PM PST

# RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

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## Vendor Details

Company Name: Cascade Fire Equipment  
8389 11th Street White  
Address: WHITE CITY, Oregon 97503  
Contact: Jeff Lloyd  
Email: jeff@cascadefire.com  
Phone: 541-779-0394  
Fax: 541-779-0394  
HST#: 93-0883255

## Submission Details

Created On: Wednesday July 16, 2025 13:39:12  
Submitted On: Tuesday August 19, 2025 18:56:12  
Submitted By: Jeff Lloyd  
Email: jeff@cascadefire.com  
Transaction #: 36e75beb-3ef1-4407-9123-83cc21bf8e17  
Submitter's IP Address: 147.243.242.203

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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.	Cascade Fire Equipment Company	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage: 1DD28 UEI:Q5TZVGM4WC9	*
5	Provide your NAICS code applicable to Solutions proposed.	336120 - Heavy Duty Truck Manufacturing	
6	Proposer Physical Address:	8389 11th Street White City, OR 97503	*
7	Proposer website address (or addresses):	www.cascadefire.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Jeff Lloyd - Vice President 8389 11th Street White City, OR 97503 jeff@cascadefire.com 541-601-4138	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jeff Lloyd - Vice President 8389 11th Street White City, OR 97503 jeff@cascadefire.com 541-601-4138	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Craig Cockrell - Sales Manager 8389 11th Street White City, OR 97503 craig@cascadefire.com 541-643-8328	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Company Overview</p> <p>Cascade Fire Equipment was founded in 1985 by Dan and Laura Lloyd with a mission to manufacture high-quality fire equipment and drive innovation in support of the fire service industry. Now in its third generation of family leadership, Cascade Fire operates from a 54,000-square-foot facility in Southern Oregon and proudly serves fire agencies across the nation.</p> <p>We maintain active contracts with numerous federal, state, and municipal agencies, including the Defense Logistics Agency, USDA Forest Service, and General Services Administration. Our manufactured products are utilized in all 50 states and play a critical role in firefighting operations nationwide.</p>	

Cascade Fire is recognized as a leading manufacturer of wildland brush trucks, with more than 30 years of experience in vehicle production. We manufacture more in-house components for our brush trucks than any other company in the industry—this includes pumps, poly tanks, fire-rated valves, storage boxes, service bodies, flatbeds, and custom plumbing manifolds.

Our commitment to American manufacturing and uncompromising quality is foundational to our success. We strive for continuous improvement across all aspects of our business, from product innovation to operational efficiency. At the heart of Cascade Fire is our people—our most valuable asset. By fostering a culture of leadership development and shared responsibility, we position ourselves for continued growth and excellence in serving the fire community.

#### Cascade Fire Equipment's Core Values:

##### Integrity

We conduct our business with honesty and transparency, honoring our commitments and taking responsibility for our actions.

##### Quality Craftsmanship

We take pride in the products we manufacture, ensuring every item meets the highest standards of performance, safety, and reliability.

##### Customer Commitment

We are dedicated to serving the needs of our customers—from rural fire departments to federal agencies—with respect, responsiveness, and excellence.

##### Innovation

We continuously seek new technologies, materials, and methods to improve our products and better support the ever-changing challenges of firefighting.

##### Service & Support

We don't just build equipment—we stand behind it with knowledgeable support and a commitment to long-term partnerships.

##### Teamwork & Respect

We believe in fostering a collaborative, respectful work environment where all voices are heard and everyone contributes to our success.

##### Community Responsibility

We recognize the importance of supporting the communities we serve by manufacturing locally, sourcing responsibly, and giving back whenever possible.

##### Safety First

The safety of our customers and our team is at the heart of everything we do—from design to delivery. Safety is paramount.

##### Family-Driven Culture

As a family-owned business, we believe in loyalty, accountability, and treating every customer and employee like part of our extended family.

##### Made in the USA

We value American craftsmanship and remain committed to building our products with pride in the United States.

#### Cascade Fire Equipment's Business Philosophy:

At Cascade Fire Equipment, our business philosophy is grounded in a commitment to service, innovation, and leadership—principles that have guided us since our founding in 1985. We believe our purpose is not only to manufacture high-quality fire equipment but to be a trusted partner to those who protect life, property, and natural resources.

We draw inspiration from proven leadership and operational models. These frameworks align with our culture of excellence and accountability:

**Cover and Move:** We operate as a unified team—across departments and with our customers. Our departments support one another with the shared objective of delivering mission-critical equipment on time and to specification. We foster collaboration not only internally, but with every agency we serve.

**Simple:** We believe in simplifying systems, communication, and product design wherever possible. In both manufacturing and customer interaction, we minimize complexity to reduce errors, increase speed, and improve outcomes.

**Prioritize and Execute:** In an industry where timelines and precision matter, we

empower our teams to focus on the most critical tasks and execute with discipline. Whether it's fulfilling a large federal contract or responding to custom apparatus specifications, our process is structured to deliver results without compromise.

Decentralized Command: Leadership is expected at every level of the organization. We encourage all employees to take ownership of their work, solve problems proactively, and make decisions that serve the broader mission. This philosophy supports agility, accountability, and operational resilience.

Continuous Improvement: We relentlessly pursue improvement in our products, processes, and people. Every project is an opportunity to refine our approach and raise our standards.

Built-in Quality: Quality is not something we inspect after the fact—it is embedded into every step of our process. We invest in training, tooling, and craftsmanship to ensure reliability in the field.

Respect for People: Our people are our greatest asset. We promote a culture of mutual respect, mentorship, and leadership development. We believe that by investing in our team, we elevate our entire organization.

At its core, Cascade Fire's philosophy is about building trust—through performance, integrity, and service. We are proud to support the fire service community with equipment they can depend on, made by a team that is committed to continual growth and mission success.

#### Industry Longevity in Wildland Firefighting Brush Trucks

Cascade Fire Equipment brings over 30 years of specialized experience in the design, engineering, and manufacturing of wildland firefighting brush trucks. Since the early 1990s, we have continuously refined our approach to building highly capable, durable, and customizable apparatus that meet the evolving needs of fire agencies across the United States.

Our longevity in this niche segment of the fire industry is a direct result of our commitment to quality, customer collaboration, and technical innovation. We were among the early adopters of modular slip-on units and custom-built chassis integrations, and we continue to lead the market by manufacturing more of the critical components in-house than any other brush truck builder in the country—including our own fire-rated pumps, poly tanks, manifolds, storage boxes, service bodies, and plumbing assemblies.

Cascade Fire Equipment has delivered brush trucks to departments in every U.S. state, including large-scale federal agencies such as the USDA Forest Service, Department of the Interior, and Defense Logistics Agency, as well as hundreds of state and local agencies. Our trucks have been field-proven in some of the nation's most challenging fire environments—from California and Arizona to Montana and Alaska.

This longevity is not simply a matter of years in operation—it reflects a sustained ability to evolve, scale, and support the wildland fire service with reliable equipment and unmatched customer service. It's also a testament to the trust placed in us by the fire community over multiple generations.

12	What are your company's expectations in the event of an award?	<p>Company Expectations in the Event of an Award</p> <p>In the event of a Sourcewell contract award, Cascade Fire Equipment's expectations are centered around building a collaborative, transparent, and mutually beneficial partnership. We are fully committed to supporting Sourcewell and its participating agencies with high-quality wildland firefighting apparatus and exceptional customer service.</p> <p>Our key expectations include:</p> <p>Clear Communication and Partnership We expect open communication with Sourcewell's contract administration team to ensure smooth onboarding, compliance, and alignment with program requirements.</p> <p>Increased Visibility and Access to Participating Agencies We look forward to gaining exposure to Sourcewell's nationwide cooperative purchasing network and working directly with agencies that value quality, reliability, and experience in fire apparatus manufacturing.</p> <p>Streamlined Procurement We anticipate the Sourcewell contract will simplify the purchasing process for agencies, reducing administrative burdens and enabling faster delivery timelines for critical firefighting equipment.</p> <p>Shared Commitment to Compliance and Performance We will meet or exceed all contract requirements, including pricing integrity, documentation, reporting, and responsiveness. In return, we expect timely communication on procedural updates and fair opportunity to address any concerns or feedback.</p> <p>Long-Term Relationship Development We view a contract award not as a one-time opportunity but as the beginning of a long-term relationship. We expect to support Sourcewell members with not only equipment, but also training, service, parts, and continued innovation.</p> <p>Promotion and Marketing of the Contract Cascade Fire Equipment will actively promote the Sourcewell contract through our website, social media platforms, email campaigns, trade shows, dealer networks, and direct outreach. We expect to work in partnership with Sourcewell to co-brand marketing efforts and ensure that participating agencies are well-informed about the availability and advantages of procuring through the contract.</p> <p>Cascade Fire Equipment is prepared to invest the necessary resources, personnel, and systems to ensure the success of this contract and to deliver meaningful value to the agencies we serve under the Sourcewell program.</p>
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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><b>Financial Strength and Stability</b></p> <p>Cascade Fire Equipment has maintained consistent financial strength and operational stability for nearly four decades as a privately held, family-owned U.S. manufacturer. We have grown steadily through reinvestment in our people, infrastructure, and capabilities, allowing us to meet the evolving demands of local, state, and federal firefighting agencies.</p> <p>Key indicators of our financial strength include:</p> <p>Sustained Profitability: We have achieved consistent year-over-year profitability through disciplined financial management, conservative forecasting, and strong demand across our product lines.</p> <p>Ownership of Facilities and Equipment: We own our 54,000-square-foot manufacturing and administrative facility in Southern Oregon, as well as a full range of production equipment, including CNC machining, laser cutting, and poly tank fabrication systems.</p> <p>Strong Vendor Relationships: We maintain long-standing, reliable relationships with our suppliers and operate with favorable terms due to our reputation and payment history.</p> <p>Ability to Fulfill Large-Scale Contracts: Cascade has successfully executed multi-year contracts with federal agencies including the USDA Forest Service, Department of the Interior, and Defense Logistics Agency—demonstrating both capacity and financial reliability.</p> <p>To support this statement, we have uploaded the following documentation in the designated section of our proposal:</p> <p>A copy of our most recent internally prepared balance sheet</p> <p>This document reflects our long-term financial health and our capacity to support the demands of a national cooperative purchasing agreement.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p><b>U.S. Market Share Estimate – Wildland Firefighting Brush Trucks</b></p> <p>The wildland firefighting brush truck industry is a highly specialized market, with a relatively small number of established manufacturers serving federal, state, and municipal agencies nationwide. While precise national market share figures are not publicly available, Cascade Fire Equipment is widely recognized as one of the leading producers in this sector.</p> <p>Based on internal analysis and historical delivery data, we estimate our market share for wildland brush trucks in the United States to be approximately 5–10%. This estimate is supported by:</p> <p>Over 30 years of continuous brush truck manufacturing for federal, state, and local fire agencies</p> <p>Apparatus delivered to fire departments in all 50 states, including large-volume orders for the USDA Forest Service and Department of the Interior</p> <p>In-house manufacturing of core components (e.g., pumps, poly tanks, manifolds, service bodies), which few competitors in the market produce internally</p> <p>Strong presence in western wildfire-prone states, where our products are widely deployed by both rural departments and state fire agencies</p> <p>Established reputation and participation in government cooperative contracts, such as GSA and multiple state-level procurement programs</p> <p>While we do not claim to be the largest volume producer in the country, Cascade Fire Equipment is widely regarded as one of the most vertically integrated and trusted brush truck manufacturers in the industry, known for quality, customization, and long-term performance.</p>

