

FIRE APPARATUS PURCHASE

Recommendation

The Fire Chief, in consultation with the Director of Purchasing Services and Director of Reserves and Investments, recommends:

1. THAT a purchase order for TWO (2) - 6000 L/min Smeal Custom Pumper trucks as per Capital Budget Projects # 3127 and # 3131 be issued to Smeal Fire Apparatus, for the sum of US\$248,000 (US Dollars) each plus applicable taxes (total approximately CAD\$827,925 @ US\$1.56 incl. GST);
2. THAT the purchase in Recommendation #1 be funded from the Fire Equipment Reserve Fund as per Capital Budget Project # 3131 as revised in Recommendation #3 herein to CAD\$450,000 and from Taxation estimated in the approved Capital Budget Project # 3127 at CAD\$450,000 (combined project funds of CAD\$900,000); and
3. THAT Capital Budget Project # 3131 estimated cost be revised from the original CAD\$375,000 Fire Equipment Reserve Fund to CAD\$450,000 to provide contingency funding for the possible fluctuation of the US Dollar exchange rate, import brokerage fees and incidental costs incurred for the local installation of decals/signage, local purchase and installation of basic fire tools, radios and equipment, and pre-operational service maintenance and licensing.

Purpose

To seek approval of Capital Budget Projects # 3127 and # 3131, and notwithstanding the Purchasing Policy, to 'sole source' award and issue a purchase order to Smeal Fire Apparatus, for TWO (2) 6000 L/min Smeal Custom Pumper fire trucks, funded from the Fire Equipment Reserve Fund and Taxation, and to seek additional project funding from the Fire Equipment Reserve Fund for Project #3131.

Project #3127 Detail: Triple Combination Pumper, to serve as a supplementary response unit during major emergencies when off-duty firefighters are called-back to assist and the unit will also serve as a replacement unit for any first-line unit that is out of service for routine maintenance, annual certification testing or major overhaul. Funding: \$450,000 Taxation. This project was approved in the 2001 Capital Budget.

Project #3131 Detail: Triple Combination Pumper to replace Unit 79-19, a 1981 International Pierreville pumper currently assigned to the Woodbridge Volunteer Firefighters. This unit has exceeded its useful service life expectancy. There are reliability and serviceability concerns due to component age and parts availability. The manufacturer is no longer in business and the truck chassis model is obsolete. Funding: \$375,000 Fire Equipment Reserve Fund. This project was approved in the 2001 Capital.

Background - Analysis and Options

The City of Vaughan was an original partner in the York Region Fire Cooperative Purchasing Program, which issued RFPs for the supply of various models of fire apparatus for various municipalities in the Region, and has been active for the past several years. Over that time the City has purchased several fire apparatus units from Smeal Fire Apparatus, utilizing the bulk purchasing power of several municipalities working together and the vendor's ability to extend original pricing for extended periods. Monitoring the trend of apparatus sales, it appears that we have been successful in that regard.

The City of Toronto adopted an RFP process, similar to our Cooperative RFP process, in the fall of 2000 and sought out a vendor for their fire apparatus needs. Smeal Fire Apparatus, who had been successful with the York Region Fire Cooperative Purchasing Program, was also successful in the Toronto RFP process, as staff have verified the March 23, 2001 sale of eight 6000 L/min Custom Pumper fire trucks at a price of US\$240,107 (CAD\$358,000 tax out or CAD\$383,060 tax in). At the time of bid proposal, the US\$ exchange rate was CAD\$1.4910. Current US\$ exchange rate reported in the media is CAD\$1.56. The Director of Reserves and Investments will endeavor to achieve the most favourable exchange rate to minimize the exchange costs.

As the major components on the Toronto fire trucks are identical to those on the Vaughan specified trucks, Smeal Fire Apparatus is able to extend to Vaughan the same pricing structure used for the Toronto trucks, thus avoiding the 4-6% price increase for the 2001 pricing for the chassis and apparatus components. This purchase opportunity was also extended to the Town of Ajax. As the Toronto order was just recently awarded, our trucks would join the production line at the same time, thus affording the opportunity for Smeal to extend the same pricing.

The Vaughan Fire and Rescue Service has purchased its last five fire apparatus from Smeal, the last four being the same Sparton MFD chassis model with the same Cummins diesel engine, etc., that Toronto has just purchased and that we prefer to purchase again.

