



## Rowing Equipment – Request for Quotes

### *Introduction*

Row Ontario is a not-for-profit organization recognized by the Government of Ontario through the Ministry of Sport as the provincial governing body for the sport of rowing in Ontario. Our current strategic plan emphasizes initiatives that aim to:

- Enhance the quality of rowing,
- Provide a positive and inclusive experience for all participants, and
- Increase participation across the province.

To support these goals, Row Ontario seeks strong partnerships with equipment vendors. We invite proposals from vendors to supply rowing equipment for our performance programming and community engagement initiatives, with a particular focus on emerging disciplines such as indoor rowing and coastal rowing.

We are looking to partner with vendors(s) who:

- Share our core values and commitment to excellence,
- Demonstrate a genuine passion for our strategic initiatives, and
- Value the positive impact rowing has on individuals and communities.

---

### *Row Ontario Programming Overview*

#### **1. Ontario NextGen Performance Centre (ONGPC)**

Since its opening in September 2020, the ONGPC has served as the daily training environment for high-performance athletes that have been able to centralize in the Niagara region. It has also served as the home base for de-centralized athletes, by hosting camps, training sessions, and assessments for athletes.

On water training primarily takes place in singles, with occasional use of doubles/pairs and less frequently larger crew boats. The ONGPC also supports Rowing Canada Aviron's under-23 NextGen development programming, with equipment needs varying annually based on athlete identification. Dry land training primarily takes place at the world class Canada Games Centre located on the campus of Brock University. For more information on facilities and programming, please visit [Ontario NextGen Performance Centre - Row Ontario](#)

#### **2. Coastal Rowing**

Row Ontario is developing the RowOn Beach Sprints Tour, aiming to host 3–4 Beach Sprint Cups culminating in a RowOn Beach Sprint Championship. Since 2022, Row Ontario has hosted one

Beach Sprints regatta annually. In 2025, two events are planned: one in Kingston (June) and one in St. Catharines (August).

Row Ontario is also launching a community engagement strategy to introduce non-rowing communities to Beach Sprints. The goal is to reach 10–20 new communities per season, with the long-term vision of establishing coastal rowing clubs in at least 25% of these locations within 2–3 years.

### **3. Indoor Rowing**

Row Ontario is committed to developing an indoor rowing league that includes existing rowing clubs but focusing heavily on new external partners not currently affiliated with Row Ontario.

---

## ***Equipment Needs***

### **Ontario NextGen Performance Centre**

- Up to twelve [12] performance quality 1x
- Up to four [4] performance quality 2-/2x
- Short term lease/loan of up to four [4] 4-/4x
- Infrequent short term lease/loan of up to two [2] 8x

### **Coastal Rowing**

- Up to six [6] coastal solos
- Up to six [6] coastal doubles
- Up to four [4] coastal quads
- Up to 12 sets of sculls

### **Indoor Rowing**

- Up to twenty [20] ergs

---

## ***Bids***

Row Ontario recognizes that each company's capacity for sponsorships and in-kind product contributions may vary. This RFQ provides an opportunity for vendors to submit their most competitive offer for products that align with our equipment needs and your product offerings.

Row Ontario offers variety of valuable opportunities through its events, media platforms, and other opportunities to deliver a mutually beneficial return on investment. Specific details regarding these opportunities can be provided upon request and discussed during the negotiation phase.

While exclusivity may not be feasible as multiple vendors may be necessary to meet Row Ontario's equipment needs, we are open to discussing exclusive arrangements where appropriate.

---

## **Vendor Return on Investment (ROI) Opportunities:**

Row Ontario is committed to recognizing vendor contributions through a variety of ROI opportunities, including:

1. Presenting sponsor naming rights of RowOn proprietary events.
2. On-site branding at Row Ontario events and competitions.
3. Access to engaged audience of athletes, coaches, and supporters as a vendor at RowOn proprietary events.
4. Opportunities for product sampling or demonstrations at events.
5. Recognition in press releases, newsletters, and social media campaigns.
6. Features on Row Ontario's website, social media channels, and event digital platforms.
7. Opportunities for co-branded content.
8. Opportunities to collaborate on future initiatives or campaigns.
9. Recognition as a valued partner in Row Ontario's community.

Row Ontario is committed to ensuring that all partners receive meaningful recognition and value in return for their support. Each approved vendor's package will be customizable and will be tailored to align with the level of contribution (financial or in-kind). Vendors are encouraged to propose creative ways to maximize mutual benefit within their quote.

---

## **Quote Requirements**

Interested vendors are invited to submit a detailed quote in response to this Request for Quote (RFQ). All submissions must include the following:

- 1. Company Information**
  - Legal name and address
  - Primary contact name, phone number, and email address
  - Brief company profile(including current presence in Ontario) and relevant experience
- 2. Product/Service Description**
  - Detailed specifications of the products being offered
  - Warranty or support terms, if applicable
- 3. Delivery and Lead Time**
  - Estimated delivery schedule
  - Any conditions that may affect delivery timelines
- 4. Pricing**

Vendors are requested to provide a detailed and itemized pricing breakdown for all products included in their quote. Pricing should include:

- Unit prices and total costs

- Applicable taxes, shipping and handling fees to Niagara
- Volume discounts, promotional pricing, preferred payment terms
- Offers of in-kind product contributions

All pricing must be quoted in Canadian dollars (CAD) and remain valid for a minimum of 90 days from the submission deadline. Vendors are encouraged to propose creative pricing structures or value-added offerings that align with Row Ontario's objectives and provide mutual benefit.

## 5. Term

Vendors are requested to provide detailed information on the proposed term of any submitted RFQ (if applicable).

---

### ***Submission deadline:***

Quotes will be accepted on an ongoing basis as needs arise. However, submissions received by July 31, 2025, will be prioritized, particularly for ROI package development.

All quotes must be submitted electronically in PDF format to:

Andrew Backer

Chief Executive Officer, Row Ontario

[andrew@rowontario.ca](mailto:andrew@rowontario.ca).

Row Ontario reserves the right to accept or reject any or all quotes, to waive informalities, and to award the contract in the best interest of the organization.

---