



# TOTALGROUP

OF COMPANIES

INDUSTRIAL SOLUTIONS

FIRE | RESCUE | SAFETY | MEDICAL



## WELCOME!

Thank you for taking some time out of your day to have a look at our company. As I look back at where we've come from, I have to say that I'm extremely proud of the business that we've built thus far. We didn't start this business in boom times, or with large investment backing. In fact, we started this business in the heart of the worst recession our area had seen in fifty years, and we did it with every dollar of savings we had. We believed that this terrible economic situation actually presented a unique opportunity that might never come around again, and that we needed to act on it - so we took a chance.

It was our belief that customers weren't just large faceless corporations with an endless supply of money, but that there were actually people in those businesses that cared about how the job was done, how the reports were delivered, and that they actually noticed the service providers that would go above and beyond the call of duty.

The "opportunity" was the recession.

The downturn allowed the maintenance managers and HSE Advisors a chance to look at alternative vendors in a time where there was a huge cash crunch and massive budget cutbacks. A time where prices for services all of a sudden mattered more than "who we've always used". We brought a new company to the table that didn't have a lot of overhead, but rather, a group of skilled technicians with a burning desire to get in the door and get a shot at doing things better, and cheaper than our large competitors.

We worked hard, and continue to work hard - and the business model worked, and continues to work today. We are the same guys, doing our best to provide the best service we can for the best price we can. We thank you for the opportunity, and for considering us to provide services to your company. We look forward to exceeding your expectations.

Sincerely,



**Ben Baker, President**

The Total Group of Companies

Fire | Rescue | Safety | Medical

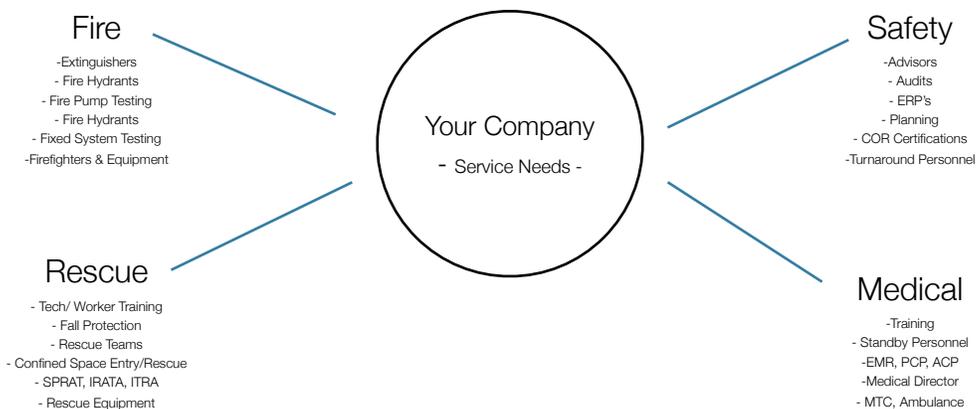
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## THE TOTAL GROUP OF COMPANIES

# CORPORATE OVERVIEW

### The Structure

The Total Group of Companies is comprised of 4 divisions: Fire, Rescue, Safety, & Medical. These divisions operate independent of one another, but can independently mesh together as a cohesive unit for any given situation, and the synergies within the groups are evident when we come together.



When you consider the cost of the multiple contractors, loss of communication, duplication of the expenses, and loss of continuity between the service providers - it makes sense to look for means of bringing the services together.

### The Divisions

Our divisions were small companies before we merged. Each division we brought together was a sustainable business, and our founding directors were some of the best in the business - true professionals. Fire, Rescue, Safety, & Medical - all of these can operate independently of one another, but when you bring the best of the best together under one umbrella, we can truly offer our customers the best of all the worlds in one location, which is why we joined forces. NFPA Technicians and Firefighters, Fire System Specialists & Engineers, SPRAT Level 3's, ITRA Level 3's, CRSP's & NCSO's, EMT's & Paramedics - our divisions have the best of the best.

