

## **COMMITTEE OF THE WHOLE MAY 6, 2002**

### **FIRE APPARATUS PURCHASE FOR NEW FIRE STATION**

#### **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 ONE (1) - SMEAL Custom 6000 L/min fire truck complete with a 17m Aerial Ladder device, as per Capital Budget Project # 3155 be issued to Smeal Fire Apparatus, through its local dealer SAFETEK Emergency Vehicles Ltd., for the sum of US\$385,000 (US Dollars) plus applicable taxes (total approximately CAD\$610,000 plus 7% GST and 3% Administration Fee);

#### **Purpose**

Notwithstanding the Purchasing Policy, Vaughan Fire & Rescue Service is seeking Council's authorization to 'sole source' the acquisition and authority to issue a purchase order to Smeal Fire Apparatus, for ONE (1) 6000 L/min Smeal Custom fire truck complete with a 17m aerial ladder device, funded from the City Wide - Fire Development Charges Reserve fund.

Project #3155, was approved in the 2002 Capital Budget for a new East Vaughan Fire Station, to service the growth area along the Dufferin / Bathurst corridor, north of Hwy. 407. The project consists of Consultant, Construction, Furniture, Equipment, Land and Vehicle components. Total project cost is estimated to be \$2,500,000 to be funded from the City Wide - Fire Development Charges Reserve fund, of which \$600,000 was estimated for the purchase of the fire truck.

#### **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 maintain favourable pricing. Monitoring the trend of apparatus sales, it appears that we continue to be 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. SAFETEK/Smeal Fire Apparatus, who had been successful with the York Region Fire Cooperative Purchasing Program, was also successful in the Toronto RFP process, providing Toronto with six rescue-pumpers in 2001 and six more plus two 32m aerial ladders in 2002.

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

Although the major components are the same as Toronto's (and our previous units), our new truck will also have a 17m aerial ladder device and Class A Foam System installed, which are standard on all of Vaughan's front-run fire apparatus. Toronto does not install an aerial device and Class A Foam Systems on all of its front-run vehicles.

As further examples of assuring that Vaughan is paying the 'best price' for this new fire truck purchase, the Town of Richmond Hill issued a public bid for the supply of its newest fire truck and the lowest bid of US\$416,000 was submitted by Smeal Fire Apparatus. The Town of Markham

recently investigated our purchasing relationship with SAFETEK/Smeal Fire Apparatus and signed a 5-year sole-source purchasing agreement with them.

Given SAFETEK/Smeal has been the recent sole provider of fire apparatus to the Vaughan Fire & Rescue Service, through the Regional Fire Cooperative Purchasing initiative and they currently offer the best pricing structure, staff believes that it continues to be in the City's best interests to proceed under the sole source provision guidelines.

The fire apparatus chassis and component manufacturing firms have announced inflation cost increases of 5.5% effective on all orders received after June 1, 2002 and that diesel exhaust emission regulations will become more-stringent on new models and will also add about \$12,000 to the pricing. The purchase recommended herein will avoid the inflation and emissions cost increases upon timely issuance of the purchase order before June 1<sup>st</sup>.

The Director of Reserves and Investments has indicated that the required funding from the City Wide - Fire Development Charges Reserve is available for the project to proceed. The sales agreement will require the City to make a progress payment of about CAD\$180,000 for the chassis component upon delivery from Sparton Motors to the Smeal manufacturing plant, estimated to be 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 unit would be ready for service by fall-2003.

### **Conclusion**

Notwithstanding the availability of other fire apparatus manufacturers, it is recommended to sole source the acquisition of this fire apparatus from the same manufacturer of the last seven units purchased by the City of Vaughan. This will provide standardized chassis and fire-package components, servicing and parts inventory, and training/operator familiarity.

The recent Richmond Hill bid-process; the Markham 'sole-source' agreement and the 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 from SAFETEK Emergency Vehicles Ltd.
2. Smeal Drawing of Fire Apparatus.

### **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

cc George Wilson, Director of Purchasing Services  
Ferruccio Castellarin, Director Reserves and Investments

**SAFETEK**  
Emergency  
Vehicles Ltd.

743 Clearwater Way, Coquitlam, BC Canada V3C 6A3  
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Toll Free: 1-800-SAFETEK (723-3836)  
E-mail: jwm@safetek.com Website: safetek.com

March 22, 2002

City Of Vaughan Fire Rescue Service  
2141 Major MacKenzie Drive  
Vaughan Ontario L6A 1T1

Sent By Fax To: 905-832-8593

Attention: Deputy Fire Chief Greg Seray

Reference: Proposal Pricing for One (1) 2003 Smeal 17M/5000 LPM Aerial Ladder Quint

Dear Sir,

Further to our discussions, I am pleased to enclose for your consideration our pricing for the supply and delivery of one (1) new 2003 model year Spartan Advantage MF/DFP1 custom Smeal 17M 5000 Aerial Ladder Quint fire apparatus as per the specifications enclosed.

This apparatus would be exactly the same as the previously delivered apparatus in 2000 to the City Of Vaughan Fire-Rescue Service and will fully meet the latest NFPA 1901 and ULC Standards.

The price will be \$395,000.00 in US Funds FOB Vaughan, Ontario plus applicable GST that will be payable by the city upon importation into Canada as on the previously delivered fire apparatus.

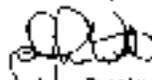
We are pleased to offer our pricing based on our previous relationship and to extend to you the discounts available based on the York Regional Cooperative Purchase Plan as well as those discount volumes afforded by our multiple Spartan chassis orders from the city's of Markham and Toronto which have recently ordered 10 new Smeal fire apparatus.

As you are aware the Town Of Markham has recently entered into a five (5) year "sole source" purchase agreement with Safetek/Smeal for new fire apparatus after an in depth study of our pricing, quality and workmanship and after sales support.

In addition the City Of Toronto has awarded us a contract for another six rescue pumps and two aerials this week and we are expecting this order to be increased further based on being the low responsive bidder to their specifications and I have enclosed a copy of the bid pricing for your information.

Should you require any further information, please don't hesitate to contact me.

Sincerely,

  
John R. Witt  
President



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Smeal Fire Apparatus Co.  
 Snyder, NE 68664  
 City of Vaughan Fire-Rescue  
 Vaughan, Ont. Canada  
 Salesperson: [Name]  
 Office: [Address]  
 Phone: [Phone Number]  
 Fax: [Fax Number]  
 Email: [Email Address]



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