

COMMITTEE OF THE WHOLE NOVEMBER 5, 2007

FIRE APPARATUS PURCHASE

Recommendation

The Fire Chief, in consultation with the City Manager, the Director of Purchasing, and the Director of Reserves and Investments, recommend:

1. That a purchase order for ONE (1) 2008 SMEAL Custom 30M Mid Mount Aerial Ladder Platform Quint on a new Spartan Gladiator MFD 10" Raised Roof Custom Cab and Chassis, as per Capital Budget Project # FR 3517-07 be issued to Smeal Fire Apparatus, through its local dealer SAFETEK Emergency Vehicles Ltd., for the sum of \$914,000 (US Dollars) plus 6% GST and 3% Administration Fee).

Economic Impact

Funds are available to undertake the required purchase within the approved 2007 Capital Budget.

Communications Plan

Not applicable.

Purpose

To seek approval and issuance of a purchase order to Smeal Fire Apparatus (Safetek Emergency Vehicles - Canadian Representative) for one 30M aerial response vehicle (Capital project # FR 3517-07), funded from the Fire Equipment Reserve Fund.

The 30M aerial apparatus will meet the latest NFPA 1901-2004 Standard and the new ULC 515-2005 Standard and, provide a number of safety and performance advantages.

Background - Analysis and Options

The City of Vaughan was an original partner in the York Region Fire Co-operative Purchasing Program, which issued RFP's for the supply and delivery of various models of fire apparatus for the various Region of York municipalities. Over time the City has purchased twelve (12) fire apparatus through the extended pricing offered by the successful proponent Smeal Fire Apparatus (Safetek).

Smeal/Safetek has been the manufacturer/ supplier of the last 12 fire fighting vehicles to Vaughan Fire & Rescue Service with the same Spartan Advantage MFD chassis model, Cummins Diesel and Allison Transmission that is compatible with the Smeal fire apparatus acquired by the surrounding York Region municipalities. Staff are of the view that within the purchasing policy, it is in the best interest of the City to sole source the required apparatus from Smeal Fire Apparatus to maintain standardization in the Fire Fleet. Standardization reduces training cost to the department as the fire fighters are familiar with the fire-package components operation, servicing, parts inventory and repair techniques. In addition to cost savings, standardization provides for the highest level of fleet serviceability. Additionally, our status as an authorized Warranty Center for Spartan Motors, Smeal Fire Apparatus, SVI and Safetek Emergency Vehicles has enabled VFRS to consistently achieve 'best price' on behalf of the City.

Vaughan Fire & Rescue Service has been monitoring the sales of fire apparatus to various municipalities across Canada purchased from Smeal since 2005. The pricing offered to other municipalities, by Smeal, has provided a benchmark for the City of Vaughan to negotiate favorable pricing for the required Fire apparatus.

The Director of Reserves & Investments has advised there is sufficient funding in the approved 2007 budget to purchase the aerial unit in the amount of \$1,324,000. Administrative fee and additional equipment required to complete the vehicle once received is within the approved funding.

Relationship to Vaughan Vision 2007

This report is consistent with the priorities previously set by Council and necessary resources have been allocated and approved.

Regional Implications

None

Conclusion

Notwithstanding the availability of other fire apparatus manufacturers, it recommended to purchase the fire apparatus from Smeal Fire Apparatus through its local sales agent Safetek Emergency Vehicles Ltd.

Attachments

1. Proposal Letter 2007 from Safetek Emergency Vehicles Ltd. (5 pages)
2. Smeal Drawing of Fire Apparatus.

Report prepared by:

Larry Bentley, Deputy Fire Chief Operations
Chris Denis, Chief Mechanical Officer

Respectfully submitted,

G.R. Senay
Fire Chief



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COQUITLAM, B.C. V3K 6T1
TEL: 1 866 723 3835
FAX: 604 942 1723
EMAIL: sales@safetekv.com
WEBSITE: www.safetekv.com

September 18, 2007

City Of Vaughan Fire & Rescue Service
2141 Major Mackenzie Drive
Annex Building
Vaughan, Ontario L6A 1T1

Attention: Fire Chief Greg Senay

Reference: **Proposal For New 2008 Smeal 30M Mid Mount Aerial Platform Quint**

Dear Chief Senay:

We are pleased to submit for your consideration our proposal pricing for supply and delivery of one (1) new 2008 Smeal Custom 30M Mid Mount Aerial Ladder Platform Quint on a 2008 Spartan Gladiator MFD 10" Raised Roof Custom Cab & Chassis built in accordance with the enclosed specifications fully meeting the VFRS requirements based on your valued previous orders for various apparatus.