15	What is your Canadian market share for the Solutions that you are proposing?	Cascade Fire Equipment does not currently offer our Brush Trucks to the Canadian market.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>Cascade Fire Equipment certifies that neither the company nor any responsible party associated with this proposal has been involved in any bankruptcy proceedings—current or completed—within the past seven (7) years.</p> <p>Furthermore, we understand and acknowledge the requirement to notify Sourcewell in writing should Cascade Fire Equipment enter into any bankruptcy proceeding during the pendency of this RFP evaluation.</p>	*
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?	<p>Organization Classification and Sales/Service Relationships</p> <p>Cascade Fire Equipment is best described as a manufacturer. We design, engineer, and manufacture wildland firefighting brush trucks and related components—including pumps, poly tanks, valves, service bodies, and slip-on units—at our company-owned 54,000-square-foot facility in Southern Oregon.</p> <p>At this time, we do not operate through a dealer network. All sales, customer relationships, and service coordination are handled directly by Cascade Fire Equipment employees. This direct-to-agency model allows us to maintain close communication with our customers, ensure a high level of service, and respond quickly to changing needs and specifications.</p> <p>Our internal team manages:</p> <p>Sales and quoting</p> <p>Custom engineering consultation</p> <p>After-sales service coordination</p> <p>Parts and warranty support</p> <p>By working directly with end users—federal, state, and municipal fire agencies—we maintain full control over quality, pricing integrity, and customer satisfaction throughout the entire product lifecycle.</p>	*



18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Licenses and Registrations Held by Cascade Fire Equipment:</p> <p>State Business Licenses:</p> <p>Cascade Fire Equipment is registered and in good standing with the State of Oregon and holds all necessary business licenses to operate as a manufacturer and equipment supplier.</p> <p>U.S. System for Award Management (SAM) Registration:</p> <p>We are fully registered and compliant in SAM.gov for federal contracting, including assignment of a Unique Entity Identifier (UEI): Q5TZVGV4WC9 and CAGE Code: 0EGS3.</p> <p>GSA Contract Holder:</p> <p>We are an approved vendor under GSA Schedule GS-07F-0275Y, which requires ongoing adherence to federal procurement standards and reporting requirements.</p> <p>DUNS Number (legacy):</p> <p>073199910 (now superseded by UEI but may be referenced in legacy contracts)</p> <p>Certifications and Compliance Standards:</p> <p>NFPA Compliance (as applicable):</p> <p>Our apparatus and equipment are designed and manufactured in accordance with applicable standards from the National Fire Protection Association (NFPA), including NFPA 1906 (for wildland fire apparatus), where specified by the customer.</p> <p>EPA/CARB Compliance:</p> <p>Where applicable, vehicle and engine modifications comply with Environmental Protection Agency (EPA) and California Air Resources Board (CARB) requirements.</p> <p>Buy American / Trade Agreements Act (TAA) Compliance:</p> <p>Cascade Fire Equipment complies with Buy American provisions and TAA guidelines when required by federal or cooperative purchasing contracts.</p> <p>Subcontractors and Third Parties:</p> <p>Cascade Fire Equipment performs the majority of manufacturing and assembly in-house. In instances where third-party partners are used (e.g., chassis OEMs, graphics installers, or specialized upfitters), we verify that those parties:</p> <ul style="list-style-type: none"> <li>Hold valid business licenses in their respective states</li> <li>Maintain appropriate insurance and bonding</li> <li>Meet all applicable safety and environmental compliance requirements</li> <li>Have a documented history of performance and reliability</li> <li>All subcontractors and vendors are reviewed and vetted to ensure that they meet or exceed the requirements of the projects they support.</li> </ul>
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>Cascade Fire Equipment certifies that neither the company nor any responsible party associated with this proposal has been subject to any debarment or suspension—current or past—within the past seven (7) years.</p> <p>Furthermore, we acknowledge and understand the requirement to promptly notify Sourcewell in writing if Cascade Fire Equipment or any responsible party enters into a debarment or suspension status at any point during the pendency of this RFP evaluation.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>While Cascade Fire Equipment has not pursued national award programs in recent years, we are proud to be recognized within the fire service industry for our consistent quality, long-standing relationships, and trusted performance. Notable acknowledgments and distinctions over the past five years include:</p> <p>Preferred Vendor Status with multiple federal and state agencies, including the USDA Forest Service, Defense Logistics Agency, and GSA, in recognition of our reliability, compliance, and on-time performance across multi-year contracts.</p> <p>Repeat Selection for Cooperative Purchasing Contracts, including NPPGov and various state-level agreements, based on technical qualifications, pricing competitiveness, and manufacturing capability.</p> <p>Consistent Positive Supplier Reviews from long-standing clients, including rural and volunteer fire districts, many of whom have returned for multiple vehicle builds and custom equipment orders.</p> <p>We view our greatest recognition as the continued trust placed in us by firefighting professionals nationwide, many of whom rely on our equipment in critical and life-threatening situations.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Sales to Governmental Sector</p> <p>Over the past three years, approximately 98% of Cascade Fire Equipment's total sales have been to the governmental sector, including federal, state, and local agencies.</p> <p>This includes long-standing contracts with agencies such as the USDA Forest Service, Department of the Interior, Defense Logistics Agency, and a wide range of municipal and rural fire departments across all 50 states. Our operations, pricing structure, and product development are all aligned with the specific needs and compliance standards of public-sector clients.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>Sales to Education Sector</p> <p>Over the past three years, approximately 1.4% of Cascade Fire Equipment's total sales have been to the education sector. These sales have primarily involved training equipment, safety supplies, and apparatus used by community colleges, technical training centers, and fire science programs.</p> <p>While this represents a small portion of our overall business, we are proud to support institutions that are training the next generation of firefighters and emergency responders.</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>1. NPPGov – Public Procurement Cooperative</p> <p>Contract Type: National cooperative purchasing contract for firefighting equipment and vehicles</p> <p>Scope: SCBAs, PPE, Tools, Rescue equipment</p> <p>Annual Sales Volume:</p> <p>2022: \$287,425</p> <p>2023: \$312,874</p> <p>2024: \$578,557</p>	*

24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>GSA Contracts and SOSA Agreements GSA Schedule Contract – GS-07F-0275Y Contract Holder: Cascade Fire Equipment Co.</p> <p>Schedule: Multiple Award Schedule (MAS) – formerly Schedule 84</p> <p>Scope: Wildland firefighting equipment, slip-on units, portable pumps, hose, tools, and accessories</p> <p>Contract Status: Active</p> <p>Eligible Buyers: Federal agencies, state and local governments (via Cooperative Purchasing), and authorized tribal and territorial entities</p> <p>Annual Sales Volume Under GSA Contract: 2022: \$1,154,874</p> <p>2023: \$1,274,391</p> <p>2024: \$1,349,572</p> <p>Standing Offers and Supply Arrangements (SOSA) At this time, Cascade Fire Equipment does not currently hold any SOSA agreements (Standing Offers or Supply Arrangements) with Canadian federal or provincial governments.</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 *	
Renton Regional Fire Authority 18002 108th Ave SE Renton, WA 98055	Brice Callaway - Fleet Manager	(425)-970-5093	*
Lane Fire Authority 88050 Territorial Rd Veneta OR 97487	Dale Boreland - Fire Chief	(541) 935-2226	*
Medford Fire Department 200 S. Ivy St. Medford OR 97501	Chris Howard - Deputy Fire Chief	(541)659-8941	*
Jackson County Fire District #3 8333 Agate Rd White City OR 97503	Will Clelland - Operations Chief	(541)826-7100	

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

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

Line Item	Question	Response *
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26	Sales force.	<p>Sales Force</p> <p>Cascade Fire Equipment manages all sales activities through a direct, in-house sales force based at our headquarters in White City, Oregon. Our sales team is composed of experienced professionals who specialize in working with government agencies at the local, state, and federal levels.</p> <p>Total Sales Personnel: 5 Full-Time Outside Sales Professionals, 3 Full-Time Inside sales, 1 Brush Truck sales specialist.</p> <p>Employee Status: 100% direct employees of Cascade Fire Equipment</p> <p>Sales Territories Covered: Nationwide (U.S.); request</p> <p>Sales Approach: Direct-to-agency, with personal consultation, remote support, and travel as needed to conduct equipment assessments, specifications, demos, and contract fulfillment</p> <p>Overlap with Service: Several of our sales team members are cross-trained in product installation, specification writing, and field-level support, allowing them to provide basic service assistance during equipment delivery or post-sale site visits</p> <p>While we currently operate without a formal dealer network, our direct sales model allows us to maintain tighter quality control, provide consistent messaging, and offer tailored solutions to Sourcewell participating entities. Our team has extensive experience working with cooperative purchasing contracts and is trained to ensure compliance with Sourcewell's procurement guidelines.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Authorized Seller Network</p> <p>Cascade Fire Equipment currently operates through a direct-to-customer distribution model and does not utilize a network of authorized dealers, distributors, or resellers for the sale and delivery of brush trucks or related wildland firefighting equipment.</p> <p>All sales, deliveries, and customer relationships are managed exclusively by Cascade Fire Equipment personnel from our headquarters and manufacturing facility in White City, Oregon. This centralized model allows us to:</p> <p>Maintain complete control over product quality and specification adherence</p> <p>Provide consistent customer service and communication</p> <p>Ensure accurate compliance with cooperative purchasing agreements such as Sourcewell</p> <p>Offer custom-built apparatus directly to the end user without intermediary markups or delays</p> <p>Delivery of Solutions is coordinated internally by our production and logistics team. Brush trucks are delivered either by Cascade Fire staff, approved professional vehicle transporters, or via customer pickup when appropriate. As demand increases, we are actively evaluating opportunities to expand our reach through select authorized representatives and service affiliates in strategic regions—but at this time, all distribution remains centralized and fully managed by our internal team.</p>

