REQUEST FOR PROPOSAL: FREIGHT CARRIER

ABOUT US

Celebrating 35 years of experience in 2026, Foliot Furniture Inc. has grown into one of the most well-known and reputable residence hall and hospitality furniture manufacturers in North America. We take pride in building furniture that exceeds the industry's highest standards of quality and durability. With the combined experience of over 600 skilled employees, Foliot Furniture Inc. has furnished over 1.50 million rooms throughout North America. *See photo pamphlet*

In addition to its 250 000 sq.ft. facility in St-Jérôme, Quebec, Canada, Foliot Furniture Inc. also maintains a 300,000 sq.ft. facility in Las Vegas and a 170 000 sq.ft. facility in Mirabel, Quebec, Canada. With three locations, the company has the necessary manpower and technical resources to complete numerous amounts of simultaneous orders, large or small. During peak periods, fleets of trucks leave Foliot Furniture Inc facilities daily to deliver and install their products across North America. *See Annex 1*

REQUEST FOR PROPOSAL (RFP)

Foliot Furniture Inc. wants to build a long-term partnership with a freight carrier for our St-Jérôme facility, delivering Full Truck Load (FTL) services to our customers, mostly in Canada and on the East Coast of the United States. Foliot Furniture Inc. is seeking to find a dedicated freight carrier that must be able to provide **FTL services**.

All proposals must be submitted with your best pricing. Your proposal must be sent by email to Daniel Meunier, Véronique Binette, Marjorie Pilon et Olivier St-Vincent.

Daniel Meunier
Senior Director Sourcing
dmeunier@foliot.com
450.512.3742

Veronique Binette
Logistics and Installation Director
vbinette@foliot.com
450.712.5237

Marjorie Pilon
Logistics Manager
mpilon@foliot.com
450.602.7954

Olivier St-Vincent
Logistics Technician
ostvincent@foliot.com

TIMELINE

Here is the timeline for the request for proposal:

RFP Launch	Question Period	Responses to Questions	Response Submission	Decision	Partnership Start Date
09-29-2026	10-05-2026 to 10-16-2026	As needed	11-06-2026	Week of 11-23-2026	12-01-2026

QUESTIONS

All questions or clarifications must be submitted via email to: vbinette@foliot.com , mpilon@foliot.com and ostvincent@foliot.com between the 10-05-2026 and the 10-16-2026. All questions will be answered in a time-appropriate manner and will be forwarded via email or a conference call if needed.

SUBMISSION

By submitting a proposal, the carrier agrees that:

- He has read and understands the request for proposal and submits the response in accordance with the RFP;
- He possesses the necessary capabilities, equipment, and personnel to provide an efficient and successful service;
- The Bidder has all required licenses and insurance.

SUBMISSION REQUIREMENTS

In order for a proposal to be considered complete, each carrier must provide the following:

- A company profile, including key information and an overview of its operations;
- A complete response to the questions outlined in *annex 2*
- A copy of the Certificate of Insurance, indicating the applicable coverage limits for cargo, liability, and automobile insurance;
- A proposed rate per mile by state, in accordance with the format and requirements outlined in *annex 3*.

EVALUATION OF PROPOSALS

In the initial phase of the evaluation, proposals will be reviewed for completeness and compliance with all requirements. Proposals that fail to comply with the essential requirements of the RFP may be rejected as non-responsive and eliminated from further consideration. Proposals must contain all information required by the language of the RFP.

We will evaluate each proposal with the following criteria:

- Ability to provide the service needed;
- Experience with similar clients;
- Carrier capabilities and quality;
- Understanding the scope of work;
- Overall pricing;
- Acceptance of the terms and conditions.

TYPE OF PRODUCTS

Foliot Furniture Inc. manufactures commercial case goods and upholstery goods such as Hospitality, Student Housing, Community Living and Military. Our furniture is ship-ready, assembled in boxes or shrink-wrapped. Most of the time we load the freight lose. Our clients are from Major hotel chains, state and private universities and colleges, and military bases.

OVERVIEW

We produce pieces and then ship them across Canada and on the East Coast and the MidEast of the United States. *See Annex 4.*

- Here are the destinations in the United States served from our plant in Saint-Jérôme. These data only concern FTL shipments made from December 1, 2025, to September 15, 2026.

