



## REPORT

To: Mayor and Council  
From: Director of Fire Services  
Subject: For Your Decision: Contract Award for Three (3) Pumper/Tanker Fire Apparatus  
Date: October 28, 2024

---

### Issue

Award of contract for RFT FIRE-2024-01 Supply and Delivery of Three New (3) Mobile Water Supply Fire Apparatus

### Facts

- SDR-12 Fleet Management (Fire) proposed a revised fleet model, replacement schedule and financing which was adopted by Council
- Council gave staff direction from the SDR to "procure three pumper/tanker and one tanker type fire apparatus in 2024 for future delivery in 2025 or 2026 when completed"
  - Note: The tanker is the subject of a separate RFT that is closing October 26th
- The SDR highlighted the challenges with maintaining legislative compliance, industry best practices, maintenance needs, response reliability, and firefighter safety with the aging fleet
- The Municipality has unique challenges for emergency response which requires a custom built apparatus to most effectively mitigate emergencies
- Vehicles are seeing higher inflation factors than other classes, which creates more financial pressure over time for replacement
- Council authorized a 1% annual incremental tax levy for Fire Master Plan implementation
- The Fire Fleet SDR identified the need for a blended financing model, including the use of debt financing where necessary

- After reviewing options on the Canoe/Sourcwell platform, it was determined that more competitive pricing could be secured by engaging in a tender process
  - Tender for these apparatus was issued August 27th and closed September 25th
  - Tender reflected the desire to begin standardization of the fleet in terms of components, serviceability, layout, and functionality
  - Preliminary estimates were that, after discounts, a tender process would realize an approximately 5% favorable cost outcome
  - The tender specified payment terms of chassis cost on arrival at factory (approximately \$200,000/unit) expected in 2025, remainder on delivery which is expected in 2026
- The following two (2) bids were received, including HST:
  - \$2,639,565.87 Battleshield Industries Ltd
  - \$2,273,489.94 Fort Garry Fire Trucks

## **Analysis**

- The intent is to supply the Beardmore, Nakina, and Longlac stations with a new apparatus each, though they are configured to be deployable out of any station currently in operation
- A review of the submissions was conducted for compliance
- Options:
  1. Award the contract. RECOMMENDED
    - Staff support award of the contract to the lowest bidder.
  2. Not award the contract.
    - This option is not recommended as it delays the replacement of the ageing fleet further. This would likely result in higher future replacement costs, maintenance costs of current units, failure of current units, and impaired response capabilities long-term.

## **What is the financial impact?**

- The lowest bid including the municipal portion of non-refundable HST is \$2,047,348.11
- The estimated replacement cost at the time of the SDR was \$1,984,320 for all three vehicles which represents an approximately \$63,000 increase in combined cost
- Purchasing comparable stock models available through the Canoe/Sourcwell program would have amounted to an estimated \$2,198,016
- This represents an approximately \$151,000 savings by issuing the tender
- This purchase is to be partially funded from the Fire Master Plan Implementation - Fleet project, with the remainder as debt to be financed

## **How does this tie to the Strategic Plan?**

Asset Management, Goal: To manage current and future Municipal capital assets on a life-cycle basis, meeting level of service expectations while mitigating risk factors in an effective and cost efficient manner.

### **Recommendation**

**THAT** Council award RFT FIRE-2024-01 Supply and Delivery of Three (3) New Mobile Water Supply Fire Apparatus to Fort Garry Fire Trucks Ltd. at a cost of \$2,011,938 plus the Municipality's portion of non-refundable HST and authorize the CAO and Clerk to execute the required contract.