Our divisions are COR certified, and we are members in good standing with ISNetwork, Complyworks & Avetta



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## The Locations

Being in the right spot at the right time has always been a factor. We currently have locations across the continent where we can mobilize manpower and equipment. Central Alberta, Canada is the hub for our North-Western American Operations. We successfully dispatch crews on projects from the west coast of British Columbia to the southern border of Colorado and beyond.

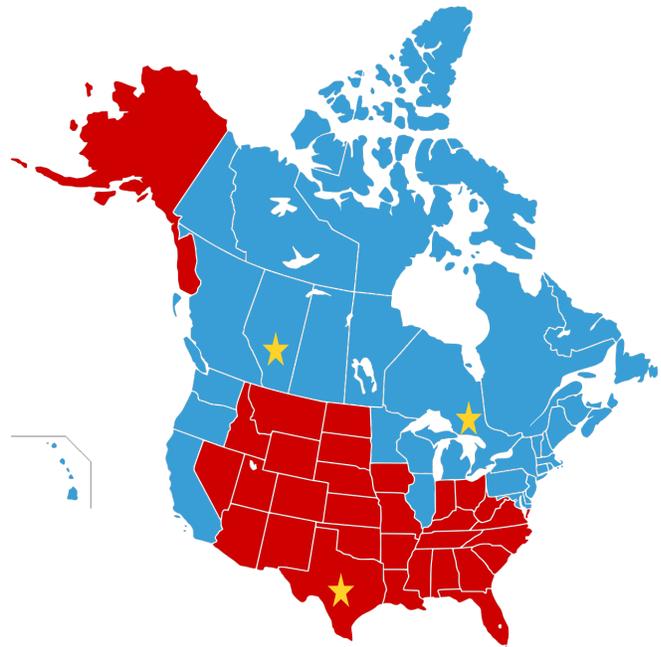
Our central Ontario location is key in moving personnel across Canada's most populated province, and to the east coast, and also provides a valuable resource to our US branch that is located in Houston, Texas which assists with providing technical expertise and logistical support for projects that happen on the south-eastern side of the border.

No matter where you are located in North America, we have the resources, manpower, and technical expertise to ensure your project gets completed on budget, and on-time.

**Calgary, AB - Canada**

**Toronto, ON - Canada**

**Houston, TX - USA**



## The Advantage

Synergies that exist within our structure create a unique opportunity for customers to “double down” on services that they use everyday. Confined Space Rescue, Standby Firefighters, EMR's - coupled with Fire Systems Service Technicians, Rope Access Technicians, Safety Program Auditors, Safety Advisors & Paramedics - we bring everyone together under one umbrella and work together to get the job done in the best way possible.