States	Number of shipments	States	Number of shipments
AB	6	MS	1
AL	16	NB	11
BC	29	NC	59
CA	19	ND	7
CO	1	NH	1
CT	13	NJ	36
FL	68	NS	2
GA	57	NV	307
IA	3	NY	107
IL	13	OH	33
IN	29	ON	256
KS	1	PA	56
KY	32	PE	1
LA	2	QC	48
MA	14	RI	3
MB	2	SC	32
MD	8	TN	45
ME	7	TX	2
MI	33	VA	31
MN	1	WI	4
MO	7	WV	6
		WY	3

A trailer pool is preferred (the number of trailers is to be confirmed). It could be possible for you to use our yard as a terminal if needed. We have 6 loading docks available on-site. The carrier will need to provide straps and logistic load bars (3-4 per load). These trailers will remain at our disposal for advance loading by our team, and no loading services from the carriers will be required. This requirement is critical, as our production volumes are expected to increase significantly by late winter/early spring, making pre-loading capacity essential.

DELIVERY

We deliver our furniture to hotels, Residential Housing projects for Colleges and Universities, and Military bases. We do not have regular lanes. Delivery locations are always different. The furniture is unloaded manually by a team of movers on site.

- Average unloading time: 3 hours
- FTL is always delivered with a “time” and “day” appointment set by Foliot Furniture Inc.
- LTL is delivered on a precise day set by Foliot Furniture Inc., from 8:00 AM to 3:00 PM.

The following is a list of features that we wish to receive from a preferred carrier:

- Transparency and communication during delivery follow up;
- Last-minute changes, flexibility;
- Avoid live loads;
- Asset based carrier: no third-party logistics
- Web access / GPS localization of delivery trucks;
- Drivers’ availability during peak periods;
- 98% respected appointed time;
- Polite, courteous and professional drivers for all deliveries;
- Drivers are reachable at all times for our people on site;
- Possibility of last-minute team service.

REQUEST FOR PROPOSAL TERMS

- FTL Rates per State / Province, per mile;
- Fuel surcharge not included;
- Pool trailer: please provide proposal;
- Daily reporting and monitoring

TERMS AND CONDITIONS

Foliot Furniture Inc standard payment policy is net 30 days following receipt of invoice and sign-off by the responsible department. Final payment terms will be negotiated between the chosen carrier and Foliot Furniture Inc.

Before any services can be provided, the successful carrier will be required to provide proof of proper licensing and insurance. The successful carrier (and employees) may be required to sign an agreement of confidentiality with regard to information that is proprietary to Foliot Furniture Inc.

To be determined and approved with the chosen carrier.

Annex 1

Las Vegas, Nevada, États-Unis:

Saint-Jerome, Quebec, Canada:

Annex 2 – Questionnaire

This questionnaire must be completed in full by the carrier. The information provided will be used to evaluate the carrier's capacity, service coverage, and performance as part of this RFP.

1. General Information

1.1 Company Name:

1.2 Are you CTPAT certified?

☐ Yes

☐ No

1.3 Please provide your current regulatory information:

DOT Number:

MC Number :

CSA Score / Rating:

Safety Rating:

1.4 Please provide three (3) references from comparable manufacturing customers.

Customer / Company	Industry	Contact Person	Contact Information

1.5 Please provide your OTD/OTP (On-Time Delivery / On-Time Pickup) performance for the past twelve (12) months for activities comparable to those covered by this RFP.

OTD: _____ %

OTP: _____ %

If available, please provide a monthly breakdown or supporting documentation for the information provided.

2. Fleet and Capacity

2.1 Can you confirm that 100% of the shipments will be handled using your own fleet?

☐ Yes, 100% of the shipments will be handled using our own fleet.

☐ No.

If no, please indicate the estimated percentage of shipments that will be subcontracted:

Estimated subcontracted portion: _____ %

If applicable, please describe the circumstances under which subcontracting would be used:

2.2 What is the total number of tractors owned by your company?
Number of tractors: _____

2.3 What is the total number of drop trailers that can be positioned at a customer location?
Number of drop trailers: _____
Free positioning period: _____ hours / days

2.4 What is the total number of company-employed drivers available to perform the activities covered by this RFP?
Number of drivers: _____

3. Coverage and Service

3.1 Please indicate the states and territories served within the following regions:

Region / Origin	States / Territories Served
NL – West and MidWest	
QS - Canada	
QS - MidEast	
QS - East	

3.2 Please provide the standard transit times for the different corridors served.

Corridor	Standard Transit Time

Please add additional lines as required.

