



TOWN OF MINTO

DATE: May 25, 2018
REPORT TO: Mayor and Council
FROM: Chris Harrow
SUBJECT: Pumper Truck RFP

STRATEGIC PLAN:

6.4 Maintain and enhance the local volunteer fire fighter model in Minto, and take a leadership role in setting standards for municipalities this size by ensuring training, equipment and vehicles available to volunteers compares with a full time fire service.

BACKGROUND:

During budget deliberations Council was advised of the need to replace the 1999 Pumper Truck in Palmerston under Minto Fire's vehicle replacement plan. In late April, a Request for Proposals went to various fire truck manufacturers across North America and was posted on the Town website. Manufacturers were also contacted at the Ontario Association of Fire Chiefs annual trade show at the beginning of May.

The truck was being replaced as part of the twenty five year truck plan implemented approximately 10 years ago and revised throughout the years as prices have fluctuated and the fleet needs have changed. The specifications called for a Pumper Rescue Vehicle with 8 seats built similar to the Clifford truck purchased in 2011. The 2011 truck was awarded to MetalFab located in New Brunswick for \$306,000. The total placed in this year's budget for this RFP was \$450,000. This time MetalFab had the highest bid.



COMMENTS:

Early on in the process, other Fire Departments were finding truck prices were increasing drastically. Even so the RFP resulted in five proposals from 4 different companies which was less than expected. Proposals ranged from a low of \$475,800 to a high of \$599,869.01 which gave a good idea on pricing.

Comparing the proposals took some time because of the vast difference in how they were presented and the amount of information contained, even when certain specific features were requested in the outline of the RFP. The lowest bidder, Safetek Emergency Vehicles proposed a demonstration unit on their lot which does not provide many of the features requested in the proposal. They would provide the truck this year when the budget anticipated a 2019 delivery.

The next lowest bid was also a demo unit proposed by Commercial Emergency Equipment. It did not meet requirements in the proposal. Commercial Emergency also proposed a new truck, but the cab of the vehicle was much higher, less desirable and of a different make and type than the Clifford vehicle. Minto Fire would rather not have a totally different cab design when the price is only \$200 less than the recommended vehicle.

The proposal recommended is from Fort Garry Fire Trucks based in Winnipeg for \$487,001 which is the most compliant proposal with many options that ensure best value for the Town. Options priced separately in the proposal include compartment shelving, aluminum lids for the hose bed, SCBA storage rack air conditioning and many others. The total cost with the recommended options similar to the Clifford vehicle is \$530,000.

The final highest bid from MetalFab is the most direct comparable to the Fort Garrie Trucks but is \$69,000 higher.

FINANCIAL CONSIDERATIONS:

To buy the Fort Garry Model the reserve account would be substantially reduced and \$50,000 would have to be borrowed from another reserve account. Minto Fire would pay back the \$50,000 borrowed in the 2020 budget with the annual reserve contribution contained in the budget.

Minto Fire is exploring different options for recovering the extra money needed to be put back into our reserve account. Given the cost of Pumper Trucks moving from a twenty to twenty five year replacement period would help replenish the reserve. Extending the life of the pumper trucks is possible with the care and maintenance the firefighters show to Minto Fire vehicles. In the 2019 budget Minto Fire will review reserve contributions and come back with some recommendations on continuing to fund the plan moving forward to adjust for rising costs of apparatus.

RECOMMENDATION:

THAT the Council receives the Fire Chief's report regarding and Pumper Truck RFP approves the proposal from Fort Garry Fire Trucks of Winnipeg for a new Pumper Truck for a cost not to exceed \$530,000.

Chris Harrow
Fire Chief