

## Report to Community and Protective Services Committee

**To:** Chair and Members,  
Community and Protective Services Committee

**From:** Cheryl Smith, Deputy City Manager, Neighbourhood and  
Community-Wide Services

**Subject:** London Fire Department Single Source for Battery Operated  
Extrication Equipment - SS-2023-008

**Date:** January 31, 2023

## Recommendation

That, on the recommendation of the Deputy City Manager, Neighbourhood and Community-Wide Services, the following actions be taken with respect to the single source procurement of Holmatro battery operated extrication equipment:

- a) in accordance with Section 14.4(d) of the Procurement of Goods and Services Policy, Fire Administration **BE AUTHORIZED** to enter into negotiations with Darch Fire Inc. of 9-402 Harmony Road, Ayr, Ontario, N0B 1E0 for pricing for a single source contract for two (2) years with three (3) option years for the provision of Holmatro battery operated extrication equipment to the London Fire Department;
- b) the approval a) above, **BE CONDITIONAL** upon The Corporation of the City of London negotiating satisfactory prices, terms, conditions, and entering into a contract with Darch Fire Inc. of 9-402 Harmony Road, Ayr, Ontario, N0B 1E0 to the London Fire Department;
- c) the Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with the authorization set out in parts a) and b) above; and,
- d) that the funding for this procurement **BE APPROVED** as set out in the Source of Financing Report attached hereto as Appendix A.

## Executive Summary

This report requests authorization from Council for a two-year single source contract with three option years for the purchase of Holmatro battery operated extrication equipment to ensure standardization of this equipment across the Fire Department.

## Linkage to the Corporate Strategic Plan

This London Fire Department Single Source Battery Operated Extrication Equipment procurement is aligned with the following strategic area of focus and outcome from the City of London Strategic Plan 2019-2023:

- Strengthening our Community – Londoners have access to the services and supports that promote well-being, health, and safety in their neighbourhoods and across the city.

# Analysis

## 1.0 Background Information

### 1.1 Context

The London Fire Department (“LFD”) is the only agency in the City of London with a mandate to rescue people who are trapped in vehicles involved in motor vehicle collisions or inside buildings that require forcible entry to gain access. The current extrication tools are past their serviceable life and require replacement. Advances in vehicle construction, including the use of stronger materials, have made the tools currently in use less effective at extricating trapped victims. The existing inventory of tools is outdated and cannot effectively cut through metal alloys that are now widely used. The LFD currently uses gasoline powered hydraulic pumps with hydraulic hoses to power these older extrication tools. New battery technology allows for an untethered, improved functionality with superior performance. Major benefits of making this change include:

- This new technology of extrication equipment will allow for instant use, where current equipment requires setup time to start extrication.
- There will be minimal modifications to our apparatus and in-station power supplies needed for the powering of charging units within their compartment storage areas.

In early 2022, the LFD outfitted its Rescue vehicle with a set of new battery operated Holmatro extrication tools and since then, their performance and expected outcomes have surpassed expectations. When these tools went into service, LFD Suppression and Training staff were instructed on their use, and the Apparatus Division received training on their care and maintenance. This training and experience will transfer to the new equipment purchased.

In addition to the Rescue vehicle, LFD carries extrication equipment on vehicles designated as Pumper Rescues. This end-of-life equipment requires replacement on a total of seven vehicles, not including the Rescue apparatus that was outfitted last year.

## 2.0 Discussion and Considerations

### 2.1 Case for Single Source Procurement

Outfitting all Pumper Rescue apparatus, including one reserve vehicle, with battery operated extrication tools allows for increased emergency preparedness for current and future large-scale events; uniformity of equipped apparatus; improved response to major emergencies; and the ability to provide an immediate replacement when an active unit is in for repairs.

The LFD Apparatus Division is already trained in the service and maintenance of Holmatro rescue tools and would need very little updated training on the battery-specific components of the new battery powered equipment. In addition, London firefighters are already trained and accustomed to using Holmatro equipment in emergency situations.

Holmatro’s Pantheon battery operated tools, exclusively available in Canada from Darch Fire Inc., provide improved performance when compared to the hydraulic style currently in service, require fewer accessories, and are much more compact. Battery powered tools also have lower-cost maintenance and component replacement in the long term.

To avoid risks associated with firefighters and mechanics having to be trained on unfamiliar tools, the associated cost and time commitment of such training, complexities of ongoing service, spare parts, the maintenance of different equipment types, and the loss of standardization across the LFD, the Deputy City Manager, Neighbourhood and

Community-Wide Services seeks authorization for the single source procurement of battery operated Holmatro extrication equipment as outlined in section 14.4(d) of the Procurement of Goods and Services Policy.