28	Service force.	<p>Service Force</p> <p>Cascade Fire Equipment maintains a dedicated, in-house service team of five (5) full-time technicians who provide responsive, nationwide support for our wildland brush truck customers.</p> <p>Service Technicians: 5 Full-Time Equivalents (FTEs)</p> <p>Employee Status: 100% direct employees of Cascade Fire Equipment</p> <p>Geographic Coverage: Nationwide — our technicians are equipped to travel to any location where a Cascade brush truck has been sold or deployed</p> <p>Capabilities:</p> <p>On-site diagnostics and repair</p> <p>Warranty service, system retrofits, and component upgrades</p> <p>Preventative maintenance and NFPA-compliant inspections</p> <p>Remote technical support, parts identification, and documentation assistance</p> <p>What sets our service capabilities apart is our fully in-house design and manufacturing operation. We build more of the truck ourselves than most manufacturers, including the pump systems, poly tanks, plumbing manifolds, service bodies, and electrical layouts. This vertical integration allows us to:</p> <p>Offer customized solutions tailored to the specific needs of each agency</p> <p>Provide faster, more accurate service and parts support</p> <p>Eliminate the delays and guesswork often involved with outsourced designs or third-party components</p> <p>Additionally, we retain all technical drawings for a minimum of 10 years, and in many cases, much longer. We currently maintain archived build records going back over 20 years. This ensures that even years after delivery, our team can reference original specifications and support agencies with exact-fit replacement parts, upgrades, and retrofits.</p> <p>Our service technicians work closely with our engineering and production teams to deliver continuity, accountability, and long-term support for every brush truck we manufacture. For Sourcewell members, this means faster resolution times, reliable service, and a team that knows your truck inside and out—because we built it.</p>
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29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p><b>Ordering Process</b></p> <p>All orders for Cascade Fire Equipment's brush trucks and related wildland firefighting equipment are handled directly by our internal sales and production teams. We do not utilize distributors, dealers, or resellers, which allows for a streamlined process, consistent communication, and full control over specifications, pricing, and production timelines.</p> <p><b>Step-by-Step Ordering Process:</b></p> <p><b>Customer Inquiry &amp; Needs Assessment</b> Agencies contact our sales team directly to begin the quoting process. Our team works closely with each customer to assess operational requirements, intended use, budget parameters, and any custom features or configurations needed.</p> <p><b>Quotation &amp; Scope Definition</b> We provide a detailed written quote outlining the scope of work, available options, pricing, estimated lead time, and applicable delivery charges. Our quotes are prepared in coordination with engineering and production staff to ensure accuracy and feasibility.</p> <p><b>Purchase Order Submission</b> Upon quote approval, the customer issues a purchase order. Our team verifies all order details, confirms build specifications, and provides a formal order acknowledgment.</p> <p><b>Engineering &amp; Production</b> Once the order is confirmed, the build is scheduled. All engineering, fabrication, and assembly take place at our manufacturing facility in White City, Oregon. Quality control checkpoints are integrated throughout the process to ensure every truck meets our performance and safety standards.</p> <p><b>Delivery Coordination</b> When the build is complete, we coordinate logistics with the customer. Delivery options include shipment via professional vehicle transport services, factory delivery by Cascade staff, or customer pickup at our facility.</p> <p><b>Post-Delivery Support</b> After delivery, our service team remains available for warranty support, operational guidance, parts supply, and long-term service needs. All build records are retained for a minimum of 10 years, enabling us to provide accurate parts and service support throughout the life of the vehicle. This direct-to-agency model allows us to reduce lead times, ensure price integrity, and maintain a high standard of customer service throughout the entire ordering and delivery process. It also enables a direct line of communication between the customer and the people who design and build the truck—resulting in better outcomes and long-term satisfaction.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p><b>Customer Service Program</b></p> <p>At Cascade Fire Equipment, customer service is an integral part of our business model—not an afterthought. Our service commitment begins at the time of initial inquiry and extends through post-delivery support for the life of the equipment.</p> <p><b>Customer Service Process</b></p> <p><b>Dedicated Points of Contact</b> Each customer is assigned a dedicated sales representative who serves as the primary point of contact throughout the quoting, production, and delivery process. Post-delivery, our service department takes the lead on all support inquiries.</p> <p><b>Service Request Intake</b> Customers may submit service or support requests via:</p> <p>Phone (during business hours)</p> <p>Email (monitored continuously)</p> <p>Online service inquiry form (coming soon)</p>



Requests are triaged based on urgency and nature of the issue. All communications are logged and tracked internally to ensure accountability and follow-up.

Response Time Commitments

Initial Response: Within 1 business day for all inquiries

Critical Operational Issues: Same-day acknowledgment with technician dispatch or escalation as needed

Parts Requests: Quoted within 24–48 hours, with expedited shipping available

Warranty Claims: Evaluated within 3 business days, with repair/replacement action plans issued promptly

Field Support  
Our in-house team of five full-time service technicians is capable of traveling anywhere in the U.S. to support brush truck customers. On-site service is coordinated quickly in the event of urgent repairs or system failures.

Documentation, Recordkeeping & Communication  
We retain all build records and engineering drawings for a minimum of 10 years, and currently hold documentation going back over 20 years. In addition, we use Slack as an internal communication and coordination tool. Each brush truck is assigned its own dedicated Slack channel, allowing our engineering, production, sales, and service teams to:

Log service history and discussions

Track any modifications, issues, or field support in real time

Reference past work easily to support long-term service needs

This centralized, transparent communication system allows us to maintain continuity and responsiveness across departments and over time.

Customer Satisfaction Follow-Up  
After significant service events or new deliveries, we conduct follow-up calls or emails to ensure the issue was resolved effectively and to gather feedback for continuous improvement.

Service Standards & Internal Incentives  
While we do not offer financial incentives for service performance, we enforce high internal standards for responsiveness, customer satisfaction, and problem resolution. These expectations are reinforced through:  
Regular training for sales and service staff

Performance evaluations tied to service metrics

Departmental collaboration to resolve issues quickly and thoroughly

Our team takes personal pride in supporting the agencies who depend on our equipment. Many of our employees have backgrounds in fire service or public safety, which drives our culture of accountability and excellence.

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Ability and Willingness to Serve Sourcewell Participating Entities</p> <p>Cascade Fire Equipment is fully capable and enthusiastic about providing our products and services to Sourcewell participating entities across the United States. With nearly four decades of experience serving federal, state, and municipal fire agencies, we have built the operational capacity, internal systems, and production infrastructure to successfully support large-scale, multi-jurisdictional procurement programs.</p> <p>Our Capabilities Include:</p> <p>Nationwide Service and Delivery We have the ability to deliver wildland brush trucks and firefighting equipment to agencies in all 50 states. Our dedicated service team travels as needed to support customers post-delivery.</p> <p>In-House Manufacturing Our 54,000-square-foot facility in White City, Oregon houses our engineering, fabrication, assembly, and quality control teams. We manufacture the majority of our components in-house, including poly tanks, pumps, manifolds, and service bodies—enabling full control over production quality, timelines, and customization.</p> <p>Scalable Production Our team is experienced in fulfilling both individual department orders and multi-unit contracts. We have successfully executed federal and state-level agreements with repeat orders and long-term relationships.</p> <p>Responsive Customer Support Our internal sales, engineering, and service teams are cross-functional and fully integrated. We offer direct access to decision-makers, fast turnaround times, and tailored support for unique agency needs.</p> <p>Our Commitment: Cascade Fire Equipment is committed to providing Sourcewell participating entities with:</p> <p>Competitive, transparent pricing</p> <p>High-quality, field-tested products</p> <p>Reliable service and support throughout the life of the equipment</p> <p>A responsive and customer-focused experience, from order to delivery and beyond</p> <p>In addition, we are fully prepared to promote the Sourcewell contract through targeted marketing efforts. These include:</p> <p>Mailers to existing and potential customers to inform them of our Sourcewell partnership and the benefits of the contract</p> <p>Website Updates to feature the Sourcewell partnership prominently, providing easy access to contract details</p> <p>Social Media Campaigns across platforms such as Facebook, and Instagram to highlight the contract and showcase successful project completions</p> <p>Google AdWords to reach a broader audience and drive awareness among relevant agencies and departments looking to procure firefighting equipment</p> <p>We welcome the opportunity to serve the Sourcewell cooperative network and are prepared to allocate the necessary resources to ensure successful, long-term participation.</p>
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Ability and Willingness to Serve Sourcewell Participating Entities in Canada</p> <p>At this time, Cascade Fire Equipment does not currently sell or distribute products into Canada. Our operations are focused exclusively within the United States, where we serve a wide range of federal, state, and municipal agencies.</p> <p>That said, we are open to exploring opportunities to expand our capabilities in the Canadian market if awarded a Sourcewell contract and if there is sufficient interest from participating entities. We understand the importance of cross-border compliance and would be willing to evaluate the necessary steps—including shipping logistics, product adaptations, and service partnerships—to support Canadian agencies in the future.</p> <p>Our team is committed to growth, flexibility, and continuous improvement, and we would welcome the opportunity to develop a path forward should the demand arise.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Geographic Coverage Limitations</p> <p>Cascade Fire Equipment is fully prepared to serve all geographic areas of the United States under the proposed agreement. We have no regional limitations within the U.S. and can deliver products and provide service support to any participating agency, regardless of location.</p> <p>At this time, we do not serve Canada and would not be able to fully support Sourcewell participating entities located there. Should future demand and opportunity arise, we are open to exploring options to expand our service coverage into Canada, but currently our operations are limited to the United States.</p>	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Account Type Limitations</p> <p>Cascade Fire Equipment does not place any restrictions on the types of Participating Entities that may access our products or services under a potential agreement. If awarded, all Sourcewell participating entities within the United States, regardless of account type (e.g., municipal, state, tribal, federal, special district, or nonprofit), will have full access to our wildland firefighting solutions, including brush trucks, components, and support services.</p> <p>The only current limitation applies to entities located in Canada, as our operations do not presently support international sales or service. Canadian entities would not have access to our solutions unless and until we expand our logistics and compliance capabilities to support cross-border transactions.</p> <p>Beyond that, Cascade Fire Equipment is committed to serving all eligible U.S.-based Sourcewell participants without exception.</p>	*

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Requirements and Restrictions for Hawaii, Alaska, and U.S. Territories</p> <p>Cascade Fire Equipment is able to provide products and services to participating entities located in Hawaii, Alaska, and U.S. Territories; however, the following considerations and restrictions apply:</p> <p>1. Freight and Delivery Logistics Shipping Costs: Additional freight charges will apply for delivery to Hawaii, Alaska, and U.S. Territories due to the increased cost of ocean or air transport.</p> <p>Lead Times: Delivery timelines may be extended based on shipping schedules, carrier availability, and customs or port handling (where applicable).</p> <p>Delivery Method: We typically coordinate vehicle transport to a mainland port, followed by ocean freight or specialized carrier service to the final destination.</p> <p>2. On-Site Service Support Our service technicians are based in the continental United States and can travel to Alaska and Hawaii when necessary; however, travel-related expenses and scheduling may impact response times and cost.</p> <p>For U.S. Territories, we will evaluate support on a case-by-case basis. Remote service support and coordination with qualified local service providers may be required.</p> <p>3. Parts and Warranty Support We are fully capable of supplying parts and providing warranty support to these regions. Shipping methods and timelines will be determined based on urgency and feasibility.</p> <p>Cascade Fire Equipment is committed to working with agencies in these regions to ensure smooth coordination, clear expectations, and continued support throughout the product lifecycle.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Extension of Terms to Nonprofit Entities Yes, Cascade Fire Equipment is willing to extend the terms of any awarded master agreement to eligible nonprofit entities. We recognize the vital role that nonprofit organizations—such as volunteer fire departments, emergency service organizations, and training institutions—play in public safety and community support.</p> <p>As long as the nonprofit entity is a recognized participant through the cooperative purchasing program, we will honor all pricing, terms, and conditions of the awarded agreement, including product access, service support, and warranty coverage.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Marketing Strategy for Promoting the Contract Opportunity</p> <p>Cascade Fire Equipment is fully prepared to actively promote the awarded contract to maximize awareness and participation among eligible agencies. Our marketing strategy includes a combination of digital, direct, and relationship-based outreach, tailored specifically for the fire service industry.</p> <p>Core Marketing Tactics</p> <p>Website Integration</p> <p>Prominent placement of the awarded contract on our homepage</p> <p>Dedicated landing page explaining contract benefits and eligibility</p> <p>Downloadable resources (product brochures, ordering guide, FAQ)</p>

Targeted Email Campaigns
Announcement emails to our existing customer base
Educational follow-up emails highlighting the ease of procurement through the agreement
Case studies and featured builds sent to fire chiefs and procurement officers
Social Media Promotion
Regular posts on Facebook, Instagram, and LinkedIn
Paid advertising targeted to fire service professionals and procurement officials
Behind-the-scenes content highlighting contract builds and field deployments
Google Ads Campaign
Search-based advertising targeted to fire department procurement queries
Geo-targeted campaigns in underserved or high-need regions
Keywords aligned with “cooperative purchasing,” “brush truck contracts,” etc.
Print Mailers & Flyers
Professionally designed flyers announcing the contract and its benefits
Mailers sent to fire departments, districts, and agencies within our CRM
Industry Events & Trade Shows
Distribution of contract materials at key fire service events
Face-to-face engagement with department decision-makers and procurement staff
Joint marketing opportunities with Sourcewell (if available)
Direct Outreach
Personalized calls and emails from our sales team to fire departments across the U.S.
Integration into ongoing equipment demonstrations and site visits
Use of customer success stories to build awareness and confidence in the program
Commitment to Ongoing Promotion
We view this contract not as a one-time announcement but as a long-term opportunity. Our marketing efforts will continue year-round to drive awareness, educate customers, and support participating entities in leveraging the benefits of the agreement.