The apparatus proposed will meet the latest NFPA 1901-2004 Standard and the new ULC 515-2005 Standard and offer a number of safety and performance advantages as well as our competitive pricing structure based on our long established relationship with the VFRD.

One (1) 2008 Smeal Custom 30M Mid Mount Aerial Ladder Platform Quint on a new Spartan Gladiator MFD 10" Raised Roof Custom Cab and Chassis for the sum of \$914,000.00 in USD plus applicable GST which is 100% refundable to purchaser.

The price is FOB City of Vaughan and the payment terms are that Chassis upon completion and balance upon delivery and inspection and the above price includes a Pre-Construction, Pre-Paint and Final Inspection for two (2) VFRS representatives.

The City of Vaughan Fire & Rescue Services has been a long standing valued customer of both Safetek and Smeal and therefore we are pleased to offer this Single Source Tag On pricing based on our high volume of recent orders from various GTA FD's as well as that we were able to order Spartan cab and chassis's prior to the major 2007 engine cost increase which would be approximately \$25,000.00.

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In addition, we feel that our reputation for Design, Quality, Service and Parts Support as well as our very competitive pricing provide you with consistency in your apparatus fleet with respect to operation, training and maintenance and above all the added safety and operational performance.

Safetek has enjoyed the vast majority of the apparatus purchases in the GTA for a number of years with a number of Sole/Single Source contracts both past and present with the cities in the York region and GTA as well as many other major Canadian cities such as Vancouver, Edmonton, Calgary and now from the City of London for five (5) Custom Rescue Pumpers which were recently delivered in early 2007.

We have also received another valued order from London for two (2) 30M Rear Mount Aerial Quints and two (2) additional Custom Pumpers that were Single Sourced through negotiation.

In addition, we are currently delivering the largest single contract in fifty years for fire apparatus by the City of Toronto Fire Services (TFS) for fifteen (15) Smeal Custom Rescue Pumpers and have recently delivered five (5) Smeal 32M Rear Mount Aerial Ladder Quints.

We have also received another valued order from Toronto Fire Services for a 30M Rear Mount Aerial Ladder Platform Quint again based on our fair and competitive pricing as well as a significant number of safety and operational features demanded by the TFS in their specifications.

We have established a 3P partnership with the VFRS for handling all Smeal, SVI and Spartan warranty service requirements in the GTA which has been a revenue source for VFRS as well and is a model for other cities wanting to do the same.

The Single Sole Source procurement process has become increasingly more popular for a number of reasons as I'm sure you are no doubt aware based on our previous business with the VFRS;

- Standardization of apparatus for training and maintenance and parts
- Innovative and modern technology in design to enhance safety and performance
- Prompt after sales service and parts support and lower non warranty parts costs
- Single Source Warranty authorization for warranty claim reimbursement
- Reduction or elimination of the time involved in creating specifications and issuance of RFP's/Tenders

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To provide you with an overview of our successes in the GTA and other major FD's in Canada, we enclose the following information;

Vaughan	3 Pumpers 2001 (Single Sourced) 3 17M Quints 2001/2002 (Single Sourced) 1 32M Quint 2001 (Single Sourced) 1 Tanker 2004 (Single Sourced) 3 Pumpers 2006 (Single Sourced) 1 17M Quint (Single Sourced)
Markham	2 32M Quints (Single Source Multi-Year Contract) 4 Pumpers 2004 (Single Source Multi-Year Contract) 1 Pumper 2005 (Single Source Multi-Year Contract) 2 Pumpers 2006 (Single Sourced)
Richmond Hill	1 Pumper 1999 (Tendered) 2 17M Quints 2001 (Single Sourced) 1 32M Quint 2001 (Single Sourced) 1 17M Quint 2003 (RFP) 1 Pumper 2005 (RFP)
Ajax	1 Pumper 2000 (Single Sourced) 1 23M Quint 2000 (Single Sourced) 1 Pumper 2004 (Single Sourced) 1 Pumper 2005 (Single Sourced) 1 32M Quint 2005 (Single Sourced) 1 Pumper 2006 (Single Sourced)
Toronto	20 Pumpers 2001-2004 Tendered 15 Aerials 2000-2005 Tendered 15 Pumpers 2006 (RFP) 5 32M Quints 2006 (RFP) 1 30M Aerial Platform Quint (RFP Only Bidder)
Mississauga	4 Pumpers 2000 Single Sourced 1 30M Quint 2000 (Single Sourced) 1 32M Quint 2000 (Single Sourced) 1 17M Quint 2002 (Single Sourced) 2 Pumpers 2003 (Tendered/RFP) 1 32M Quint 2004 (Single Sourced)