#### Section 14.4(d) of the Procurement of Goods & Services Policy

##### 14.4 Single Source

Single Source means that there is more than one source of supply in the open market, but only one source is recommended due to predetermined and approved specifications. The procurement may be conducted using a Single Source process if the goods and/or services are available from more than one source, but there are valid and sufficient reasons for selecting one supplier in particular, as follows:

- d. There is a need for compatibility with goods and/or services previously acquired or the required goods and/or services will be additional to similar goods and/or services being supplied under an existing contract (i.e., contract extension or renewal).

## **2.2 Details of Purchase**

The LFD must replace end-of-life extrication equipment and related accessories on six Pumper Rescue vehicles and one reserve Pumper Rescue.

This equipment is available from Darch Fire Inc. for immediate purchase with an expected in-service timeline of Summer 2023. The total cost of this equipment, including seven sets of tools, one service bench for service and maintenance, mounting brackets, and all other required accessories is \$573,979.97 CAD (excluding HST), and the estimated cost for installation is \$94,500 CAD (excluding HST). The estimated annual expenditure after this initial purchase will be less than \$5,000 CAD; the contract period is requested in case further accessories or mounts are required as new vehicles arrive.

## **3.0 Next Steps**

The LFD will work with installation experts and the Electrical Safety Authority (“ESA”) in advance of the arrival of this new equipment to ensure the equipment can be put into service as soon as possible, and that station facilities are compliant with all electrical, maintenance, and storage needs.

The advanced education and experience recently provided to LFD personnel will allow for a seamless transition from the older technology to the new battery operated Holmatro extrication equipment.

## **4.0 Financial Impact/Considerations**

Per the Source of Financing Report attached as Appendix A, funding for this purchase is available in the Fire capital plan from accounts FS112321 and FS112322. The lifecycle of this equipment will be considered when developing future Multi-Year Budgets.

Ongoing operating costs are included in the Fire operating budget and considered when developing the 2024-2027 Multi-Year Budget.

## **Conclusion**

Single source procurement of Holmatro battery operated extrication equipment as per Section 14.4(d) of the Procurement of Goods and Services Policy is required to maintain standardization, mitigate safety risks, minimize impact to fire service levels, and to maintain essential City services.

**Prepared by:** Katerina Barton, Manager, Finance and Planning, Fire Services

**Submitted by:** Richard Hayes, Acting Fire Chief

**Recommended by:** Cheryl Smith, Deputy City Manager, Neighbourhood and Community-Wide Services

c: Jason Davies, Manager III, Financial Planning and Policy  
Steve Mollon, Manager, Procurement and Supply, Finance Supports  
Vanetia R., Solicitor I, Legal Services  
Jason Wills, Manager III, Risk Management, Legal Services

**Source of Finance Report**

**Appendix "A"**

**#23010**

January 31, 2023  
(Award Contract)

Chair and Members  
Community and Protective Services Committee

RE: London Fire Department Single Source Battery Operated Extrication Equipment - SS-2023-008  
(Subledger GG230001)

Capital Project FS112321 - Replace Firefighter Equipment

Capital Project FS112322 - Replace Firefighter Equipment

Darch Fire Inc. - \$668,479.97 (excluding HST)

**Finance Supports Report on the Sources of Financing:**

Finance Supports confirms that the cost of this project can be accommodated within the financing available for it in the Capital Budget and that, subject to the approval of the recommendation of the Deputy City Manager, Neighbourhood and Community-Wide Services, the detailed source of financing is:

<b>Estimated Expenditures</b>	<b>Approved Budget</b>	<b>Committed To This Date</b>	<b>This Submission</b>	<b>Balance for Future Work</b>
<b>FS112321 - Replace Firefighter Equipment</b>				
Vehicles and Equipment	786,193	419,378	366,815	0
<b>FS112322 - Replace Firefighter Equipment</b>				
Vehicles and Equipment	656,400	0	313,430	342,970
<b>Total Expenditures</b>	<b>\$1,442,593</b>	<b>\$419,378</b>	<b>\$680,245</b>	<b>\$342,970</b>

**Sources of Financing**

<b>FS112321 - Replace Firefighter Equipment</b>				
Drawdown from Fire Renewal Reserve Fund	786,193	419,378	366,815	0
<b>FS112322 - Replace Firefighter Equipment</b>				
Drawdown from Fire Renewal Reserve Fund	656,400	0	313,430	342,970
<b>Total Financing</b>	<b>\$1,442,593</b>	<b>\$419,378</b>	<b>\$680,245</b>	<b>\$342,970</b>

**Financial Note:**

	<b>FS112321</b>	<b>FS112322</b>	<b>Total</b>
Contract Price	360,471	308,009	668,480
Add: HST @13%	46,861	40,041	86,902
Total Contract Price Including Taxes	407,332	348,050	755,382
Less: HST Rebate	-40,517	-34,620	-75,137
Net Contract Price	\$366,815	\$313,430	\$680,245

Jason Davies  
Manager of Financial Planning & Policy

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