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TO:	CHAIR AND MEMBERS COMMUNITY AND NEIGHBOURHOODS COMMITTEE MEETING ON OCTOBER 18, 2011
FROM:	JOHN KOBARDA FIRE CHIEF
SUBJECT:	REQUEST FOR PROPOSAL 11-14 SUPPLY & DELIVERY OF FIRE DEPARTMENT FIRE APPARATUS

RECOMMENDATION

That on the recommendation of the Fire Chief, with the concurrence of the Executive Director, Community Services, the following actions **BE TAKEN**:

1. The proposal submitted by Carl Thibault Fire Trucks Inc., 38 Thibault Street, Pierreville, PQ., for the supply and delivery of three (3) pumper rescues at their proposed price of \$1,455,886, HST extra, **BE ACCEPTED**;
2. That the funding for this purchase **BE APPROVED** as set out in the Source of Finance Report attached hereto as Appendix "A";
3. Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this purchase;
4. Approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order, or contract record relating to the subject matter of this approval; and
5. The Fire Chief **BE AUTHORIZED** to establish a practice of retaining one (1) fire apparatus that has been retired from the frontline fleet for the purposes of training, it being noted this represents an increase of one (1) vehicle to the fire department fleet and an annual budget impact of \$5,000 that will be accommodated within the existing Fire Service Fleet Budget.

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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BACKGROUND

Purchasing Process

During the 2011 Capital budget process, Council approved the purchase of life cycle replacement fire apparatus. Following the development of a comprehensive specification, in June of 2011 the City issued a Request for Proposal 11-14 (RFP) for the purchase of three (3) pumper rescues. The RFP required that one (1) of the three (3) vehicles provided be designed be able to carry a greater amount of water, as it will be deployed to Station 10 to better serve London International Airport, Veterans Memorial Parkway and other areas in the southeast that are not currently served by hydrants. The RFP required that all manufacturers submitting a bid be "Listed" by Underwriters Laboratories of Canada (ULC) as builders of the fire apparatus herein sought by the City. Furthermore, all proposed fire apparatus were required to meet the current editions of the ULC standard S-515 and National Fire Protection Association (NFPA) 1901.

As a part of the process, Purchasing and Supply invited thirteen (13) dealers known to supply the type of fire apparatus sought by the City to submit proposals, as well as advertised the RFP using standard media, including posting the document on the City's website. Additionally, one (1) week after the release of the RFP, the City invited interested dealers to view two (2) fire apparatus currently owned by the City that resembled its requirements for the purposes of

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taking measurements, reviewing design features, as well as asking questions. The purpose of this review was to enable bidders to be better able to complete their bids. The City received responses from six (6) proponents, noting that one (1) did not meet the City's requirements with respect to the submission of proper documentation, as specifically required in the RFP Technical Specifications clause.

On receiving the proposals, an evaluation team with representation from the London Fire Department (LFD) and Purchasing and Supply undertook a comparative line by line analysis of all responses to establish each bidder's compliance with the specifications. Further to this analysis, the team individually scored the proposals based on pre-established criteria. Based on the analysis and the scored evaluation, the evaluation team's findings show that the response by Carl Thibault Fire Trucks Inc. scored the highest and, furthermore, met the Department's needs with respect to safety, functionality and performance.

The London Fire Department has worked closely with Purchasing and Supply for the past several years for the replacement of fire apparatus, as defined in the Vehicle Replacement Policy and the Procurement of Goods and Services Policy. To date, the City has procured 17 fire apparatus.

Reason for Purchase

The fire apparatus herein described are life cycle replacements scheduled for replacement in 2012, noting that the three (3) engines currently serve as reserves in the LFD fleet.

General Discussion

Carl Thibault Fire Trucks Inc.'s history dates back over 100 years and was the first company in Canada to manufacture fire apparatus. Under its current management structure, the company has been in operation for 21 years manufacturing 35 to 40 units annually. Primarily, the company builds fire apparatus for fire departments in Quebec, eastern Ontario, and the east coast. More recently, the company built eighteen (18) apparatus units for the City of Ottawa, four (4) units for Peterborough, ten (10) units for the City of Halifax, three (3) units for the Town of Oakville and one (1) for the City of Brampton. In 2009, the City awarded Tender 09-65 for the purchase of one (1) engine, which currently operates from Station 14, as well as awarded in April of 2011 RFP10-38 for one (1) 2,500 gallon Tanker that will be delivered late in 2011 or early 2012.

Financial Impact

Funding for this expenditure is provided in the 2011 Capital Budget (PP1152-11) as detailed in Appendix A (attached) Source of Financing.

Training Vehicle Request

While it is customary to permanently retire fire apparatus that have been replaced, the Department has a need to retain one (1) of the three (3) vehicles for training purposes. Currently, the Training Division must use one (1) of the Department's three (3) reserve vehicles for driver training; however, based on the number of vehicles being serviced that day, a vehicle may not be available. While alternate arrangements may be made to use an "in-service" vehicle, this may result in a slight delay in response should that vehicle be required to respond to an alarm. By adding a training vehicle to the fleet, the Training Division's training activities would not be reliant on the availability of reserve vehicle nor impact first response vehicles.

Because the vehicle is required to travel on the City's road network, it will undergo the standard MTO inspections. Furthermore, so that it can be used for training evolutions, the Apparatus Division will also conduct annual ULC pump and ladder tests. While it is difficult to predict costs, the LFD anticipates that annual upkeep costs would be approximately \$5,000 per year, which will be absorbed within the current vehicle maintenance budget.

Toward the aforementioned goal, Fire Administration requests that Council provide approval to retain the best of the three (3) vehicles for the purposes of training. That assessment will be undertaken at the time of delivery of the replacement vehicles. Due to the age of the vehicles, it is anticipated that the City would only recover between \$5,000 to \$10,000 through the sale of the vehicle. Therefore, in addition to the added estimated annual operating costs, the City will also not recover the residual value of the vehicle.

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Acknowledgements

This report was written by J. Kobarda, Fire Chief, and C. Ginty, Procurement Officer.

SUMMARY

Through the 2011 Capital Budget process, Council approved the purchase of three (3) life cycle replacement fire apparatus. The City initiated a RFP process through its standard media, as well as invited thirteen (13) known to participate in the process. The City received six (6) bids, one (1) that did not conform to the requirement with respect to documentation.

Following a comprehensive comparative analysis, as well as separate evaluative scoring based on predetermined criteria, the evaluation team identified the response by Carl Thibault Fire Trucks Inc. (Thibault) to have scored the highest and, furthermore, met the Department’s needs with respect to safety, functionality and performance. Thibault has recently manufactured fire apparatus for Ottawa, Peterborough, Halifax, Oakville, Brampton, as well as one Engine for London.

While is customary to permanently retire fire apparatus that has been replaced, the Department requests Council’s approval to retain the best of the three (3) vehicles for the purposes of training.

SUBMITTED BY:	REVIEWED & CONCURRED BY:
JOHN KOBARDA FIRE CHIEF	MIKE TURNER DEPUTY CITY TREASURER
	CONCURRED BY:
	ROSS L. FAIR EXECUTIVE DIRECTOR COMMUNITY SERVICES