

COMMITTEE OF THE WHOLE JUNE 14, 2011

FIRE APPARATUS PURCHASE

Recommendation

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

1. That the City enters into a single source agreement with Smeal Fire Apparatus, Snyder NE. USA, for the Supply and Delivery of:

ONE (1) 2011 Smeal Custom 17m Rear Mount Hydraulic Ladder EHL Quint per the capital Budget Project # FR-3504-11, for the NET sum of \$687,000 US dollars plus applicable taxes or approximately \$668,000 Canadian Dollars from Smeal Fire Apparatus Company, Snyder, NE. USA. This price includes a trade in allowance of \$5,000 U.S. for a 1988 Pierce Telesquirt.

2. That the Mayor and Clerk be authorized to sign the necessary documents.

Economic Impact

Capital project FR-3504-11 in the amount of \$851,100 was approved in the 2011 capital budget. Funds are available to undertake the required purchase..

Communications Plan

Not applicable.

Purpose

To seek approval for the single source award and issuance of a purchase order to Smeal Fire Apparatus (Safetek Emergency Vehicles - Canadian Representative) for one 17m rear mount hydraulic ladder response vehicle funded from the Fire Equipment Reserve Fund.

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 sixteen (16) fire apparatus units from Smeal Fire Apparatus (Safetek), 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 Toronto Fire Services adopted our 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 on the Toronto RFP process. In 2006 the City of Toronto entered into the largest single contract for fire apparatus in fifty years for fifteen (15) Smeal custom Cab Rescue Pumpers. In August 2008 the City of Toronto Bid Committee authorized staff to award a contract for the supply and delivery of seven (7) Rescue/Pumper Trucks to Safetek Emergency Vehicles. In addition our status as an Authorized Warranty Center for Spartan Motors, Smeal Fire Apparatus, SVI and Safetek Emergency Vehicles has enabled VFRS to consistently negotiate best price for our emergency response vehicles.

The Vaughan Fire and Rescue Service currently has purchased its last sixteen (16) apparatus from Smeal fire Apparatus (Safetek) with the same Spartan MFD chassis model, with the same diesel engine and Allison transmission etc. that Toronto and other York Region municipalities have purchased and we desire to purchase again.

The Purchasing Authorization Bid Limit Policy allows for single sourcing of goods and services greater than \$100,000 without requiring public advertisement and subject to award by Council.

The purchase of this vehicle is within the budget-approved amounts of \$ 851,000 for the rear mounted hydraulic ladder unit and funding is available. The proposed trade in unit, VFRS 79-33 (1988 Pierce Telesquirt) has reached its serviceable life span. The Administrative Fee is in addition to the purchase amount and some equipment will be purchased and installed locally to complete the projects within the approved budget amounts.

Although there are other fire apparatus manufacturers, it is recommended to single source the acquisition of this fire apparatus from the same manufacturer of the last sixteen (16) 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 estimated cost of the fire truck (\$Cdn) including all applicable taxes is as follows:

| | |
|---|---------------------|
| Single Source Agreement (before trade in) | \$673,000.00 |
| Non-Rebatable Portion of HST (1.76%) | <u>11,844.80</u> |
| Sub-total | \$684,844.80 |
| Treasury Administration (3%) | <u>20,545.34</u> |
| Total | <u>\$705,390.14</u> |
| | |
| Rounded | <u>\$705,400</u> |

Relationship to Vaughan Vision 2020 / Strategic Plan

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

Regional Implications

None

Conclusion

The RFP process in Toronto and other York Region municipalities demonstrate 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

N/A

Report prepared by:

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

Respectfully submitted,

G.R. Senay
Fire Chief