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Use of Technology and Digital Data in Marketing</p> <p>Cascade Fire Equipment leverages a variety of digital tools and data-driven strategies to enhance the reach and effectiveness of our marketing efforts. Our goal is to engage fire service professionals, procurement officers, and agency decision-makers through targeted, relevant, and timely communication.</p> <p>1. Social Media Engagement We maintain an active presence on Facebook, Instagram, LinkedIn, and YouTube, where we: Share product highlights, build photos, and service tips</p> <p>Announce contract opportunities and customer success stories</p> <p>Use platform analytics to track post engagement, audience demographics, and content performance</p> <p>Run paid ad campaigns targeting fire chiefs, department personnel, and public-sector buyers by job title, interest, and geographic location</p> <p>2. Website Analytics &amp; SEO Our website is optimized for keywords related to brush trucks, wildland equipment, and fire apparatus procurement</p> <p>We use Google Analytics to monitor user behavior, page views, referral sources, and conversion trends</p> <p>Insights gained from website traffic help us adjust our messaging and better tailor landing pages and campaigns</p> <p>3. Google Ads &amp; Retargeting We run search and display ads targeted to agencies looking for fire equipment and procurement solutions</p> <p>Retargeting is used to re-engage users who visited key product or contract-related pages but did not convert</p> <p>Campaign performance is continuously reviewed using Google Ads and Search Console tools</p> <p>4. CRM and Email Marketing We maintain a CRM database of fire departments, buyers, and agency contacts segmented by region, agency type, and past purchase behavior</p> <p>Email marketing campaigns are customized using metadata tags (such as location, organization size, and equipment type) to deliver relevant messages to the right audiences</p> <p>Engagement metrics (open rates, click-through rates, bounce rates) are tracked and used to improve future outreach</p> <p>5. Digital Asset Management Our marketing team organizes product images, videos, specs, and customer stories in a cloud-based system, enabling fast access and distribution through digital channels</p> <p>These assets are optimized for mobile and social viewing, ensuring better performance across platforms</p>
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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>Integration of a Sourcewell-Awarded Agreement into Our Sales Process</p> <p>Cascade Fire Equipment is fully prepared to integrate a Sourcewell-awarded agreement into our existing sales infrastructure. Upon award, we would implement the following steps:</p> <p>Sales Team Training</p> <p>Train all sales personnel on Sourcewell's procurement process, contract terms, eligibility requirements, and how to guide agencies through the purchasing steps</p> <p>Develop internal documentation and quick-reference guides to ensure consistent messaging across our organization</p> <p>Contract Implementation Toolkit</p> <p>Create a Sourcewell contract resource package for customers, including FAQs, ordering steps, contract details, and contact information</p> <p>Equip sales staff with customizable quote templates that clearly reference Sourcewell pricing and benefits</p> <p>CRM Integration</p> <p>Tag eligible Sourcewell members in our CRM system for targeted outreach</p> <p>Track and report Sourcewell-attributed leads and conversions for performance monitoring</p> <p>Customer Communication</p> <p>Promote the availability of the Sourcewell contract in all quotes, email campaigns, and in-person conversations with prospective customers</p> <p>Offer the contract as a preferred option for eligible agencies looking to streamline procurement or avoid lengthy bidding processes</p> <p>Marketing Support</p> <p>Coordinate our outreach efforts with Sourcewell's communications team, when possible, to amplify messaging and drive contract utilization</p> <p>Feature the Sourcewell agreement prominently in our website, digital marketing, and print collateral</p> <p>By aligning our internal sales processes with Sourcewell's cooperative purchasing model, we aim to deliver a seamless experience to participating entities while maximizing the contract's value and reach.</p>
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40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>E-Procurement Availability</p> <p>At this time, Cascade Fire Equipment does not operate through a formal e-procurement system for ordering Brush Trucks, due to the complexity of the product. However, we do offer a streamlined and fully digital ordering process that is responsive to the needs of governmental and educational customers.</p> <p>Current Digital Procurement Capabilities Include:</p> <p>Email-Based Quote and Order Processing Agencies can request quotes, submit purchase orders, and receive order confirmations entirely through email and secure file transfer. This allows for seamless documentation and audit compliance on the buyer's end.</p> <p>Custom Digital Quote Packages Quotes are provided in a structured PDF format, with clear specifications, pricing, terms, and delivery details. These are formatted to meet the documentation standards of public-sector procurement offices.</p> <p>Electronic Documentation Support All key documents—specifications, warranty information, vendor forms, W-9s, insurance certificates, and compliance statements—are available electronically to assist with agency onboarding or vendor registration portals.</p> <p>Flexible Integration with Agency Purchasing Platforms While we do not currently support real-time integration with third-party procurement systems, we are open to coordinating with agencies that utilize platforms like Bonfire, OpenGov, or Jaggaer for upload and tracking of required documentation.</p> <p>Customer Use Case Example Governmental and educational agencies frequently use our digital process to:</p> <ul style="list-style-type: none"> <li>Obtain quotes for grant-funded equipment</li> <li>Submit POs through their internal systems and email us documentation</li> <li>Request digital invoices and shipping confirmations for financial tracking</li> <li>Store all communication and paperwork digitally for internal records and audit purposes</li> </ul> <p>As interest in formal e-procurement integrations grows, Cascade Fire Equipment is open to exploring future solutions that would enable full integration with agency platforms to further simplify and accelerate the purchasing process.</p>
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Product, Equipment, Maintenance, and Operator Training Programs</p> <p>Cascade Fire Equipment offers a variety of training programs designed to ensure that Sourcwell participating entities can operate, maintain, and get the most value from their brush trucks and related firefighting equipment. These training services are part of our commitment to long-term customer success and product performance.</p> <p>Types of Training Offered</p> <p>Operator Training</p> <p>Scope: Covers safe and effective operation of brush trucks, pumps, water systems, electrical controls, and other integrated systems</p> <p>Format: Provided in-person at the time of delivery or via video conference for remote customers</p>

		<p>Audience: Intended for department personnel, operators, and training officers</p> <p>Cost: Included at no additional charge with every brush truck purchase</p> <p>Maintenance Training</p> <p>Scope: Focuses on routine and preventive maintenance procedures, fluid checks, system inspections, and basic troubleshooting</p> <p>Format: Delivered during on-site delivery or upon request; supplemental reference materials also provided</p> <p>Audience: Fleet managers, mechanics, and department maintenance staff</p> <p>Cost: Included with vehicle purchase</p> <p>Refresher or Follow-Up Training</p> <p>Availability: Offered upon request for departments with staff turnover or additional personnel who need familiarization</p> <p>Format: Remote video training or in-person visit (travel costs may apply)</p> <p>Cost: Typically no charge for virtual support; minimal cost may apply for on-site training beyond original delivery</p> <p>Custom Training Sessions</p> <p>We are open to tailoring training programs based on agency needs, equipment configuration, or operational priorities</p> <p>Examples include pump operation drills, tool mounting orientations, or training aligned with NFPA readiness</p> <p>Costs may vary depending on location, content, and duration</p> <p>Who Provides the Training All training is conducted by Cascade Fire Equipment employees, including our service technicians, product specialists, and engineers—ensuring that the information comes directly from the people who design, build, and support the equipment.</p> <p>Our goal is to empower departments with the knowledge and confidence to operate and maintain their equipment safely, efficiently, and effectively—long after delivery.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Technological Advances in Proposed Solutions</p> <p>Cascade Fire Equipment integrates a range of advanced technologies across our engineering, manufacturing, and service operations to deliver innovative, reliable, and mission-ready wildland firefighting brush trucks. Our vertically integrated approach allows us to maintain full control over design, production, and quality while continuously improving efficiency and customization capabilities.</p> <p>1. Enterprise Resource Planning (ERP) System We use NetSuite as our company-wide ERP platform, providing real-time visibility into inventory, production schedules, purchasing, and customer service. This ensures accurate order tracking, faster turnaround times, and streamlined coordination between departments.</p> <p>2. Advanced Engineering and CAD Design Our engineering team operates in SolidWorks, enabling precise 3D modeling, simulation, and documentation of all custom truck components and assemblies.</p>

		<p>SolidWorks ensures every truck is engineered to exact customer specifications and allows us to easily archive and retrieve build records—even years after delivery.</p> <p>3. In-House CNC and Fabrication Technology Cascade Fire Equipment maintains a full suite of modern fabrication tools for precision manufacturing: 6 CNC machines for machining key components including valve bodies, brackets, and aluminum fittings</p> <p>CNC router for cutting custom-shaped poly water tanks</p> <p>Mitsubishi laser cutter for precision sheet metal and stainless steel parts</p> <p>Tykma Laser marking machine for high-contrast, durable part identification, including serial numbers, logos, and control labels</p> <p>These investments allow us to maintain tight tolerances, reduce lead times, and rapidly produce both standard and custom parts.</p> <p>4. Poly Tank Manufacturing Our in-house Poly-manufacturing produces durable, custom-configured poly tanks designed specifically for brush trucks.</p> <p>We incorporate internal baffles for improved vehicle stability and can cut custom shapes using our CNC router for optimal chassis fit.</p> <p>5. Cerakote Finishing Capabilities We offer in-house Cerakote application for brackets, hardware, pump housings, and other components requiring heat resistance, corrosion protection, or tactical color matching.</p> <p>This gives us enhanced control over finish durability, appearance, and lead time—especially for specialty builds and custom department branding.</p> <p>6. Modular Electrical and LED Lighting Systems Trucks are equipped with modular electrical harnesses and LED scene and perimeter lighting, designed for long service life and easy field troubleshooting.</p> <p>Controls can be labeled and color-coded or upgraded to digital switch systems upon request.</p> <p>7. Digital Service &amp; Support Infrastructure Each brush truck is assigned a dedicated Slack channel internally, where engineering, service, and production staff log service history, custom features, and support conversations in real time.</p> <p>This internal communication system provides long-term continuity and quick response to service inquiries, even years after delivery.</p> <p>These technological advantages are deeply integrated into our process and reflect our commitment to delivering the highest level of product quality, performance, and long-term support to fire service professionals.</p>	
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>Environmental and “Green” Initiatives</p> <p>Cascade Fire Equipment is committed to sustainable manufacturing and environmentally responsible business practices. We have implemented a wide range of internal “green” initiatives that contribute meaningfully to reducing our environmental footprint.</p> <p>1. Solar Energy &amp; Facility Efficiency Our 54,000-square-foot manufacturing facility in White City, Oregon is equipped with 325 rooftop solar panels that generate nearly one megawatt of energy per day.</p>	

During much of the year, our solar system allows us to generate more power than we consume, enabling us to operate on 100% renewable energy for over six months annually.

We have also invested in energy-efficient lighting, HVAC systems, and building insulation, all of which reduce our operational energy demands year-round.

**2. In-House Manufacturing for Emissions Reduction**  
By manufacturing a majority of our components—including poly tanks, service bodies, valves, and brackets—in-house, we significantly reduce emissions associated with long-haul shipping, outsourcing, and multi-point logistics.

**3. Nomex Scrap Reuse**  
In our wildland apparel production area, we repurpose Nomex scrap material from our sewing department as protective packing material for outgoing shipments. This reduces landfill waste and eliminates the need for single-use plastic or foam packaging. It also allows our customers to use this material to repair torn clothing.

**4. Poly Tank Recycling & Waste Minimization**  
Our Poly tank manufacturing process produces durable, long-lasting poly tanks that help reduce replacement cycles.

Excess poly material from the manufacturing process is collected and recycled or re-ground for reuse wherever possible.

