



TOWN OF MINTO

DATE: December 29, 2015
REPORT TO: Mayor and Council
FROM: Chris Harrow
SUBJECT: Tanker RFP Award

STRATEGIC PLAN:

6.3 Support the Fire Department's mission to service the community with high standards of emergency response and fire prevention programs to ensure a safe environment for residents and to protect local business and property.

BACKGROUND:

The Tanker trucks in the Fire Department are getting older. The truck being replaced is a 1998 GMC Tanker truck that is starting to show its age. Our Truck Replacement Plan called for the purchase of a new Tanker in 2016. This will enable us to keep current with our plan and ensure our truck fleet remains operational.



In the 2016 Capital Budget, a new Tanker truck is listed for Minto Fire. The RFP for proposals was sent out at the beginning of December as well as posted on our website. The closing date was December 22nd. Six proposals were received, all in the acceptable time frame and format.

The Clerks Assistant, Treasurer and Fire Chief opened the proposals on December 22nd and recorded the initial information. The Fire Chief and Deputy Chiefs reviewed all of the proposals in detail over the next 2 weeks and came up with a recommendation.

COMMENTS:

The RFP process for this Tanker truck received 6 proposals. This many proposals are unusual for any purchases we have done in the past. I believe that the reasons for us receiving the number of proposals are due to the competitive nature for truck manufacturers

in the market right now. I also believe that Minto Fire is a respected organization that companies are not afraid of dealing with.

The benefit to the number of proposals was the ability to compare the manufactures to more than one comparator. We were able to make some good comparisons and come up with a truck plan that will suit our needs. The similarity of all of the proposals was surprising as was the differences in price. The prices ranged from a low of \$225,000 to a high of \$318,500. But as mentioned, this allowed us to come up with a good comparison that will work best for the Town.

Through our deliberations, the Senior Managers are recommending that we award the truck to Dependable Emergency Vehicles from Brampton, Ontario. Dependable's proposal best meets our needs and ideas for a truck. Their proposal was well written and detailed. We were able to have our questions answered quickly and efficiently which gives us reassurance that they will be excellent to work with. We anticipate some work with Dependable to finalize the proposal. Our Equipment Committee will become involved to go through the proposal in even more detail to ensure all areas will meet our needs.

FINANCIAL CONSIDERATIONS:

The 2016 Capital budget has allocated funds for the truck if approved. The funds will be transferred from Minto Fire's reserves to cover the cost of the project.

RECOMMENDATION:

That Council of the Town of Minto award the manufacturing of a new Tanker truck for Minto Fire to Dependable Emergency Vehicles at a cost of \$235,000 +HST with the total cost to not exceed \$240,000 +HST.

Chris Harrow
Fire Chief