THE CORPORATION OF THE TOWN OF GRAVENHURST

<table>
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<th>To:</th>
<th>Committee of the Whole</th>
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<tr>
<td>From:</td>
<td>Larry Brassard, Director of Fire and Emergency Services</td>
</tr>
<tr>
<td>Date:</td>
<td>March 20, 2018</td>
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<tr>
<td>Subject:</td>
<td>Award of RFP, Fire Fleet – Tanker Replacement Report No. FES 2018-01</td>
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RECOMMENDATIONS

The Director of Fire & Emergency Services recommends:

THAT Report No. FES 2018-01 re: Award of RFP, Fire Fleet – Tanker Replacement be received for information;

AND THAT the Request For Proposal 2018 FES-001 be awarded to Carrier Centers Emergency Vehicles at a cost of $324,743.77 (plus HST)

AND THAT the Director of Fire and Emergency Services/Fire Chief be authorized to initiate the purchasing process for the procurement of the vehicle in concert with Corporate Services staff.

PURPOSE

The purpose of the “Award of RFP, Fire Fleet – Tanker Replacement” Report is to recommend the approval of the successful proponent and authorize the purchase of the subject vehicle sought under Request for Proposal number 2018-FES-001 issued earlier this year.

BACKGROUND

The Fire & Emergency Services fleet is comprised of nine large vehicles, three of which are tanker trucks whose primary purpose is to deliver large quantities of water to fires in the area of Gravenhurst that is not protected by fire hydrants. This “rural” area accounts for over 95% of the land mass of the community and therefore these trucks play an essential role in the delivery of fire protection services.

Beyond this primary function, the trucks also serve as a valuable back-up in the urban zone should the municipal water supply system serving this area ever become compromised or incapacitated. In very cold weather operations, the vehicles are occasionally pressed into
service in the urban area to supplement water supplies when hydrants are covered in snow and can’t be located, or when operational needs dictate that their use could be more efficient and effective that drawing water from a hydrant (limited staffing situations, extreme cold weather/frozen hydrants etc.).

One of the Department’s tankers has surpassed its fire service operational lifespan, and so Council approved a Capital Project this year for the replacement of the vehicle (Project number FES001) in the amount of $330,000.00. The truck being replaced is a “small format” tanker that has been especially useful when transiting limited access roads such as cottage roads, and so staff developed a specification around the need for the replacement vehicle to be equally versatile in terms of accessibility.

FES and Corporate Services staff issued a “Request for Proposal” (RFP) in January and within a very short period of time, a variety of potential vendors had contacted the Town through the “Bids and Tenders” portion of our website to download the specifications and bid related documents.

The RFP closed on February 15th, and a total of seven vendors offered proposals in response. The proposals were opened in public that same day in a process conducted by FES and Corporate Services staff.

**ANALYSIS**

Staff reviewed the proposals received and determined that the proposals submitted were all “responsive” to the RFP as issued. Staff then undertook a detailed analysis of the bid proposals and ranked them according to the scoring matrix contained within the RFP. The scoring matrix assigned point values to each proposal based on the following criteria:

- compliance with the specifications issued by the Town and whether the proposal best met the needs of the department;
- repair and warranty servicing available within a reasonable distance (2-3 hour driving distance) from Gravenhurst;
- references for similarly built/purposed vehicles;
- proponents demonstrated business/technical ability to fulfil the order;
- anticipated (best) delivery date; and
- proposal price.

It is noted that staff developed a set of “performance based specifications” for this vehicle which are more generic in nature given the eventual tasking of this particular truck, and this created the advantage of allowing the proponents to design and offer their best product without
the restrictions that a more traditional “design specification” can place on certain manufacturers.

