



The Corporation of the Town of Tecumseh

Community Safety

To: Mayor and Members of Council

From: Wade Bondy, Director Community Safety & Fire Chief

Date to Council: March 28, 2023

Report Number: CS-2023-02

Subject: Fire & Rescue Services Aerial Platform – Tender Award

Recommendations

It is recommended:

That the proposal submitted by Fort Garry Fire Trucks Ltd. for the supply of an aerial platform fire apparatus, in the amount of \$2,470,597.30 (exclusive of HST) **be accepted**;

And that the Mayor and Clerk **be authorized** to enter into a contract with Fort Garry Fire Trucks Ltd. for the supply of an aerial platform fire apparatus;

And further that funding for purchase of the apparatus be increased from \$1,900,000 to \$2,514,080 (\$2,470,597.30 + net HST), to be funded from the Fire Apparatus Lifecycle Reserve.

Background

The existing aerial platform used by Community Safety, known as Truck 1, is a 2002 Sutphen 70-foot aerial platform.

At the March 8, 2022 Regular Meeting of Council, Council authorized Administration to obtain quotations for the 2022 Supply of Various Vehicles within Report [PWES-2022-07](#), which included an Aerial Platform Truck for the Community Safety Department (Motion: RCM-83/22). Council had approved an allocation of \$1,900,000 for that vehicle.

Comments

With development proceeding throughout the Town, and with the addition of numerous mid-rise residential buildings, the request for proposals specified a 95-foot or 100-foot aerial platform to replace the existing 70-foot platform, in order to provide improved response capabilities for mid-rise and large industrial buildings.

A Request for Proposals was issued December 15, 2022, for an aerial platform fire apparatus to replace the existing Truck 1. Proposals were received and opened on February 9, 2023, from the two suppliers shown below.

A Request for Proposals was selected for the procurement method of this vehicle over a Request for Tenders as numerous options exist through the various manufacturers that are not simply a one-for-one straight comparison. These options need to be evaluated to select the most suitable vehicle to service the needs of the Department.

Proposals were evaluated based on the following criteria.

Evaluation Criteria	Weighting (out of 100)
Experience, Reputation & Resources	25
Technical Specifications & Quality	25
Progress Reporting & Factory Inspection	10
Warranty, Replacement Parts & Service	5
Delivery & Training	15
Price	20

The evaluations were completed by 3 senior members of Community Safety with oversight by the Director Financial Services. The Fort Garry Fire Trucks Ltd proposal received the highest evaluation score.

PROPONENT	EVALUATION SCORE (out of 100)
Fort Garry Fire Trucks Ltd	80
City View Specialty Vehicles	71

It should be noted that both proposals received were for a 100-foot aerial platform.

While offering a lower proposed cost, the proposal from City View Specialty Vehicles included multiple items in the proposed specifications that did not meet what was

requested in the Request for Proposal documents. Some of these items represented significant deviations from what was requested and are reflected in the lower ranking of that proposal.

Consultations

Public Works & Engineering Services

Financial Implications

Purchase of the Aerial Platform Apparatus will be funded from the Town's Fire Apparatus Lifecycle Reserve.

The 2023 Approved Budget includes an allocation of \$1,900,000 for the purchase of an Aerial Platform Apparatus, resulting in an allocation deficit of \$614,080, excluding proceeds from sale of the existing Aerial Platform and outfitting considerations.

Administration recommends that the allocation deficit be funded from the Fire Apparatus Lifecycle Reserve.

Council report PWES-2022-07, 2022 Supply of Various Vehicles, included an inflationary increase to the estimated replacement cost of the Aerial Platform to \$1,900,000 and recommended an increase to the Fire Apparatus Lifecycle Reserve of \$35,000 for the 2023 Budget while cautioning that further increases would likely be necessary due to inflationary factors impacting future fleet replacements.

Through the 2023 Budget process, the target annual allocation for the Fire Apparatus Lifecycle Reserve was increased by \$35,000, from \$294,000 to \$329,000 referencing PWES-2022-07 and the actual annual allocation for 2023 was increased by \$25,000, from \$214,000 to \$239,000.

Anticipated delivery of 2026 along with gradual increases to the annual Reserve allocation to reach the annual target of \$329,000 will likely not be sufficient to sustain the Reserve over the upcoming 10-year and 20-year planning periods and it is expected that the Reserve will fall into a deficit position for a period of time within the 10-year timeframe. It would not be uncommon for a Lifecycle Reserve of this nature, that has infrequent, but large dollar value purchases, to fall into a temporary deficit position from time to time. Three major apparatus replacements are forecast between 2026-2029. As the first of those replacements nears, Administration will be in a better position to determine if/what further increases to the annual allocation will be required. Other strategies to address the funding pressures will also be considered, such as extending service life of fleet apparatus, however current fleet apparatus service life has been running about 20 years for the majority of the fleet.

Link to Strategic Priorities

Applicable	2019-22 Strategic Priorities
<input type="checkbox"/>	Make the Town of Tecumseh an even better place to live, work and invest through a shared vision for our residents and newcomers.
<input checked="" type="checkbox"/>	Ensure that Tecumseh’s current and future growth is built upon the principles of sustainability and strategic decision-making.
<input type="checkbox"/>	Integrate the principles of health and wellness into all of Tecumseh’s plans and priorities.
<input checked="" type="checkbox"/>	Steward the Town’s “continuous improvement” approach to municipal service delivery to residents and businesses.
<input type="checkbox"/>	Demonstrate the Town’s leadership role in the community by promoting good governance and community engagement, by bringing together organizations serving the Town and the region to pursue common goals.

Communications

Not applicable

Website

Social Media

News Release

Local Newspaper

This report has been reviewed by Senior Administration as indicated below and recommended for submission by the Chief Administrative Officer.

Prepared by:

Wade Bondy
Director Community Safety & Fire Chief

Reviewed by:

Tom Kitsos, CPA, CMA, BComm
Director Financial Services & Chief Financial Officer

Recommended by:

Margaret Misek-Evans, MCIP, RPP
Chief Administrative Officer

Attachment Number	Attachment Name
None	None