**5. Precision Fabrication & Material Optimization**  
We utilize SolidWorks CAD software for optimized design and efficient material usage.

Our modern shop includes 6 CNC machines, a Mitsubishi laser cutter, and a CNC router, which are programmed to reduce material waste and energy use during production.

We also operate a Tykma laser marking machine to create long-lasting part identification without the need for chemical-based labeling systems.

**6. Cerakote Finishing as a Low-Emission Alternative**  
Our in-house Cerakote ceramic coating system offers a highly durable, corrosion-resistant finish that reduces the need for repainting or refinishing. Compared to traditional paint systems, Cerakote emits significantly lower levels of VOCs (volatile organic compounds). Cerakote also contains no PFAS, unlike Anodizing which is what all competitors use.

Certifying Body: NIC Industries (Cerakote Manufacturer), compliant with EPA VOC standards

**7. Recycling & Sustainable Operations**  
We actively recycle metal scrap (aluminum, stainless steel), cardboard, packaging materials, and used oils through licensed environmental partners.

Our office and production teams have shifted to digital documentation and communication platforms such as NetSuite ERP and Slack, dramatically reducing paper consumption across departments.

These initiatives reflect our core values of craftsmanship, accountability, and continuous improvement. We take pride in supporting both the firefighting community and environmental sustainability through thoughtful design, manufacturing, and operational practices.

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>Eco-Labels, Ratings, and Certifications</p> <p>At this time, Cascade Fire Equipment has not received any third-party eco-labels, environmental certifications, or sustainability ratings related to the solutions included in this proposal.</p> <p>However, we have implemented a range of internal green initiatives that align with many of the goals and principles promoted by third-party certification programs. These include:</p> <p>Generating over one megawatt of solar energy daily through our 325 rooftop solar panels, allowing us to produce more energy than we consume for roughly half the year</p> <p>Reusing Nomex fabric scrap from our apparel production line as eco-friendly shipping material</p> <p>Using low-VOC Cerakote ceramic coatings in place of traditional solvent-based paints</p> <p>Recycling metal and poly manufacturing scrap, as well as packaging materials</p> <p>Utilizing energy-efficient equipment, lighting, and HVAC systems throughout our facility</p> <p>Reducing paper waste through full digital integration via NetSuite ERP and Slack</p> <p>We continue to explore opportunities to pursue formal environmental certifications or third-party eco-labels where it adds value to our customers and supports long-term sustainability goals.</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>Unique Attributes of Cascade Fire Equipment and Our Solutions</p> <p>Cascade Fire Equipment offers a combination of capabilities, experience, and in-house manufacturing that is truly unique within the wildland firefighting industry. Our solutions are purpose-built for performance, customization, and long-term serviceability—qualities that directly benefit Sourcewell participating entities seeking reliability, accountability, and value through cooperative purchasing.</p> <p>1. Vertically Integrated Manufacturing</p> <p>Unlike many competitors who outsource key components, Cascade Fire Equipment designs and manufactures more of the truck in-house than any other brush truck builder in the U.S. This includes:</p> <p>Poly water tanks</p> <p>Pump and plumbing systems</p> <p>Fire-rated valves</p> <p>Service bodies and flatbeds</p> <p>Storage boxes and brackets</p> <p>This vertical integration allows for faster lead times, tighter quality control, and true customization to meet the specific needs of participating agencies.</p> <p>2. Custom Engineering with Long-Term Support</p> <p>Our engineering team uses SolidWorks CAD for every truck, enabling precision design and documentation. We retain build records and engineering drawings for a minimum of 10 years, with archives extending beyond 20 years. This allows us to:</p> <p>Provide exact-fit replacement parts</p> <p>Support upgrades and retrofits long after delivery</p> <p>Maintain a consistent service history using dedicated Slack channels for each truck</p> <p>3. Nationwide Service, Backed by Internal Technicians</p> <p>Our in-house service team can travel to any location in the U.S. to support Sourcewell</p>

entities. With no reliance on third-party dealers, we maintain direct accountability for all warranty and support needs, ensuring consistency and responsiveness.

4. Proven Experience with Public Agencies  
With 98% of our sales in the government sector, we have a deep understanding of the operational, compliance, and procurement requirements faced by public fire departments. Our team has executed contracts with federal agencies including:  
USDA Forest Service

Department of the Interior

Defense Logistics Agency

Multiple state and municipal fire agencies across all 50 states

5. Clean Energy & Sustainable Operations  
We operate a solar-powered facility capable of generating over 1 megawatt of electricity daily, producing more power than we consume for half the year. We also incorporate green practices such as:

Low-VOC Cerakote coatings

Precision CNC machining and digital fabrication to minimize waste

6. Direct-to-Customer Sales and Service Model  
Cascade Fire does not rely on a dealer network. All communication, quoting, customization, and post-delivery support are managed directly by our team. This model offers Sourcewell participants:  
Transparent pricing

Direct access to decision-makers

Streamlined communication and accountability

In summary, Cascade Fire Equipment offers a rare combination of in-house engineering, manufacturing, customization, and support that makes our brush trucks uniquely positioned to serve the needs of Sourcewell participating entities across the country—efficiently, reliably, and sustainably.



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>Compliance with U.S. Fire-Related Standards</p> <p>Cascade Fire Equipment designs and manufactures all brush trucks and firefighting components to meet or exceed applicable federal, state, and industry-specific standards, including those established by the National Fire Protection Association (NFPA) and relevant regulatory agencies.</p> <p>1. NFPA Compliance Our brush trucks and associated equipment are designed in alignment with the applicable provisions of the NFPA 1906 Standard for Wildland Fire Apparatus, including: Vehicle stability and handling requirements</p> <p>Water tank baffling and capacity labeling</p> <p>Pump and plumbing system performance</p> <p>Emergency lighting and scene lighting standards</p> <p>Equipment mounting and securement</p> <p>While NFPA 1906 compliance is not always required by every agency, we maintain the capability to build to full compliance upon request and frequently do so for agencies that specify it in their purchasing documents.</p> <p>2. Federal and State Requirements Our products meet or are compatible with a range of applicable federal and state regulations, including: EPA and CARB Emissions Standards: All chassis and engines used in our apparatus comply with applicable Environmental Protection Agency (EPA) and California Air Resources Board (CARB) emissions regulations. We also coordinate with OEMs and agencies to ensure upfitting does not compromise emissions compliance.</p> <p>DOT and FMVSS Compliance: All vehicles are delivered in compliance with U.S. Department of Transportation (DOT) regulations and applicable Federal Motor Vehicle Safety Standards (FMVSS).</p> <p>State-Specific Requirements: We are familiar with unique equipment and labeling requirements that vary by state (e.g., pump-and-roll capability, lighting configurations, or agency decals) and tailor builds accordingly.</p> <p>3. In-House Quality Assurance Our facility maintains internal quality checks at each stage of production: All pump and plumbing systems are pressure tested and flow tested prior to shipment</p> <p>Electrical systems are verified for load capacity, labeling, and function</p> <p>Final inspections are documented and performed against checklists aligned with NFPA and agency specifications</p> <p>4. Ongoing Updates Our engineering and compliance teams stay up to date with evolving standards and revisions issued by: NFPA (National Fire Protection Association)</p> <p>FEMA / USFA (U.S. Fire Administration)</p> <p>State fire marshals and equipment standards committees</p> <p>We also welcome agency-specific inspection checklists and work directly with fire chiefs, equipment officers, and procurement staff to ensure each truck meets their exact compliance requirements.</p>
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47	Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	<p>Compliance with Canadian Fire-Related Standards</p> <p>At this time, Cascade Fire Equipment does not actively sell or distribute brush trucks or firefighting equipment in Canada, and we do not currently build to the CAN/ULC-S515 standard or other Canadian federal or provincial compliance frameworks.</p> <p>However, our engineering and manufacturing teams have extensive experience designing to NFPA 1906 (Standard for Wildland Fire Apparatus) and are fully capable of adapting our designs to meet additional specifications, including:</p> <p>CAN/ULC-S515 (Standard for Automobile Fire Fighting Apparatus)</p> <p>Canadian Motor Vehicle Safety Standards (CMVSS)</p> <p>Provincial and municipal requirements specific to Canadian fire agencies</p> <p>If demand from Canadian Sourcewell participants emerges, we are open to: Reviewing and incorporating CAN/ULC-S515 compliance requirements into our design and inspection process</p> <p>Coordinating with Canadian regulatory authorities or third-party testing labs to validate conformity</p> <p>Partnering with authorized Canadian upfitters or service providers as needed to assist with compliance, delivery, and support</p> <p>We are committed to continuous improvement and would welcome the opportunity to expand our capabilities to serve Canadian agencies, should the opportunity arise.</p>
48	Describe available service and repair options for the equipment and products offered in your proposal and how the process works with those servicing the equipment.	<p>Service and Repair Options</p> <p>Cascade Fire Equipment offers a full-service support program for all brush trucks and equipment provided under this proposal. Our goal is to ensure that each customer receives prompt, knowledgeable, and lasting support—whether immediately after delivery or many years down the road.</p> <p>1. In-House Service Department We maintain a dedicated in-house service team of five full-time technicians based at our headquarters in White City, Oregon.</p> <p>These are Cascade Fire Equipment employees, not third-party contractors, which ensures direct accountability and consistent product knowledge.</p> <p>2. Nationwide Field Support Our service technicians are equipped to travel anywhere in the United States to perform field repairs, inspections, training, and warranty work.</p> <p>Field visits are scheduled based on issue severity, location, and technician availability, with priority response for mission-critical systems (e.g., pump or electrical failure).</p> <p>3. Remote Diagnostics and Support Many issues can be diagnosed remotely via phone, video call, or email, allowing us to provide same-day technical support in most cases.</p> <p>Our engineering and service teams maintain detailed service records and drawings for every truck for at least 10 years—allowing us to quickly identify parts and configurations for repair.</p> <p>4. Internal Service Coordination via Slack Each brush truck we build is assigned a dedicated Slack channel, where our sales, service, engineering, and production teams log:</p> <p>Build details</p>