# FIRE



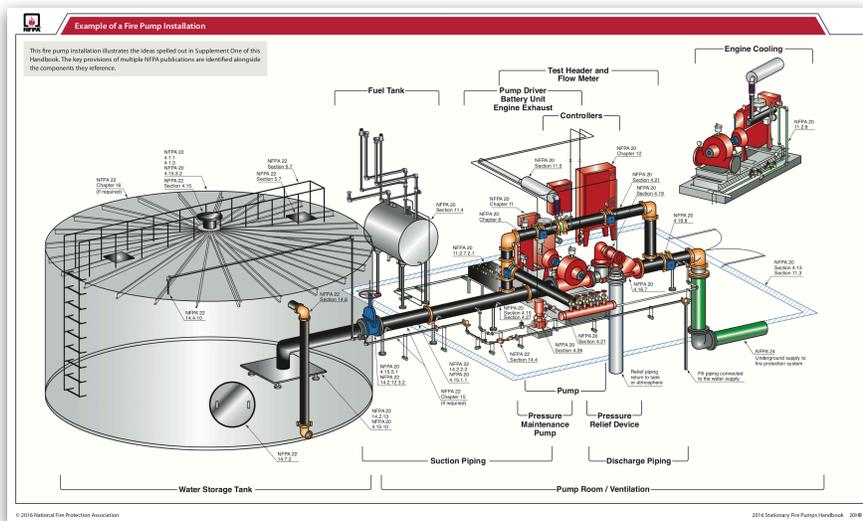
## Fire Protection Division

Fixed & Semi-Fixed Fire Protection, Portable Systems, Foam Injection, Fire Extinguishers, Sprinklers, etc - the list goes on and on. Fire Protection and the technical testing and maintenance of the systems as per the NFPA Code is essential for companies across North America. Total Fire Solutions provides a wide range of testing and maintenance solutions that conforms to the relevant NFPA codes, and provides you with the technical documentation that you need, and the friendly service technicians that can help you understand the issues and the solutions to the problems that you may be facing. Our custom reports break down the issues, and outline the solutions to bring you back into compliance of the code and your local authorities.

Trust us to get the job done right the first time.

### Some of the Services we offer:

- Annual Fire Pump Testing (NFPA 25)
- Annual Fire Hydrant Testing (NFPA 291)
- Annual Fixed System Testing (NFPA 25)
- Fire Extinguisher Training
- Tank Fire Strategy & Tactics Training
- Custom Designed Courses, and more...
- Annual Fire Hose Testing (NFPA 1962)
- Annual Fire Extinguisher Services (NFPA 10)
- Annual Foam System Testing
- Industrial Fire Brigade Training
- NGL Ignition Training



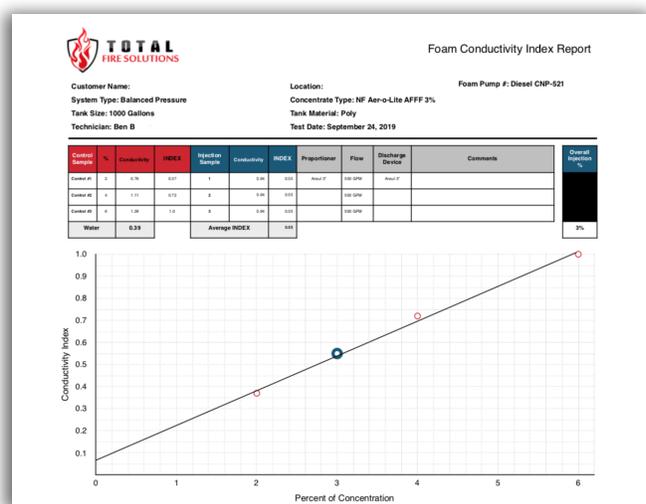
- THE TOTAL GROUP OF COMPANIES -



## Fire Fighting Foam

Total Fire Solutions provides a full spectrum of services for portable, semi-fixed, and fixed foam suppression systems. We are wholesale distributors for large foam manufacturers including Chemguard, Ansul, Williams, and Angus, and can perform on-site proportion testing for your bladder tanks, balance pressure, and foam injection systems.

With all of the environmental concerns around the foam industry right now, allow us to help you make educated decisions about the transfer of your old C-8 formulations to the new C-6 style foams. It's important that this process be handled properly, and that the systems are cleaned and tested as per manufacturer specifications. We follow strict procedures to ensure the transition is smooth, and that your system still meets the applicable design criteria. We can also help you properly dispose of your old foam supply.



A page out of our Foam Pump Testing app showing proportion testing results using conductivity index



# RESCUE



## Technical Rescue Division

Technical Rescue efficiency is a lifelong pursuit, and is something that goes beyond a “division” within our company - this is our life. The dedication and the pursuit for absolute perfection of this craft is one of the founding principles of this company. We are beyond proud of the fact that we are one of the Founding Members of the International Technical Rescue Association (ITRA) in Canada, and currently have the only Level 3 ITRA Assessor in the country as a Director within our company, and we are also a Premier Member and Approved Training Provider for SPRAT. Our newly constructed, custom designed, engineered, and “state-of-the-art” technical rescue and confined space training facility in Fergus, Ontario is just one of the many ways that we continue to invest in this ever evolving industry. It is our goal - and our mandate - to be a key player in the technical rescue world, and you don’t have to go far, or ask too many questions to realize that our company is at the forefront of the technical rescue community. The best of the best are training with us on a monthly basis - and so should you. Ask us today about assessments, and custom courses to ensure your rescue teams are competent and ready.



