



DELIVERING WATER WHERE IT'S NEEDED MOST

PARTNER WITH **KOJEX**

Become a Canadian dealer or integration partner for Shibaura portable pumps and water movement equipment.

KOJEX INTERNATIONAL INC. | Official Canadian Distributor for Shibaura | portable-fire-pumps.com

WHY SHIBAURA, WHY NOW

A Growing Category, A Proven Engine

Shibaura has engineered portable pumps for over 70 years — for fire, rescue, and disaster response. It is not a sideline product; it is the company's core focus, trusted in demanding operations worldwide.

The 2026 Opportunity

The market for portable water movement is expanding. The launch of the FF500AR-A automatic relay pump, rising demand driven by wildfire and flood response, and the upcoming addition of Shibaura water purification systems are opening new applications well beyond traditional firefighting.

Kojex: Your Canadian Foundation

As the Official Canadian Distributor for Shibaura, Kojex provides local parts, warranty claim support, and technical assistance — backed here in Canada, not routed overseas. Our growing dealer network already includes **L'Arsenal** and **Flash Wildfire Services**.

This is the moment to get in.

The product line is broadening, the brand is building recognition across North America, and territory is open. Early partners help shape the market — and grow with it.

THE LINEUP

Equipment Built to Move Water

A focused range of Japanese-engineered portable pumps, matched to the job — from maximum flow to automated long-distance relay.

P572S-A	Maximum Flow. The highest discharge performance in the Shibaura lineup — proven reliability departments have trusted for years.
FF500AR-A	Automatic Relay · Newest model to the lineup. Relays water pump-to-pump automatically — moving water farther with fewer people. Electronic fuel injection.
FK500-A	Water-Cooled with Radiator. Built for durability and long runtimes in dirty-water conditions without overheating.
FT510-A	Air-Cooled · Salt-Water Capable. Built to run on salt water as well as fresh — simple, powerful, and ideal for coastal and marine operations.
Purification	Coming Soon. Shibaura portable water purification systems — expanding the line from moving water to making it usable in emergencies.

Full specifications and comparison sheets are provided to dealers, along with product photography and supporting marketing materials.

THE OPPORTUNITY

A Different Kind of Partnership

For Dealers

New dealers start with **non-exclusive territory rights** — no exclusivity required to begin, and no minimum order to sign on. Dealers who demonstrate strong, consistent annual volume may **earn exclusive territory rights**, rewarding performance and commitment over time. Competitive dealer pricing with volume-based incentives available.

For OEM & Integration Partners

Building trucks, trailers, or skid units? Let's talk integration.

- ✓ Bulk / volume pricing for OEM programs
- ✓ Technical specs and integration support
- ✓ Direct engineering contact
- ✓ Flexible terms based on your build

Dealer Support**AVAILABLE NOW**

- ✓ Direct technical support (parts, troubleshooting)
- ✓ Warranty claim support — Kojex backs you on parts and processing
- ✓ Marketing materials, including product catalogues
- ✓ Joint sales support

COMING SOON

- Formal dealer training program
- Demo unit program for qualifying dealers

THERIGHTFIT

What We're Looking For

We're building a network of partners who represent the line actively — not just another product on the shelf.

Ideal Dealer Profile

- ✓ Established relationships with fire departments, municipalities, or industrial / forestry customers
- ✓ Technical capability to support first-line warranty and service
- ✓ A sales team willing to learn the product line and represent it actively
- ✓ Alignment with the “water movement” positioning — seeing the bigger opportunity beyond a single pump

OEM & Integration Partners

- ✓ Truck and apparatus builders
- ✓ Custom trailer manufacturers
- ✓ SPU / skid unit builders
- ✓ Anyone integrating a reliable, Canadian-supported pump into their own build

If this sounds like your business, we'd like to hear from you — whether you're ready to sign on or just exploring the opportunity.

NEXT STEPS

Let's Talk Partnership

Interested in becoming a Kojex dealer or integration partner? Let's start the conversation. We're happy to walk you through the program, the products, and how we can support your business.

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