Although the major components are the same as Toronto's (and our previous units), our two new trucks will also have the optional Class A Foam System installed, which is standard on all of Vaughan's existing apparatus and results in a price difference of about US\$7,893 each. Toronto does not install Class A Foam Systems on all its vehicles.

The Authorization Bid Limit Policy P-070 exempts the public advertisement of purchase bids over \$100,000 when sole sourcing goods or services, further requiring Council to award the sole source bid submission. Given Smeal has been our sole provider of fire apparatus through the Regional Fire Cooperative Purchasing initiative and they currently offer the best pricing structure, it is in our best interests to proceed under the sole source provision guidelines.

Although both Capital Budget project sheets were prepared to purchase essentially the same type of trucks, only one of the two project sheets was updated to reflect the then-projected costs, based on the actual cost of the last Sparton Chassis that was purchased to re-chassis the existing heavy duty rescue unit (which project is now just about complete) and costs to complete the project upon its delivery to us, such as import brokerage fees, the locally purchased and installed decals/signage, equipment and pre-operational maintenance, servicing and licensing costs which were previously often absorbed by the normal operating maintenance budget. Unfortunately, Capital Budget Project sheet #3131 was not updated, as was Capital Project #3127 to reflect the updated chassis pricing and over-all project costs, thus the included request (Recommendation #3) to amend the funding of Project #3131 from CAD\$375,000 to CAD\$450,000 from the Fire Equipment Reserve Fund.

The Director of Reserves and Investments has indicated that the required funding from the Fire Equipment Reserve Fund and Taxation is available for the projects to proceed. The sales agreement will require the City to make a progress payment of about CAD\$180,000 for each chassis upon delivery from Sparton Motors to the Smeal manufacturing plant, estimated in about six-to-eight months time and the balance to be paid on delivery, estimated to be 300 days from receipt of purchase order, thus the units would be placed in service by summer-2002.

Conclusion

Notwithstanding the availability of other fire apparatus manufacturers, it is recommended to sole source the acquisition of these two fire apparatus from the same manufacturer of the last five

units purchased by the City of Vaughan. This will provide standardized chassis and fire-package components, servicing and parts inventory, and training/operator familiarity.

Although several other Vaughan fire apparatus units were built by Superior Fire Equipment Ltd. In the mid- to late-1980's, their prices submitted to Toronto were about 9% (or \$33,500) higher for each unit than the Smeal quote.

The recent Toronto RFP process demonstrates that the recommended vendor, Smeal Fire Apparatus, through its local sales agent Safetek Emergency Vehicles Ltd., continues to provide a high quality product at the best price, and that award of this proposal will eliminate an extended bid-process that would unlikely produce better pricing, yet alone a standardized product from another vendor.

Attachments

1. Proposal Letter May 8, 2001 from Safetek Emergency Vehicles Ltd. (2 pages)
2. Quote Spec Sheet (cover-page only) 05/08/01 from Smeal Fire Apparatus (1 page)
3. Smeal Drawing Vaughan Fire-Rescue Service, Pumper Proposal, 5/9/01 (1 page)

Report prepared by:

John Sutton, Fire Chief, 905-832-8585 x8205
Greg Senay, Deputy Fire Chief, 905-832-8585 x8413
Larry Robinson, Chief Mechanical Officer, 905-832-8585 x6193

Respectfully submitted,

John B. Sutton
Fire Chief

SAFETEK EMERGENCY VEHICLES Ltd.

740 Clearwater Way, Coquitlam B.C. V3C 6A3
Tel (604) 942 1714 Fax (604) 942 1723
Email: sales@safetekey.com

May 3 2021

City Of Vaughan Fire-Rescue Services
2-11 Major Mackenzie Drive
Vaughan Ontario L6A 1T1

Attention: Deputy Chief Greg Schay

Reference: Proposal For Two 6000 LPM Small Custom Rescue Pumper Trucks

Dear Sir

We are pleased to submit for your consideration our proposal for the supply and the delivery of two (2) new 2021 Smeal 6000 LPM custom rescue pumper trucks that are NFPA 1901-1990 and LULU 5515 M200 compliant as well as including all the VFRS specifications/features desired.

The apparatus price shall be \$248,000.00 US dollars each plus applicable taxes FOB Vaughan, Ontario with delivery 300 days after receipt of your valued order.

The above special pricing is offered based on the recent order from the City Of Toronto for eight (8) similar apparatus which we were recently awarded so that we could offer the City Of Vaughan you and our other valued customers such as Ajax the opportunity to "tag on" to the Toronto order and save the 4-6% price increases for the 2021 pricing for the chassis and apparatus components.