Photos of our rope access and confined space training facility in Fergus, Ontario



**GPO** Approved

**Working at Heights Program - Ontario**



**TOTALGROUP**  
SAFETY

# SAFETY

## Safety Division

Safety is not just a word that we throw around lightly. We take great pride in our internal safety processes and programs, and provide our customers with professionals with designation for a variety of projects - from ERP development, to COR certifications. Safety Professionals - CRSP & NCSO, Certified Auditors, Professional Trainers, Safety Code Specialists are some of the people that we have available to assist with your projects.



We are proud of our safety record and are members in good standing with the following safety organizations:



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# TURNAROUND SERVICES

## Quality Personnel

When we started this company our goal was to do things differently. Better. That is still our mandate and something that we are proud of. We understand that increasing manpower can dilute the quality, but we have an extensive pre-qualification process coupled with our mandatory in-house training program - so we ensure that you're getting the best of the best. We have an excellent team of Safety Leads and TAR Advisors that have decades of experience and lead our teams by example. We keep our teams small, and if we feel like we can't deliver quality people, we decline the work. It's that simple.



Safetywatch    TAR Advisors    Safety Service Leads    Medics

Firefighters    Rescue Teams    Equipment Technicians    Administration

## Specialized Equipment

The equipment we provide is no different - we have made significant investments in our assets, and do our best to keep them in excellent condition. We are a full service company and can offer the following equipment, and more!

Breathing Air Trailers	Personal Gas Detection	Mobile Air Monitors	Transportation Services
Rescue Equipment	Firefighting Equipment	Fire Trucks & Pumps	Ventilation Equipment
Office Trailers	SCBA / SABA	Training Simulators	Bump Services
Fit Testing Machines	Drug Testing Services	Cargo Trailers	Medical Screening (COVID)
Thermal Imaging	Equipment Tracking Software	IS Tablets	CSE Kits



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# MEDICAL



## Industrial Medical Division

Accidents happen - it's just a way of life. We are prepared to react to these incidents by providing standby medical personnel for various jobs across the industrial sector. Upstream oil and gas leases typically need EMR's and Mobile Treatment Centres. Midstream oil and gas companies need EMT's, Paramedics, and Nurses for large jobs with access to Patient Transfer Units and Ambulances. From Oil and Gas, to Construction & Pipeline Projects, to remote Wilderness First Aid Specialists, we've got you covered. We also have all the insurances in place as well as a Medical Director for our programs. Give us a call and ensure you're ready if an accident happens on your site.



