



REPORT

To: Mayor and Council
From: Director of Fire Services
Subject: For Your Decision: Award for Tender for One (1) Tanker Fire Apparatus
Date: November 12, 2024

Issue

Award of contract tender for RFT FIRE-2024-02 Supply and Delivery of One (1) New 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 this report. The pumper/tanker apparatus were previously awarded.
- 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

The following three (3) bids were received, including HST:

- \$838,391.07 Commercial Truck Equipment Corp

- \$652,719.64 Fort Garry Fire Trucks
- \$578,437.96 Battleshield Industries Ltd

Analysis

- 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 \$520,901.30
- The lowest bid also includes more favorable payment terms for the Municipality of on delivery and acceptance, compared to the staggered model in the specification
- 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-2024-02 Supply and Delivery of One (1) New Water Supply Fire Apparatus to Battleshield Industries Ltd at a cost of \$511,892 plus the Municipality's portion of non-refundable HST and authorize the CAO and Clerk to execute the required contract.