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Burlington

1 17M Quint (RFP Only Bidder)
1 Pumper 2003 RFP
1 Rescue 2003 RFP
1 Tanker 2003 RFP
1 17M Quint 2003 (Single Sourced)
1 32M Quint 2004 (RFP Only Bidder)
3 Pumpers 2006 (RFP Only Bidder)
1 Heavy Rescue 2006 (RFP Only Bidder)

Hamilton

2 32M Quints 2002 RFP
1 Command 2003 Single Sourced

London

1 Heavy Rescue RFP
1 HazMat RFP
1 Technical Rescue RFP
5 Custom Pumpers 2006 (RFP)
2 30M Aerial Ladder Quints (Single Sourced 2007)
2 Custom Pumpers (Single Sourced 2007)

Calgary

1 30M ALPQ 2004 (Single Sourced)
1 32M Aerial 2004 (Single Sourced)
2 Custom Haz Mats 2004 (Single Sourced)
2 Custom Heavy Rescues 2005 (Single Sourced)
3 Custom Heavy Rescues 2006 (Single Sourced)
1 Custom Heavy Rescue 2007 (Single Sourced)

Edmonton

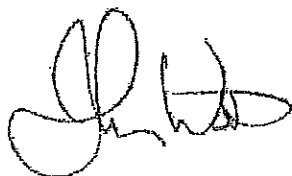
6 30M ALPQ 2004 (Single Sourced) 5 Year Contract
2 Custom Heavy Rescues 2004 RFP 5 Year Contract
1 Custom Haz Mat 2004 RFP
1 Custom Mobile Command 2004 RFP
5 Custom Pumpers 2004 RFP 7 Year Contract
5 Custom Pumper Tankers 2005-06 (Single Source)
3 Custom Heavy Rescues 2006 (Single Source)
5 Custom Pumpers 2006 (Single Source)
1 Custom Air & Light 2006 (Single Source)
1 Custom Heavy Rescue 2007 (Single Sourced)

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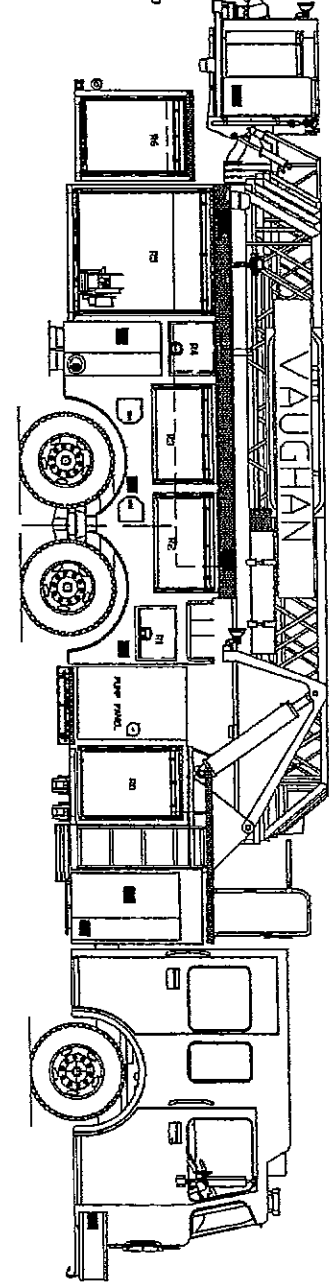
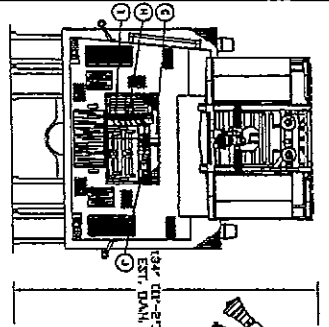
As well Safetek currently enjoys the majority of purchases by the larger FD's in the Greater Vancouver area and the City of Vancouver has just entered into a Multi-Year contract for thirteen (13) Custom CAFS Pumpers, 2 Custom Haz Mats, 1 Custom Air & Light and two (2) 38M Custom Aerial Ladder Quints which are currently being delivered. In addition, the City of Vancouver has elected to enter into a Sole Source agreement with Safetek for future apparatus purchases.

I hope the enclosed information is satisfactory and we look forward to being selected as your supplier again for your apparatus needs.