3.3 Do you offer real-time GPS tracking for your vehicles?

☐ Yes

☐ No

If yes, please describe the tracking service provided:

3.4 Do you provide a customer portal allowing real-time tracking of trucks and/or shipments?

☐ Yes

☐ No

If yes, please provide a brief description of the portal and its main features:

4. Pricing

4.1 Please complete annex 3 – Rate Sheet.

Rates submitted in annex 3 must be provided exclusively on a cost-per-mile basis and must exclude fuel. Fuel must not be included in the proposed rates.

4.2 Please provide details of any applicable accessorial charges.

Type of Charge	Amount / Calculation Method	Applicable Conditions

Please identify any additional charges that may be invoiced in addition to the rates provided in annex 3.

4.3 Rate Validity

Please indicate the period for which the proposed rates will remain valid.

Rate validity: _____

Start date: _____

End date: _____

Comments / Special Conditions:

Annex 3 – Rate sheet

Pricing Saint-Jérôme to Canada:

State	Flat Rate
Brampton, ON	
Brantford, ON	
Cambridge, ON	
Etobicoke, ON	
East York, ON	
GTA	
Guelph, ON	
Hamilton, ON	
Kingston, ON	
Lakefield, ON	
London, ON	
Markham, ON	
Mississauga, ON	
Niagara Falls, ON	
North York, ON	
Oakville, ON	
Ottawa, ON	
Pickering, ON	
Sarnia, ON	
Scarborough, ON	
Sudbury, ON	
Toronto, ON	
Vaughan, ON	
Waterloo, ON	
Windsor, ON	
York, ON	
Charlottetown, PE	
Dartmouth, NS	
Calgary, AB	
Edmonton, AB	
Kelowna, BC	
Vancouver, BC	
Victoria, BC	

Pricing Saint-Jérôme to USA:

State	Rate per mile	Minimum Rate	State	Rate per mile	Minimum Rate
AL			MT		
AR			NC		
AZ			ND		
CA			NE		
CO			NH		
CT			NJ		
DC			NM		
DE			NV		
FL			NY		
FL			NYC		
FL			OH		
GA			OK		
IA			OR		
ID			PA		
IL			RI		
IN			SC		
KS			SD		
KY			TN		
LA			TX		
MA			UT		
MD			VA		
ME			VT		
MI			WA		
MN			WI		
MO			WV		
MS			WY		

foliot furniture

ACCESSORIAL CHARGES

	Description	LTL	FTL
1	Extra Drop or pick up	$	$
2	Waiting Time at pick up or delivery	? $/Hour, after 2 hours	$ / hour, after 3 hours
3	Show site Delivery	$	$
4	LTL specific time appointment	$	N/A
5	Driver unload (assist) if available	$ / Hour	$ / Hour
6	Trailer Drop	$	$
7	Trailer Detention	$	$
8	Lay over night	$	$
9	Lay over 24 hours	$	$
10	Liftgate fee, tailgate	$	N/A
11	Weekend, Holiday Delivery or pickup	$	$
12	Team service	N/A	$ / mile; minimum $
13	Driver with American citizenship for a delivery to US army base (occasional)	$	$

WE ARE OPEN TO ANY SERVICE MODEL THAT CAN SERVE US.

Annex 4

AK
YT
NT
NU
NL
LB
BC
AB
SK
MB
CANADA
ON
QC
NB
ME
VT
NH
MA
RI
CT
NJ
DE
MD
WA
OR
ID
MT
ND
SD
WY
NV
UT
CO
NE
KS
CA
FOLIOT
AZ
NM
OK
TX
HI
MN
WI
MI
IA
IL
IN
OH
MO
KY
WV
VA
AR
TN
NC
SC
MS
AL
GA
LA
FL
NY
PA
UNITED STATES
Foliot Pacific Division (NL)
Foliot Furniture Division (QS)