As you know in the RFP for Toronto that opened September 26 2020 our price was the lowest response to bid and I provide the per truck prices of the RFP for your information.

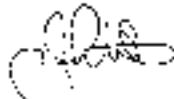
Smeal	\$382 160
Archie	\$382 418
Fort Gerry	\$404 352
Superior	\$416 701
ALF	\$432 808
Antares	\$446 265

Page Two

In addition, our proposal price included a number of standard Smeal features as well as our extended warranty coverages not offered by the competitors. Furthermore our price includes a number of components such as the Foam Pro system that Toronto did not have in their specifications.

Should you require any further information, please do not hesitate to contact me and I would be pleased to be of assistance.

Yours Sincerely,

A handwritten signature in black ink, appearing to read "John R. White". The signature is written in a cursive style with a large initial "J" and "W".

John R. White
President

Speed Fire Apparatus
 80 Box S, West Hwy 91
 Snyder, Pa 16864
 Version:4.1 LEVEL-1B
 Haccex Date 01/31/01

Quote # : VAC01001
 Date : 05/08/01

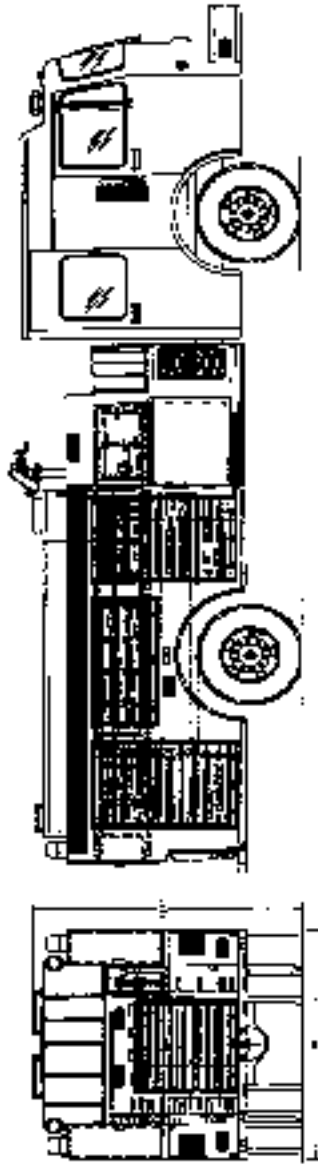
Quote for : City of Vaughan Fire-Museum
 2141 Major Mackenzie Drive
 Vaughan, Ontario

Contact: Deputy Chief Geoff Saray
 Phone: 1905-442-8506
 Fax: 1905-433-8199
 Dealer: Spartan Emergency Services
 Salesperson: John Hill

Base Unit: MIDSHIP PUMPER, SIDE CONTROL

Note: Spartan Advantage PMP w/10" 51st Floor Pump

LINE NUMBER	DESCRIPTION	QTY	CODE
A MSE	BASIC MIDSHIP PUMPER, SIDE CONTROL	1	BASE
B-100	EXTENT OF SPECIFICATIONS	1	INTS
B-100	EXTRA EXTENT OF SERIES INFO	1	INTS
D-100-C1	USUY 1500 GPM MIDSHIP SINGLE STAGE PUMP	1	TPCS
D-125-C1	ULC (CANADIAN) PUMP CERTIFICATION	1	TPCS
D-150-1000	CLASS 1 CAPTAIN PMS SYS, CHASSIS SUPPLIED & SEAL INSTALLED	1	TPCS
D-200-C1	HEAVY DUTY REMOVABLE HEAT SHIELD	1	TATS
D-210-C4	45,000 BTU HEATER IN PUMP COMPARTMENT	1	TATS
D-101-C1	ADD 2ND 1 1/2" INLET TO LEFT SIDE	1	INTS



DATE	10/20/02
BY	10/20/02
DESCRIPTION	REVISIONS
1	INITIALS
2	DATE
3	DATE
4	DATE
5	DATE
6	DATE
7	DATE
8	DATE
9	DATE
10	DATE

NOTE:
 DIMENSIONS GIVEN ARE APPROXIMATE
 AND ARE SUBJECT TO CHANGE AS THE
 DESIGN DEVELOPMENT PROCEEDS. NECESSARY DIMENSIONS
 SHOULD BE OBTAINED FROM THE DRAWING.