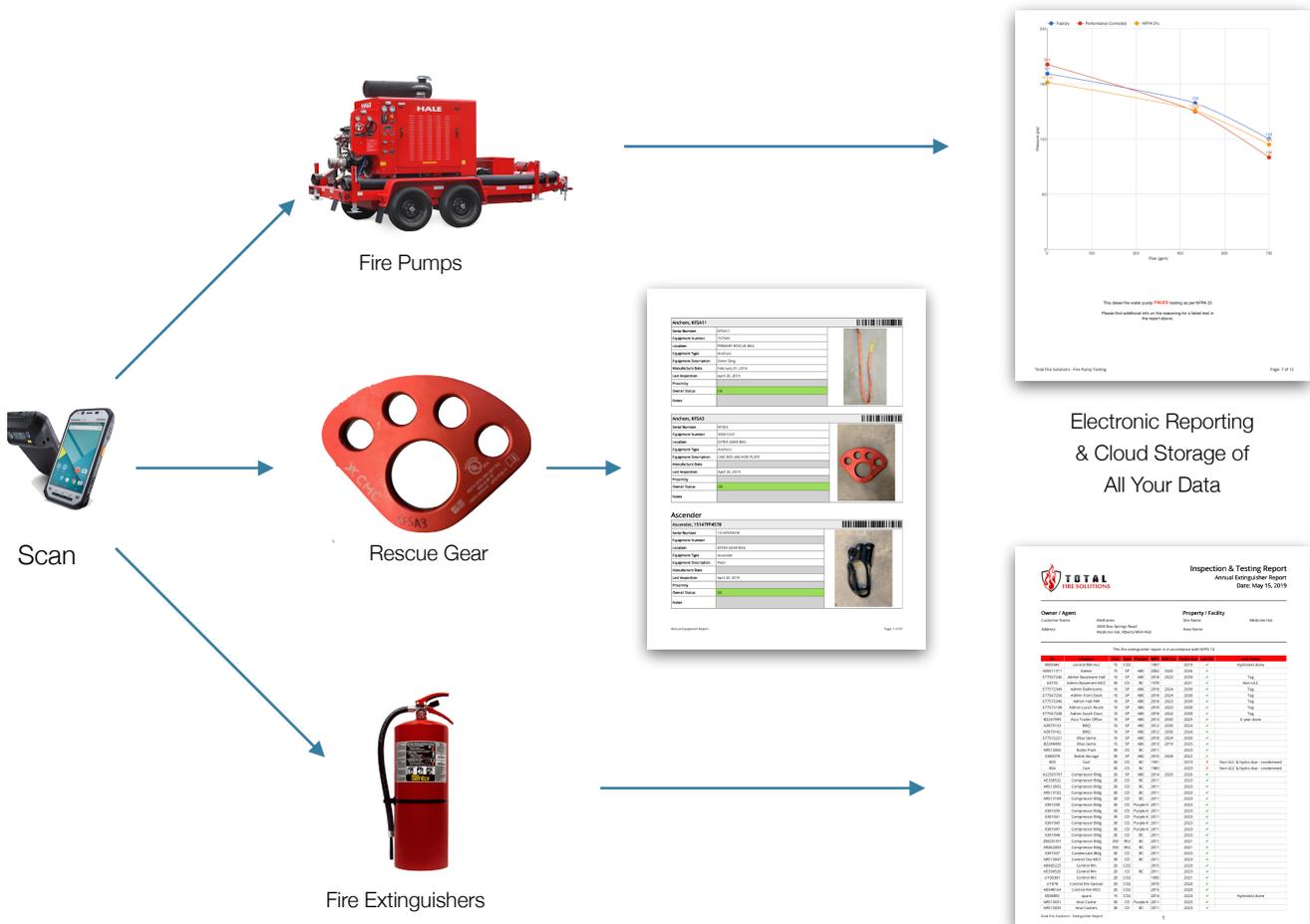
We have a Medical Director and can provide EMR's, PCP's, ACP's, Nurses and Doctors across Western Canada



# REPORTS

## In-House Software Program

Keeping track of Emergency Response Equipment can be a daunting task. From weekly fire pump testing to annual fire extinguisher certifications and deficiency reports. Technical Rescue equipment checks and Rope Logs, to Fire Truck Inventory and SCBA inspections - it's a lot of responsibility and can be a paperwork nightmare. The problem for us as a service company was that we were trying to solve this problem with software, but ended up using 5 or 6 different programs to manage all of the different aspects of our business - different software for fire extinguishers, rescue equipment, truck checks, fire pump testing, signing out equipment, breathing air equipment, emergency lighting checks, etc, etc. It was still a mess trying to manage all the programs! We set out to solve this problem by developing our own program, and have developed a "suite" of programs to electronically track all the different aspects of a Fire Hall or Emergency Response Department - or a Turnaround. This software has been a game changer for us, and we now offer the use of the program to our customers. Ask us for more information today.



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## Some of the Popular Apps in our Software Portfolio\*



### Equipment Inspections & Use Log

Keep track of your rescue gear inspections using this app. Usage logs are also included.

Last activity about 2 hours ago



### Fire Pump Tests

For the annual pump testing of fire pumps as per NFPA 25. Automatically generates pump curve and NFPA degradation allowance. Can also be used for weekly and monthly runs.

Last activity 2 months ago



### Fire Extinguisher Inspection and Testing

This app tracks all maintenance performed on your fire extinguishers, including monthly checks. Extinguishers are also geo-tagged for easily locating their last known location.