		<p>Custom features</p> <p>Service history</p> <p>Support conversations</p> <p>This enables quick reference and cross-departmental collaboration whenever an issue arises—ensuring efficient diagnosis and faster resolution.</p> <p>5. Warranty Process Warranty claims can be initiated via email or phone and are typically evaluated within 3 business days.</p> <p>For approved claims, we coordinate parts shipment, field service, or reimbursement if repairs are performed by a qualified local technician with prior authorization.</p> <p>6. Parts Supply Replacement parts for pumps, plumbing, electrical components, and fabricated items can be ordered directly from Cascade.</p> <p>We stock commonly requested parts and can manufacture replacements for custom components upon request.</p> <p>Parts are shipped promptly, with expedited shipping available for urgent needs.</p> <p>7. Collaboration with Local Service Providers (When Needed) For customers in remote locations, we may coordinate with qualified third-party service providers upon approval.</p> <p>In such cases, Cascade Fire Equipment remains the primary point of contact and oversees the repair process to ensure quality and warranty compliance.</p> <p>Our service program is designed for flexibility, reliability, and long-term support. Whether a Sourcewell participant is a large metropolitan fire department or a small rural agency, we ensure that every piece of equipment receives the same high level of attention and care throughout its operational life.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>WMBE / SBE / Veteran-Owned Business Certifications</p> <p>Cascade Fire Equipment is not currently certified as a Women or Minority Business Entity (WMBE), nor as a Veteran-Owned Business. However, based on our size and operations, we qualify as a Small Business Entity (SBE) under the standards typically used by federal and state procurement agencies.</p> <p>We are not currently registered with a formal SBE certification body, but we are prepared to provide documentation related to our size, ownership, and number of employees if required by participating entities or Sourcewell for validation purposes.</p> <p>Cascade Fire Equipment does not currently operate through certified HUB zone partners, dealers, or resellers. All sales and service are conducted directly through our headquarters in White City, Oregon.</p>	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a MBE	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a WBE	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a DOBE	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a VBE	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a SDVOB	*
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Cascade Fire Equipment is a SBE	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a SDB	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Cascade Fire Equipment is not a WOSB	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
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58	Describe your payment terms and accepted payment methods.	<p>Payment Terms and Accepted Payment Methods</p> <p>Cascade Fire Equipment offers flexible and transparent payment terms to accommodate the needs of public agencies and nonprofit entities.</p> <p>Standard Payment Terms Net 30 days from the date of invoice for most governmental and municipal agencies with approved credit.</p> <p>For large equipment such as custom brush trucks, milestone-based payments may be required. A typical structure includes:</p> <p>Deposit upon order acceptance</p> <p>Final balance due upon delivery or prior to shipment</p> <p>Custom payment structures can be arranged based on project size, agency policy, or funding requirements.</p> <p>Accepted Payment Methods Check (by mail or drop-off)</p> <p>ACH/EFT (electronic funds transfer)</p> <p>Wire Transfer</p> <p>Credit Card (Visa, MasterCard, American Express) – generally accepted for smaller equipment purchases or apparel, and may be subject to processing fees for larger transactions</p> <p>Purchase Orders (POs) – accepted from approved governmental and nonprofit entities</p> <p>We are committed to working with Sourcewell participating entities to ensure smooth, compliant, and timely payment processing in accordance with each agency's procurement policies.</p>
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59	Describe any leasing or financing options available for use by educational or governmental entities.	<p><b>Leasing and Financing Options</b></p> <p>Cascade Fire Equipment offers flexible financing options to support educational and governmental entities in acquiring wildland brush trucks and related equipment. We recognize that many public-sector agencies operate under budget constraints or fixed capital improvement schedules, and we are committed to providing solutions that align with their financial planning needs.</p> <p><b>Financing Partner: Government Capital Corporation</b> We work directly with Government Capital Corporation, a nationally recognized public finance firm specializing in municipal leasing and financing for government and education entities.</p> <p><b>Key features of our financing partnership include:</b> Tax-exempt municipal leasing options tailored for public agencies</p> <p>Terms ranging from 1 to 10 years, depending on budget and asset life cycle</p> <p>Low, fixed interest rates with no prepayment penalties in most cases</p> <p>Flexible payment structures (monthly, quarterly, or annual)</p> <p>Fast approvals and documentation support</p> <p>No obligation quotes for budgeting or planning purposes</p> <p><b>Eligible Entities</b> Cities, counties, and townships</p> <p>Rural and volunteer fire departments</p> <p>State agencies and special districts</p> <p>Public school districts, colleges, and universities</p> <p>Tribal governments and nonprofit entities serving public purposes</p> <p><b>How It Works</b> The agency selects the equipment and receives a formal quote from Cascade Fire Equipment.</p> <p>Upon request, we coordinate with Government Capital to provide a financing proposal.</p> <p>If the agency chooses to proceed, Government Capital finalizes documentation directly with the entity.</p> <p>Cascade builds and delivers the equipment as scheduled, while the agency makes payments according to the agreed financing terms.</p> <p>This financing option enables Sourcewell participating entities to acquire essential fire equipment immediately, without waiting for full capital funding or budget cycles. Let us know if you'd like a sample financing estimate or introduction to a Government Capital representative.</p>
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60	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Standard Transaction Documents</p> <p>Cascade Fire Equipment uses a set of clear, standardized documents to ensure transparency, consistency, and accountability throughout the ordering and fulfillment process. These documents are designed to align with public-sector procurement practices and can be adapted to meet the specific administrative requirements of Sourcwell participating entities.</p> <p>1. Quote / Proposal Form A formal document outlining the equipment requested, specifications, pricing, estimated lead times, and any applicable shipping or setup charges.</p> <p>Includes reference to any applicable cooperative contract pricing, if awarded.</p> <p>2. Sales Order Acknowledgment Issued upon receipt of a signed quote or purchase order.</p> <p>Confirms order details</p> <p>3. Purchase Agreement (for larger apparatus builds) Used for complex or custom brush truck builds.</p> <p>May include milestone payment terms, detailed build specifications, and a defined scope of work.</p> <p>4. Service/Warranty Policy Outlines post-delivery service procedures, warranty coverage (including parts and labor), and support contact information.</p> <p>6. Optional Financing Addendum (if applicable) For entities using leasing or financing through Government Capital or another public finance provider.</p> <p>7. Delivery &amp; Inspection Checklist Completed at the time of equipment delivery or pickup.</p> <p>Confirms that the unit meets the agreed specifications and has been accepted by the customer.</p> <p>These documents will be uploaded in the "Document Upload" section of the proposal and can be tailored or amended as needed to meet the administrative or legal requirements of Sourcwell participating entities.</p>
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61	<p>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>	<p>P-Card Acceptance</p> <p>Yes, Cascade Fire Equipment accepts procurement card (P-card) payments from Sourcewell participating entities.</p> <p>We recognize that many governmental and educational agencies utilize P-cards for ease of purchasing, tracking, and compliance with internal procurement policies.</p> <p>Additional Costs</p> <p>For most small to mid-size purchases (such as parts, tools, gear, or accessories), P-cards are accepted at no additional cost.</p> <p>For large purchases, such as full brush trucks or high-value apparatus builds, a processing fee may apply to offset merchant service fees. This fee is typically disclosed and discussed in advance during the quoting process and can often be waived or negotiated depending on the size and structure of the transaction.</p> <p>Cascade Fire Equipment is committed to offering flexible payment options and will work with each agency to determine the most efficient and cost-effective method of procurement.</p>
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62	<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>Pricing Model Overview</p> <p>Cascade Fire Equipment utilizes a line-item discount pricing model for the products and services proposed under this RFP. Each item included in our pricing list is individually listed with:</p> <p>A specific part number or model identifier</p> <p>A clear product description</p> <p>The manufacturer's suggested retail price (MSRP)</p> <p>The discounted Sourcewell price, reflecting the negotiated discount for participating entities</p> <p>This pricing structure ensures maximum transparency and flexibility for Sourcewell members, allowing them to evaluate each item independently and receive consistent pricing regardless of order size.</p> <p>Discount Structure</p> <p>The standard Sourcewell discount applied to our product lines varies by category, generally ranging between 5% and 15% off MSRP depending on the complexity and customization level of the product. Custom-configured units, such as wildland brush trucks or remount services, are quoted individually but follow the same pricing principles and transparent discount methodology.</p> <p>Product Categories Included</p> <p>Our detailed pricing list (uploaded as Cascade Fire Equipment – Sourcewell Price List) includes the following categories:</p> <p>Brush Trucks</p> <p>Slip-On Units</p> <p>Truck and Slip-On Accessories</p> <p>Support Services</p> <p>Each entry is accompanied by a part number or internal SKU, a full description, MSRP, and the applicable Sourcewell discounted price.</p> <p>Custom Configurations</p> <p>For custom solutions—such as unique wildland truck builds or remounting existing equipment—pricing is determined through a formal quote process. These items are not “off-the-shelf,” but discounts will still be calculated from a published base price in accordance with the same Sourcewell discount structure.</p>
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63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Quantified Pricing Discount</p> <p>The pricing proposal submitted by Cascade Fire Equipment includes clearly defined discounts off MSRP across all product categories.</p> <p>Standard Discount Range: The Sourcewell pricing represents a discount of 5% to 15% off our standard retail pricing.</p> <p>Brush Trucks: 5% off MSRP</p> <p>Slip-On Units: 5-8% off MSRP</p> <p>Truck &amp; Slip-On Accessories: 5-10% off MSRP</p> <p>Support Services: 15% off MSRP &amp; standard labor rates</p> <p>Each item in our pricing sheet reflects this discount structure as a line-item entry. For custom-built or project-based equipment (such as brush trucks or remounts), pricing is based on standard configurations with adjustments as needed—while still applying the Sourcewell discount structure to all base components.</p> <p>This discount structure is designed to provide fair, consistent, and transparent pricing to Sourcewell participating entities across all U.S. service areas.</p>
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Quantity and Volume Discounts / Rebate Programs</p> <p>Cascade Fire Equipment offers volume-based pricing incentives to Sourcewell participating entities in order to promote long-term value and larger-scale procurement efficiencies. These include:</p> <p>Volume Discounts</p> <p>We provide tiered discounts for orders that meet or exceed the following thresholds within a single transaction or coordinated project rollout:</p> <p>3–4 Units: Additional 2% discount off the Sourcewell price</p> <p>5–9 Units: Additional 3% discount off the Sourcewell price</p> <p>10+ Units: Additional 5% discount off the Sourcewell price</p> <p>This applies to slip-on units, brush trucks, and bundled accessory orders.</p> <p>Rebate Programs</p> <p>At this time, Cascade Fire Equipment does not offer a formal rebate program. However, we are open to establishing rebate incentives based on multi-year procurement commitments or cooperative purchasing consortiums and are willing to negotiate custom rebate agreements as part of large-scale or agency-wide purchasing partnerships.</p> <p>These discount structures demonstrate our commitment to supporting government and public safety agencies in maximizing their budgets while receiving high-quality, U.S.-manufactured firefighting equipment.</p>

