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<b>TO:</b>	<b>CHAIR AND MEMBERS COMMUNITY &amp; PROTECTIVE SERVICES COMMITTEE MEETING ON JULY 22, 2013</b>
<b>FROM:</b>	<b>JOHN KOBARDA FIRE CHIEF, LONDON FIRE DEPARTMENT</b>
<b>SUBJECT:</b>	<b>SUPPLY &amp; DELIVERY OF FIRE SERVICES QUINT</b>

<b>RECOMMENDATION</b>
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That on the recommendation of the Fire Chief, and the concurrence of the Managing Director, Neighbourhood, Children & Fire Services, that the following actions be taken:

- a) The negotiated amount with Carl Thibault Fire Trucks Inc., 38 Thibault Street, Pierreville, PQ., for the supply and delivery of one (1) 75 foot Quint at their proposed price of \$851,180.00, HST extra, which includes two options, **BE ACCEPTED**;
- b) That the funding for this purchase **BE APPROVED** as set out in the Source of Finance Report attached hereto as Appendix "A";
- c) Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this purchase; and,
- d) 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.

<b>PREVIOUS REPORTS PERTINENT TO THIS MATTER</b>
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None

<b>BACKGROUND</b>
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**Purchasing Process**

Through the 2012 budget process, the London Fire Department (LFD) received Council approval to replace one of its Quints through the normal life cycle program. To that end, the LFD developed a comprehensive specification for one (1) 75 foot Quint mounted on a fire services purposed tandem rear drive axle cab and chassis. Using this document, Purchasing and Supply issued a Request for Proposal (RFP) requiring all manufacturers submitting bids to 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.

The purchasing process employed by Purchasing and Supply included inviting a number of dealers known to supply Quint/Aerial type fire apparatus to submit proposals, advertisement of the RFP through standard mediums, as well as posting the document on the City's website. Through that process, the City received two (2) proposals that the evaluation team reviewed to establish each bidder's compliance with certain critical specifications. That review showed that one (1) of the two (2) bidders submitted a proposed design that exceeded the overall maximum length of 37 feet and, therefore, failed to meet the needs of the London Fire Department (LFD). The response by Carl Thibault Fire Trucks Inc. was found to meet the length requirement, as well as the LFD's needs with respect to safety, functionality and performance. This vehicle is to be deployed to Station 13, the City's first "fire house" designed station. The station's concept resulted in a shorter apparatus bay.

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**Reason for Purchase**

The fire apparatus herein noted is a life cycle replacement scheduled to replace a reserve Aerial (1993 E-One 75 foot Quint) that the LFD decommissioned in 2010 because of frame corrosion issues. With the purchase of the new Quint, and subsequent commissioning thereof, the LFD will place Engine 13, a 1996 E-One 75 foot Quint, in as a reserve aerial, which aligns with the Tri-Data Master Fire Plan recommendation.

**General Discussion**

Carl Thibault Fire Trucks Inc.'s history dates back over 100 years, noting that it was the first company in Canada to manufacture fire apparatus. Under its current management structure, the company has been in operation for over 20 years, manufacturing 35 to 40 units annually. Primarily, the company builds fire apparatus for fire departments in Quebec, eastern Ontario, and the east coast, albeit the company has 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. Since 2009, Thibault has also manufactured and delivered a total of five (5) fire apparatus to the City of London: one (1) Fire Engine, three (3) Pumper Rescues, and one (1) 2,500 Imperial Gallon Tanker, noting they are also presently manufacturing a second 2,500 Imperial Gallon Tanker.

**Financial Impact**

Funding for this expenditure is provided in the 2012 Capital Budget (PP1152-12) as detailed in Appendix A (attached) Source of Financing.


On delivery of the new Quint, the LFD will decommission Engine 23 (1992 E-One) that was held back to assist through this transition period. While Purchasing will attempt to dispose of it by auction, given its age it is highly unlikely it retains a substantive residual value, if any.

<b>SUMMARY</b>
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Through the 2012 Capital Budget process, Council approved the purchase of a life cycle replacement Quint and Purchasing and Supply issued RFP 13-16 in the spring of 2013 to acquire the same. At that time, Purchasing and Supply initiated a RFP process through its standard mediums, as well as invited dealers known to provide Quints/Aerial type fire apparatus to participate in the process, noting that the City received two (2) proposals. Following a review of key requirements, the evaluation team identified the response from Carl Thibault Fire Trucks Inc. (Thibault) as the only one meeting the maximum length requirement of 37 feet. It is also important to note that the proposed fire apparatus meets the LFD's needs with respect to safety, functionality and performance. Thibault has recently manufactured fire apparatus for the municipalities of Ottawa, Peterborough, Halifax, Oakville, Brampton, as well London.

The funding for the cost of the life cycle replacement Quint is contained within the current approved Capital Budget, as identified in the attached Source of Financing. For the reasons noted herein, it is recommended that the Carl Thibault Fire Trucks Inc. be accepted.

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<b>RECOMMENDED BY:</b>	<b>REVIEWED &amp; CONCURRED BY:</b>
	
<b>JOHN KOBARDA FIRE CHIEF</b>	<b>LYNNE LIVINGSTONE MANAGING DIRECTOR, NEIGHBOURHOOD, CHILDREN &amp; FIRE SERVICES</b>
<b>REVIEWED &amp; CONCURRED BY:</b>	
<b>MIKE TURNER DEPUTY CITY TREASURER</b>	

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**APPENDIX A**

**#13035**

Chair and Members  
Community & Protective Services Committee

July 12, 2013  
(Award Contract)

**RE: Supply & Delivery of Fire Services Quint  
Capital Project PP1152-12 - 2012 Emergency Fire Vehicles  
Carl Thibault Fire Trucks Inc. - \$851,180.00 (excluding H.S.T.)**

**FINANCE DEPARTMENT REPORT ON THE SOURCES OF FINANCING:**

Finance Department confirms that the cost of this purchase can be accommodated within the financing available for it in the Capital Works Budgets and that, subject to the adoption of the recommendation of the Fire Chief and the concurrence of the Managing Director, Neighbourhood, Children's and Fire Services, the detailed source of financing for this purchase is:

<b><u>ESTIMATED EXPENDITURES</u></b>	<b><u>Approved Budget</u></b>	<b><u>Committed To Date</u></b>	<b><u>This Submission</u></b>	<b><u>Balance For Future Work</u></b>
Replace Vehicles & Equipment	1,245,000	364,375	866,160	14,465
<b>NET ESTIMATED EXPENDITURES</b>	<b><u>\$1,245,000</u></b>	<b><u>\$364,375</u></b>	<b><u>\$866,160</u></b> 1)	<b><u>\$14,465</u></b>
<b><u>SUMMARY OF FINANCING:</u></b>				
Drawdown from Vehicle & Equipment - Fire Reserve Fund	1,245,000	364,375	866,160	14,465
<b>TOTAL FINANCING</b>	<b><u>\$1,245,000</u></b>	<b><u>\$364,375</u></b>	<b><u>\$866,160</u></b>	<b><u>\$14,465</u></b>

**Financial Note:**

Contract Price	<u>\$851,180</u>
Add: HST @13%	<u>110,653</u>
Total Contract Price Including Taxes	<u>961,833</u>
Less: HST Rebate	<u>95,673</u>
Net Contract Price	<u><u>\$866,160</u></u>

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Larry Palarchio  
Director of Financial Planning & Policy