Last activity about 2 hours ago



### Air Cylinder Tracking

The app stores data regarding the cylinder hydro-test dates, last refills, and next testing required. It also Geo-Tags the cylinders so that users can easily track them to their last known location.

Last activity 19 days ago



### Truck Inventory

Perform weekly checks on all compartments within your Rescue or Fire Truck.

Last activity about 4 hours ago



### Personnel Database

Track your workforce along with personal information, emergency contacts, and training certifications. Database is designed to be used with Equipment Tracking & CSE Entry Logs

Last activity about 22 hours ago



### Foam Pump Test

For the testing of firefighting foam systems. Conductivity foam testing data can be entered and system will generate graph to calculate the rate of percentage from the proportion test.

Last activity about 2 months ago



### SCBA Inspections

This app provides the ability to perform weekly checks on the SCBA. It also provides Geo-Tagging to easily locate that last location the pack was inspected.

Last activity about 23 hours ago

\*We have many more apps available and can also custom build one for your application

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# EMERGENCY RESPONSE

## Large Fire & Spill Response - Equipment and Manpower

As an industry leader in Fire Protection Certification and Maintenance, we can also provide our clients support services and response capabilities for large scale fire and spill emergencies. Some of the services we provide are:

### 5000 GPM Mobile Fire Pump

At the heart of any large fire & spill response is a fire pump, and there isn't a larger fire pump in the world than the 5000 GPM trailer mounted unit we provide to our clients.

This pump is rated for 5000gpm @ 150psi, and can flow up to 7500gpm @ 85psi. This pump is equipped with 6, 5" Storz discharge ports as well as 1, 10" for tying into large systems or other high-flow delivery devices.



### Digital Foam Injection Pump

Large tank or berm fires require the delivery of firefighting foam solution at precise rates and high flow. To accompany our Fire Pump, we have a diesel powered foam injection pump.

This pump can precisely inject foam concentrate at a 3% rate, up to a maximum flow of 5000 GPM of foam solution, with a maximum discharge pressure of 200psi.



### Foam Concentrate - Fire Hoses - Ground Monitors - NFPA Certified Firefighters

To supplement our Fire and Foam Pumps, Total Fire Solutions maintains a stockpile of foam concentrate, as well as the high-volume hose and appliances to deliver the solution.

- 3000 Gallons of AR-FFFP Foam Concentrate
- 4000 feet of 5" High Volume Fire Hoses
- 1250 GPM Master Stream Monitors
- NFPA 1001 & 1081 Certified Firefighters

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# RENTALS

## Fire | Rescue | Medical | Safety

The Total Group of Companies have a large selection of specialized rental equipment available.



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## SUMMARY

### Why Trust The Total Group of Companies?

Emergency Standby Services & Life Safety Equipment is a serious business and we treat it as such. We are a dedicated group of professionals, and it's likely that if you hire us to do a job you'll get a founding member of the company on your site to oversee the job. We live our craft, and love new challenges - and our customers! It's our goal to deliver a finished product that is superior to any service you have received before, while ensuring that your systems and equipment are up to code and current safety standards. We appreciate the opportunity, and the time you've taken to review our company profile. References are always available upon request.

### The Total Group of Companies - Fire | Rescue | Medical | Safety

#### Western Region

Total Fire Solutions - Office  
110-25 Belich Crescent  
Red Deer, Alberta  
T4S 2K5  
  
403-505-5560

#### Eastern Region

Total Rescue - Office  
6006 HWY #6  
Elora, Ontario  
N0B 1S0  
  
519-400-8530

#### Southern Region

USA Division - Office  
405 Main Street, Suite 700  
Houston, Texas  
77002  
  
587-889-5969

### Corporate Phone : 1-888-RESCUE+ (1-888-737-2830)

General Email: [info@totalfiresolutions.ca](mailto:info@totalfiresolutions.ca) or [info@totalrescue.ca](mailto:info@totalrescue.ca)

We look forward to speaking with you soon!