65	<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>Facilitating Open Market / Non-Contracted Items</p> <p>Cascade Fire Equipment recognizes that participating entities may occasionally require items or services that fall outside the scope of our standard catalog or Sourcewell-contracted offerings. We accommodate these needs through the following flexible and transparent sourcing methods:</p> <p>1. Open Market Item Pricing We offer sourced or non-contracted items using one of the following method:</p> <p>Quoted Price per Request: For specialty items, customized solutions, or third-party components, we issue a written quote for customer approval prior to fulfillment.</p> <p>2. Documentation and Transparency All open market items are clearly labeled as such in quotes and invoices, with line-item details separating them from Sourcewell-contracted items to ensure compliance and transparency.</p> <p>3. Integration into Existing Orders Whenever possible, sourced products are bundled into the same purchase order and delivery as contracted items, streamlining procurement and reducing shipping costs.</p> <p>4. Customer Communication We work closely with each participating entity to validate the need, availability, lead times, and alternatives before finalizing the open market order, ensuring the solution aligns with their expectations.</p>
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66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>Excluded Elements of Total Cost of Acquisition</p> <p>Cascade Fire Equipment aims to provide transparent, all-inclusive pricing whenever possible. However, certain costs may fall outside the standard pricing structure depending on the specific requirements of a Participating Entity. Below is a list of potential non-included charges and clarification regarding the responsible parties:</p> <p>1. Freight or Shipping Status: Not included unless otherwise stated in the quote.</p> <p>Shipping is calculated separately based on destination, weight, and delivery method.</p> <p>2. Pre-Delivery Inspection (PDI) Status: Included for all brush trucks and slip-on units.</p> <p>If additional inspections are required by a third-party certifier at the customer's request, those may incur an added fee (quoted case-by-case).</p> <p>3. Installation or Setup Slip-On Units: Installation into a vehicle is typically not included unless explicitly quoted.</p> <p>Accessories: Installation of optional components or dealer-installed items may incur additional labor charges.</p> <p>4. On-Site Service or Training Status: Basic operational training is included.</p> <p>Extensive or in-person operator training, where requested outside of normal delivery procedures, may be billed based on travel and technician time (quoted per project).</p> <p>5. Custom Modifications or Engineering Status: Any product requiring custom engineering beyond our standard offerings may include a one-time setup or design charge, quoted in advance.</p> <p>6. Taxes or Local Fees Sales tax or other local/state fees are not included in list pricing and will be calculated at the time of sale based on delivery location and tax status.</p> <p>7. Third-Party Costs In rare cases where a Participating Entity requires use of a third-party service provider (e.g., local upfitter, inspector, or installer), those costs are not covered unless arranged and quoted by Cascade Fire Equipment directly.</p>
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67	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p><b>Freight, Delivery, and Shipping Program</b></p> <p>Cascade Fire Equipment provides flexible and transparent freight and delivery options to accommodate the diverse needs of Sourcewell Participating Entities. While shipping costs are not included in our base pricing, our freight and delivery program is designed to ensure cost-effective, reliable, and timely service across the United States.</p> <p><b>Freight Cost Structure</b>  Quoted Per Order: Freight costs are calculated individually for each order based on destination, weight, product size, and delivery method.</p> <p><b>Standard Carrier Partners:</b> We work with reputable national freight carriers including FedEx Freight, Old Dominion, and Saia, depending on the shipment size and destination.</p> <p><b>Customer Freight Options:</b> If preferred, customers may arrange their own freight. Cascade Fire Equipment will coordinate pickup with the carrier.</p> <p><b>Shipping Options</b>  LTL and Full Truckload: Slip-on units, remounts, and truck accessories are typically shipped via Less-Than-Truckload (LTL) or full truckload, depending on volume and packaging.</p> <p><b>Flatbed and Enclosed Delivery:</b> Brush trucks are delivered by flatbed or enclosed transport with white-glove handoff upon request.</p> <p><b>Expedited Shipping:</b> Expedited delivery is available at an additional cost and quoted upon request.</p> <p><b>Delivery Timeframes</b>  Standard Lead Times: Most units are shipped within the lead time quoted at the time of order, typically ranging from 2 to 6 weeks for accessories and 90 to 180 days for trucks and slip-on assemblies.</p> <p><b>Delivery Scheduling:</b> Cascade Fire Equipment coordinates directly with the Participating Entity to schedule delivery at a mutually convenient time.</p> <p><b>Freight Charges on Quotes and Invoices</b>  Freight is clearly itemized on all quotes and invoices.</p> <p><b>Shipping charges</b> include crating, packaging, and handling, unless otherwise noted.</p> <p><b>Freight Damage &amp; Insurance</b>  All shipments are insured for full replacement value during transit.</p> <p>Customers are asked to inspect shipments upon delivery and report any damage immediately so claims can be filed and resolved quickly.</p>
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68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p><b>Freight, Shipping, and Delivery to Alaska, Hawaii, Canada, and Offshore Destinations</b></p> <p>Cascade Fire Equipment is committed to supporting Sourcewell Participating Entities regardless of geographic location. While additional logistics may be involved in reaching offshore and international destinations, we offer flexible, reliable, and transparent solutions.</p> <p><b>Alaska and Hawaii</b>  Shipping Methods: Orders to Alaska and Hawaii are typically shipped via sea freight or air freight, depending on the urgency and nature of the product.</p> <p><b>Carriers:</b> We work with trusted logistics providers such as Lynden Transport and Matson for sea freight, and FedEx or UPS for air freight, depending on service availability and customer preference.</p> <p><b>Cost Estimates:</b> Freight charges to Alaska and Hawaii are calculated and quoted per order based on weight, dimensions, and required delivery method. These will be clearly itemized during the quoting process.</p> <p><b>Lead Time Adjustments:</b> Delivery times are typically extended due to transportation schedules and customs requirements, but we work closely with customers to provide accurate timelines.</p> <p><b>Canada</b>  Current Limitation: Cascade Fire Equipment does not presently sell or deliver to Canadian customers.</p> <p><b>Future Capability:</b> While we are not currently operating in Canada, we are open to future expansion and will evaluate opportunities to support Sourcewell Participating Entities in Canada should the need arise.</p> <p><b>U.S. Territories (e.g., Guam, Puerto Rico, U.S. Virgin Islands)</b>  Available Shipping: We are able to ship to U.S. Territories via major carriers and freight forwarding partners.</p> <p><b>Documentation &amp; Coordination:</b> Our team ensures all necessary customs or port documentation is handled correctly. We provide clear communication and support throughout the shipping process.</p> <p><b>Special Handling and Crating</b>  All international and offshore shipments include additional crating and protective packaging as needed, especially for high-value or sensitive equipment like brush trucks or slip-on units.</p> <p>Export compliance and insurance coverage are included with each shipment to mitigate risk during transit.</p>
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69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Unique Distribution and Delivery Methods</p> <p>Cascade Fire Equipment offers a range of flexible, customer-focused distribution and delivery methods designed to meet the specialized needs of fire departments and emergency response organizations across the United States.</p> <p>1. Direct-to-Customer Delivery We primarily deliver our equipment—especially brush trucks and slip-on units—directly to end-user agencies. This eliminates unnecessary handling, ensures secure transport, and allows for real-time coordination between our team and the customer. Our logistics team schedules these deliveries directly, often using dedicated transport or contract carriers that are familiar with oversized and specialty emergency equipment.</p> <p>2. In-House Delivery Coordination All logistics planning is handled in-house by Cascade Fire Equipment staff. This ensures clear communication, reliable tracking, and accountability from the time an order is ready for shipment to final delivery at the participating entity's location.</p> <p>3. Pre-Delivery Equipment Setup When possible, our deliveries are pre-configured and tested at our manufacturing facility. For example: Brush trucks are delivered fully assembled and operational, requiring no further setup.</p> <p>Slip-on units are mounted and tested before shipment if a host vehicle is provided.</p> <p>This streamlines delivery and allows for faster deployment once the customer receives the unit.</p> <p>4. Mobile Service and Delivery Team Our team of five field service technicians also assists with delivery, especially for larger equipment such as complete fire apparatus. This allows for a seamless handoff that includes: On-site orientation</p> <p>Initial inspection</p> <p>Real-time support if adjustments are needed</p> <p>5. Packaging and Protection for LTL and Freight For smaller equipment or accessories shipped via LTL (less-than-truckload) or freight carriers, we use custom crating and protective packaging built in-house to ensure damage-free delivery. Specialized pallets, foam-in-place, or reinforced crating are used depending on the shipment.</p> <p>6. Scheduled Deliveries for Larger Orders For orders involving multiple units or bulk accessories (such as hose packs or tool kits), Cascade can stage deliveries in coordination with customer timelines. This is particularly useful for grant-funded departments or regional purchasing programs requiring staggered fulfillment.</p>
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Self-Audit Process to Verify Pricing and Agreement Compliance</p> <p>Cascade Fire Equipment is committed to maintaining full compliance with the terms of any awarded Sourcewell agreement. To ensure that Sourcewell participating entities receive the appropriate discounted pricing and that all other terms of the agreement are honored, we will implement a structured internal self-audit program.</p> <p>1. Price Verification through NetSuite ERP Our primary tool for price verification is our integrated NetSuite ERP system. All Sourcewell-specific pricing—including any approved discount tiers—will be built directly into NetSuite as part of our item pricing configuration. This ensures:</p>

		<p>Accurate pricing is automatically applied at the point of order entry.</p> <p>Sales staff and customer service teams cannot override Sourcewell pricing without documented approval.</p> <p>Sourcewell entities are always quoted the correct pricing per contract terms.</p> <p>2. Quarterly Internal Audits Each quarter, our finance and sales operations teams will conduct a review of Sourcewell-related sales activity to confirm: Sourcewell pricing was properly applied.</p> <p>Appropriate documentation exists for any exceptions or special quotes.</p> <p>Contract terms and eligible customer types were followed.</p> <p>Discrepancies, if any, will be flagged for immediate resolution and used to improve internal training and controls.</p> <p>3. Customer Tagging and Tracking Within our NetSuite system, all Sourcewell-participating entities will be tagged by customer type and contract designation. This tagging allows us to: Filter and report on Sourcewell transactions.</p> <p>Track contract usage and performance.</p> <p>Ensure pricing compliance across all departments.</p> <p>4. Training and SOP Enforcement Sales and customer service staff are trained on contract use and pricing policies, including how to: Identify eligible Sourcewell customers.</p> <p>Apply the correct pricing from our approved Sourcewell price list.</p> <p>Ensure documentation is complete for each order.</p> <p>Standard Operating Procedures (SOPs) are enforced through both system controls and ongoing training.</p> <p>5. Annual Sourcewell Review File We will maintain a dedicated Sourcewell compliance file that includes: A copy of the price list submitted with the RFP.</p> <p>All Sourcewell orders and invoices.</p> <p>Documentation of any promotional pricing or custom quotes.</p> <p>A log of all internal pricing audits.</p> <p>This file will be available for review by Sourcewell or its auditors upon request.</p>	
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>Internal Metrics to Measure Agreement Success</p> <p>If awarded a Sourcewell agreement, Cascade Fire Equipment will implement a comprehensive set of internal metrics to track the</p>	

effectiveness, utilization, and performance of the contract. These metrics will help us measure success across customer adoption, operational performance, and sales growth. Key metrics include:

1. Sourcewell Sales Volume

We will track total sales generated under the Sourcewell agreement, broken down by:

Product category (e.g., Brush Trucks, Slip-On Units, Accessories)

Region or state

Customer type (government, fire department, educational institution, etc.)

This metric will help us measure growth and contract adoption over time.

2. Number of Sourcewell-Linked Customers

We will monitor the number of new and repeat customers that purchase through the Sourcewell contract. This includes:

New entities onboarded via Sourcewell

Percentage of total customers using the contract

Customer retention rate for Sourcewell buyers

3. Lead Conversion Rate from Sourcewell Marketing

We will track leads generated through Sourcewell-related marketing campaigns (mailers, Google Ads, social media, etc.) and calculate the percentage that convert to actual sales. This will help us assess the return on marketing investment tied to the contract.

4. Contract Compliance Accuracy

Each quarter, we will audit Sourcewell orders to confirm:

Correct pricing was applied

Documentation and tagging in NetSuite were accurate

Any deviations were documented and approved

Tracking compliance accuracy ensures our internal processes are aligned with the contract.

5. Quote-to-Order Cycle Time

We will measure how long it takes to convert a Sourcewell quote into an order. A reduction in quote-to-order cycle time indicates that the contract is helping streamline procurement for participating entities.

6. Customer Satisfaction and Service Response

We will analyze feedback received from Sourcewell participants related to:

Product quality

Delivery time

Service support

Overall experience

We'll also monitor how quickly we respond to service inquiries using Slack channels and our ticketing system, with a goal of same-day response and 24-hour follow-up.

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Proposed Administration Fee</p> <p>Cascade Fire Equipment proposes an Administrative Fee of 1% on all completed transactions made by Sourcewell Participating Entities under this Master Agreement.</p> <p>This fee will be calculated based on the total purchase amount (excluding taxes, freight, and any third-party sourced open market items, if applicable) for each completed transaction during the defined reporting period.</p> <p>Cascade Fire Equipment acknowledges the value Sourcewell provides in supporting its members and facilitating cooperative purchasing opportunities. We will ensure accurate reporting of Sourcewell-related sales and timely payment of administrative fees in accordance with the terms of the agreement.</p>	*
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	<p>The Pricing Offered in this Proposal is:</p> <p>The pricing offered in this proposal is based on a list MSRP with a standard Sourcewell discount applied. Cascade Fire Equipment has submitted a detailed price list that includes:</p> <p>Product SKU/Part Number</p> <p>Product Description</p> <p>MSRP (List Price)</p> <p>Sourcewell Discounted Price</p> <p>Discounts range from 5% to 15% off MSRP, depending on the product category. Pricing is fixed for the initial term of the agreement, with any future adjustments subject to Sourcewell's prior approval.</p> <p>Freight, installation, and any applicable service charges are outlined separately, and any sourced or open-market items are priced on a case-by-case basis, typically at cost plus 10% or less.</p>	*

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

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Offered Solutions – Cascade Fire Equipment</p> <p>Cascade Fire Equipment offers a wide range of firefighting apparatus and support equipment tailored to wildland, municipal, and emergency response operations. The following solutions are included in our Sourcewell proposal, covering both standard and custom offerings:</p> <p>1. Brush Trucks</p> <p>We design and build complete brush trucks in-house using commercial chassis and our custom-fabricated flatbeds, tanks, and pump systems. Our standard models include:</p> <p>Frontier – New innovative design, built for off-road operations</p>	

Legacy – Our most popular standard configuration

Metro – Urban-wildland interface focus

All units are engineered to meet or exceed NFPA wildland standards, and customer specifications are welcome.