Sincerely

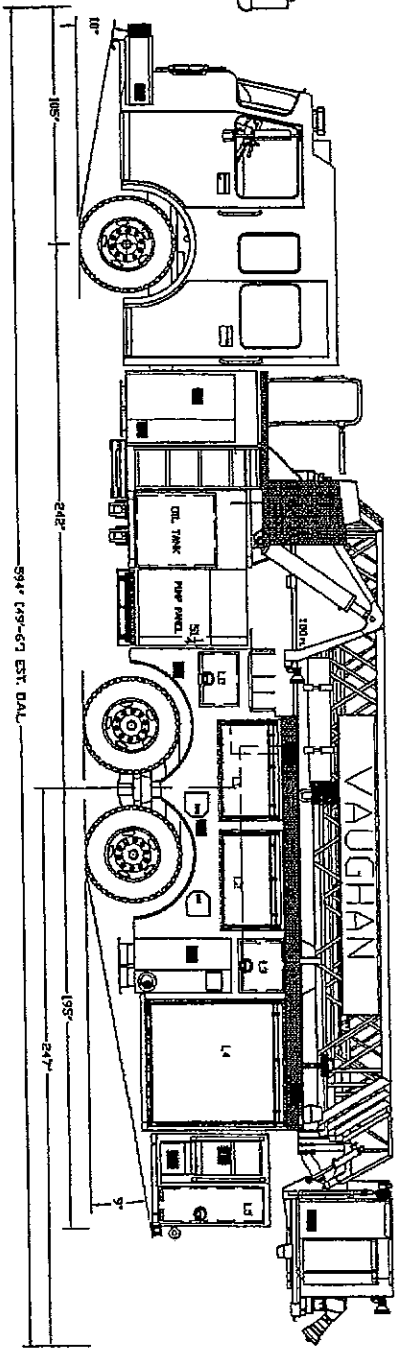
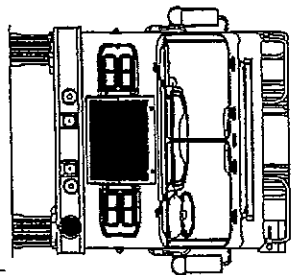
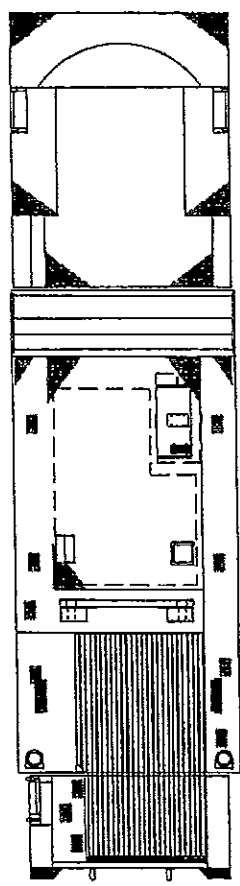
A handwritten signature in black ink, appearing to read "John R. Witt". The signature is fluid and cursive, with the first name "John" being the most prominent part.

John R. Witt
President



ITEM	DESCRIPTION	QTY
1	GRAND VANSITE & TRAIL TRUCKS	
2	TRAILER LENGTH	107'
3	TRAILER WIDTH	8'6"
4	TRAILER HEIGHT	8'6"
5	TRAILER WEIGHT	5000
6	TRAILER TIRE	1
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DESCRIPTION	QTY	UNIT
1.0	1	EA
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3.0	1	EA
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NOTE: DIMENSIONS ARE APPROXIMATE AND ARE SUBJECT TO CHANGE AS MAY BE FOUND NECESSARY DURING CONSTRUCTION. DIMENSIONS MAY NOT BE SHOWN.

THE DRAWING IS FOR REFERENCE PURPOSES ONLY. SOME ITEMS MAY BE OMITTED OR CHANGED WITHOUT NOTICE. THE DRAWING SHALL BE THE AUTHORITY FOR THE DIMENSIONS SHOWN. THE DIMENSIONS SHOWN SHALL BE THE DIMENSIONS SHOWN ON THE DRAWING.

CHASSIS EVALUATOR: W.B. BOSTON, JR.
 DATE: 08/01/01
 ENGINEER: JOHN GAY
 DRAWN: JAY COTT
 375 CRT

PRELIMINARY DRAFT

NO.	APPROVAL SIGNATURES	REVISIONS
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SINGA, FIRE APPARATUS
 SINGA, INC. 69654
 VAUGHAN FIRE VAUGHAN INT
 101 MID HUNTING PLAZA
 JSA
 3/8-5/7
 7/16/01Z
 4761