## 2. Slip-On Units

Our slip-on fire suppression units are self-contained firefighting modules designed to mount on pickup beds or flatbeds. Units are customizable with:  
Poly or aluminum tanks (various capacities)

Gas or diesel pumps

Hose reels and plumbing packages

Foam systems

These units offer modular flexibility and are built for durability and ease of maintenance.

## 3. Accessories

We offer a full line of accessories for trucks and slip-ons including:  
Hose reels

Nozzles and fittings

Scene lighting systems

Inverters, compressors, bumpers, tool mounts, and racks

ARB compressors, telescoping lights, and more

Accessories can be purchased as add-ons or as part of a vehicle build.

## 4. Remount Services

To extend the lifecycle of our equipment, Cascade offers remounting services to transfer existing slip-on units or components onto new chassis. This option delivers excellent cost savings while maintaining performance and reliability.

## 5. Service and Parts

We stock a wide range of replacement parts and offer full service capabilities at our Oregon facility or via mobile service. Our team can assist with troubleshooting, repairs, upgrades, and preventative maintenance across the U.S.

## 6. ATV Units

Cascade offers compact firefighting units designed to mount on utility vehicles (UTVs/ATVs) for off-road and remote-area response. These mini slip-on units include:  
50–125 gallon tanks  
Can Am Defender ATV

Cascade Fire pumps

Compact hose reels

Lightweight aluminum frames

Foam options available

		<p>They are ideal for rapid initial attack in hard-to-access terrain.</p> <p>7. Used Equipment (If Applicable)</p> <p>When available, we offer refurbished or lightly used brush trucks and slip-ons. All used equipment is inspected and brought to a serviceable condition with documentation and warranties provided on a case-by-case basis.</p>	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Subcategories of Solutions</p> <p>Within the scope of this RFP, Cascade Fire Equipment offers the following subcategories of fire apparatus and equipment solutions:</p> <p>Slip-On Units – Self-contained firefighting skids designed for mounting in pickup beds, flatbeds, or utility bodies. Available in multiple configurations for wildland, initial attack, and support operations.</p> <p>ATV/UTV Units – Compact fire suppression modules built for use with all-terrain vehicles and utility task vehicles. Ideal for remote access, wildland response, and park or trail firefighting.</p>	*

76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	<p><b>Remount and Refurbishing Services</b></p> <p>Cascade Fire Equipment offers full-service remounting and refurbishing of wildland fire apparatus and slip-on units. This service extends the life of existing equipment by transferring components to new chassis, restoring performance, and upgrading features to meet current standards and customer needs.</p> <p><b>Scope of Services</b></p> <p><b>Remounting Brush Trucks:</b> Includes removal of the fire body, water tank, plumbing, pump system, and controls from an existing chassis and reinstalling on a new or refurbished chassis. Additional options include rewiring, updated lighting, and upgraded pump or plumbing packages.</p> <p><b>Refurbishing Slip-On Units:</b> Includes tank repair or replacement, plumbing and pump overhauls, reel service, repainting, lighting upgrades, and more. We offer full inspection and testing prior to reinstallation.</p> <p><b>Cosmetic &amp; Functional Upgrades:</b> We can incorporate new technologies or accessories such as scene lighting, in-cab controls, or improved ergonomics during the remount or refurb process.</p> <p><b>Pricing Method</b> Pricing for remount or refurbishing services is based on: Scope of work required</p> <p>Hourly labor rates</p> <p>Cost of replacement components</p> <p>Custom fabrication or engineering, if applicable</p> <p>A detailed quote is provided following an evaluation of the existing equipment, photos or an on-site inspection. Our pricing is transparent and designed to offer value compared to new apparatus purchases.</p> <p><b>Ordering Process</b> Initial Consultation: Customer provides information about the unit and desired upgrades or repairs.</p> <p><b>Inspection &amp; Quote:</b> Cascade Fire Equipment evaluates the unit (remotely or in person) and provides a formal quote.</p> <p><b>Work Authorization:</b> Upon approval, the unit is scheduled into our production queue.</p> <p><b>Completion &amp; Delivery:</b> Refurbished or remounted units are tested and returned ready for service.</p> <p>Cascade Fire Equipment maintains original build drawings for a minimum of 10 years—and in many cases over 20 years—allowing for precise remounts and refurbishments with full documentation and accuracy.</p>
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77	<p>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>	<p>Warranty Overview</p> <p>Cascade Fire Equipment is committed to delivering high-quality, functional brush trucks and stands behind its products with robust warranty coverage designed to support our customers across the country.</p> <p>Standard Warranty Coverage</p> <p>Bumper-to-Bumper Warranty All Cascade Fire Equipment (CFE) brush truck models include a 5-year bumper-to-bumper warranty, covering all components manufactured and assembled by CFE, with the exception of the chassis and components covered under OEM or third-party manufacturer warranties.</p> <p>Lifetime Warranty Items We offer a lifetime warranty on the following components, covering workmanship and material defects:</p> <p>Flatbeds / Service Bodies</p> <p>Aluminum Storage Boxes</p> <p>Storage Baskets</p> <p>Polypropylene Tanks</p> <p>Stainless Steel Plumbing Manifolds</p> <p>Third-Party Manufacturer Warranties</p> <p>The following components are covered under manufacturer-specific warranties, the details of which vary by supplier:</p> <p>Emergency Lighting</p> <p>Scene Lighting</p> <p>Compressors and Electrical Equipment</p> <p>Auxiliary Motors for Pumps</p> <p>Hannay Hose Reels</p> <p>Bumpers / Lift Kits</p> <p>Interior Consoles</p> <p>Warranty Administration Process</p> <p>Cascade Fire Equipment manages and administers all applicable warranties directly. Customers experiencing a warranty issue should contact their Cascade Fire Equipment representative for prompt assistance. Our team works closely with manufacturers on applicable third-party warranty claims and facilitates repair or replacement.</p> <p>Warranty coverage does not extend to damages from abuse, improper use, cosmetic blemishes (e.g., paint, powder coating, dings, or dents), or misuse.</p> <p>We are committed to ensuring complete customer satisfaction and aim to resolve warranty issues quickly and fairly, keeping your vehicle and equipment operational and dependable.</p>
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78	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranty issues typically passed on to the original equipment manufacturer?	<p>Warranty Coverage for Third-Party Manufactured Items</p> <p>Cascade Fire Equipment includes numerous high-quality components in its products sourced from industry-leading manufacturers. While we stand behind the integrity of our complete systems and assemblies, warranty service for third-party components—such as pumps, engines, valves, electronics, and accessories—is typically handled directly by the original equipment manufacturer (OEM) under their respective warranties.</p> <p>However, to ensure seamless support for our customers, Cascade Fire Equipment will assist with the coordination and facilitation of warranty claims with these OEMs. We serve as a liaison between the Sourcewell Participating Entity and the OEM to help expedite claims, minimize downtime, and ensure customer satisfaction. In cases where repair or replacement can be handled by our in-house service team, we will do so whenever possible and work directly with the OEM to manage reimbursement.</p> <p>This hybrid approach provides Sourcewell Participating Entities with a streamlined warranty experience while ensuring all components are serviced by the parties best equipped to do so.</p>	*
79	Describe any service contract options or extended warranties being offered with your proposal.	<p>Cascade Fire Equipment does not currently offer formal service contracts or extended warranties as part of our standard offerings. However, we stand behind the quality and durability of our products through a comprehensive standard warranty program that delivers exceptional value to Sourcewell participating entities.</p> <p>Standard Warranty Coverage</p> <p>Bumper-to-Bumper Warranty All Cascade Fire Equipment (CFE) brush truck models include a 5-year bumper-to-bumper warranty, covering all components manufactured and assembled by CFE, with the exception of the chassis and components covered under OEM or third-party manufacturer warranties.</p> <p>Lifetime Warranty Items We offer a lifetime warranty on the following components, covering workmanship and material defects:</p> <p>Flatbeds / Service Bodies</p> <p>Aluminum Storage Boxes</p> <p>Storage Baskets</p> <p>Polypropylene Tanks</p> <p>Stainless Steel Plumbing Manifolds</p> <p>Third-Party Manufacturer Warranties The following components are covered under manufacturer-specific warranties, the details of which vary by supplier:</p> <p>Emergency Lighting</p> <p>Scene Lighting</p> <p>Compressors and Electrical Equipment</p> <p>Auxiliary Motors for Pumps</p> <p>Hannay Hose Reel</p> <p>Bumpers / Lift Kits</p> <p>Interior Consoles</p>	*

		<p>Administration and Support</p> <p>Our in-house warranty service is managed directly by Cascade Fire Equipment's support team. We stock and manufacture most replacement parts ourselves, ensuring rapid turnaround on service or warranty claims. To support fielded products:</p> <p>Each new brush truck is assigned its own Slack channel, providing customers a direct line of communication with our team for ongoing service and support.</p> <p>We operate a mobile service network with five field technicians, enabling on-site service when needed.</p> <p>Customers may also ship products to our Southern Oregon facility for evaluation and repair.</p> <p>Commitment to Long-Term Support</p> <p>Although we do not currently offer extended warranties or pre-paid service contracts, our service infrastructure and warranty terms are designed to provide peace of mind and long-term reliability. We are open to discussing custom support solutions or additional service terms upon request from participating agencies.</p>
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**Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

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

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

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

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

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

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

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

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

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

Line Item	Category or Type	Offered *	Comments	
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input checked="" type="radio"/> Yes <input type="radio"/> No	Cascade Fire Equipment manufactures and supplies a full range of wildland firefighting apparatus, including brush trucks and wildland urban interface (WUI) units. Our brush trucks are built in-house with durable aluminum bodies, custom skid units, and configurable pump and tank setups to meet the diverse needs of fire departments across the country. Our lineup includes:  Entry-level wildland trucks for budget-conscious departments  Standard wildland units with the most commonly requested features  WUI-capable trucks designed for both off-road and urban operations  Fully customized apparatus for specialized agency needs  We also offer slip-on units that can convert existing pickups into functional firefighting rigs. All units meet or exceed applicable NFPA standards and are supported by our full-service manufacturing, service, and support teams.	*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, referenced in our price list.	*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, referenced in our price list.	*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, referenced in our price list.	*

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
  2. Documents should NOT have a security password, as 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](#) - Cascade\_Fire\_Equipment\_-\_Sourcewell\_Price\_List.xlsx - Tuesday August 19, 2025 18:38:27
  - [Financial Strength and Stability](#) - BalanceSheet-791.pdf - Tuesday August 19, 2025 18:38:38
  - [Marketing Plan/Samples](#) - Cascade\_Fire\_Sourcewell\_Marketing\_Plan.docx - Tuesday August 19, 2025 18:51:40
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Standard Transaction Documents.zip - Tuesday August 19, 2025 18:41:45
  - Upload Additional Document (optional)
  - Requested Exceptions (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
  - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
    - (i) Those prices;
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
  - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

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

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

☒ Yes    ☐ No

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

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

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