The following table lists a summary of the compliant bid proposals in order of final evaluation standing:

<table>
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<tr>
<th>Proposal Ranking</th>
<th>Proposal Summary</th>
<th>Proponent</th>
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<tbody>
<tr>
<td>1. (94/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “MetalFab” Tanker &gt; $324,743.77</td>
<td>Carrier Centres Brantford, ON</td>
</tr>
<tr>
<td>2. (87/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “KME” Tanker &gt; $341,061.99</td>
<td>Metz Fire &amp; Rescue Guelph, ON</td>
</tr>
<tr>
<td>3. (85/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “Dependable” Tanker &gt; $279,900.00</td>
<td>Dependable Emerg. Vehicles Brampton, ON</td>
</tr>
<tr>
<td>4. (81/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “Rosenbauer” Tanker &gt; $323,000.00</td>
<td>Resqtech Systems Inc. Woodstock, ON</td>
</tr>
<tr>
<td>5. (77/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “Maximetal” Tanker &gt; $290,000.00</td>
<td>Maxi Metal Inc. St.-Georges, QC</td>
</tr>
<tr>
<td>6. (76/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “Spartan” Tanker &gt; $359,700.00</td>
<td>Safetek Abbotsford, BC</td>
</tr>
<tr>
<td>7. (75/100)</td>
<td>2019 Freightliner M2106, 1500 gallon “Toyne” Tanker &gt; $314,088.81</td>
<td>Mississauga Fire App. Mississauga, ON</td>
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Table 1 – Summary of compliant bid proposals received post RFP scoring.

The proposal submitted by Carrier Centers Emergency Vehicles (Carrier) scored the highest point value during the evaluations and was assessed as the proposal which best aligns with the needs of the Town for this project and therefore Staff recommends that the Director of Fire and Emergency Services/Fire Chief be authorized to initiate the purchasing process with this proponent at a cost of $324,743.77 (plus HST). It should be noted that the Town’s purchasing by-law/policy specifies that the awarding of contracts obtained via RFP shall be issued to the highest scoring compliant bidder.

The vehicle being proposed by Carrier is Canadian built by MetalFab Fire Trucks in Centreville New Brunswick. While the Town of Gravenhurst has no current experience with “MetalFab” fire vehicles, the manufacturer boasts over 100 fire trucks in Ontario communities including Huntsville, Bracebridge, Muskoka Lakes, Severn, Parry Sound, Orillia and Oro-Medonte.

Underwriters Laboratories of Canada (ULC) has certified and designated MetalFab to conduct pump and apparatus testing and apply the ULC testing labels. They are ISO9000 certified;
employ their own product engineering staff; are Canadian Welding Bureau certified; and are a family owned and operated established Canadian business with more than 50 years’ experience building fire apparatus. Reference checks with the fire departments in Muskoka utilizing their vehicles have proved consistently positive.

Carrier will conduct any warranty work required, and have a number of licensed heavy truck and coach mechanics who are also Master Emergency Vehicle Technician certified tradespersons on staff. Warranty repair work if required can be facilitated on-site in Gravenhurst via their mobile, or in-house service at their Brantford location if necessary. Carrier additionally provides 24/7/365 service coverage.

It should be noted that all of the proponents offered vehicles constructed on the same commercial Freightliner M2 106 chassis. Carrier did offer a second option of constructing the vehicle on a different chassis (with an approximate $3000.00 positive price variation), however staff did not feel that this offered the best value for the Town over the anticipated 20 year lifespan of the vehicle due to performance, quality and serviceability related concerns.

CONSULTATION

The following individuals / community groups were consulted:
- Member(s) of the FES Operational Leadership Team (design phase)
- Fleet Foreman/Deputy Fire Chief (assessment phase)
- Purchasing/Financial Analyst (procurement phase)

CORPORATE FINANCIAL IMPACT

Capital Project FES001 was approved with a budget of $330,000 and so the procurement of the subject vehicle at the aforementioned cost is both compliant with the Town’s procurement policies and within project parameters.

COMMUNICATIONS

If approved, communications with the successful proponent will be facilitated with the issuance of the appropriate purchase order.

CONCLUSIONS

In conclusion, the response to the RFP issued for the replacement tanker fire truck submitted by Carrier Centers Emergency Vehicles at a cost of $324,743.77 is both responsive and
represents the best value for the community. The truck has a serviceable lifespan of 20 years under anticipated operational conditions and meets the needs of the department in every way.

RELATION TO STRATEGIC PLAN

This Report advances and supports the following elements of the Town of Gravenhurst Strategic Plan by:

**Goal 2: Build a Safer, Healthier & More Environmentally Sustainably Community**

**2A: A safer community**

The acquisition of the subject apparatus is in keeping with the fleet replacement recommendations as contained in the Master Fire Plan (MFP), and therefore is directly supported by the Strategic Plan goals which reference the intent to support the MFP.

**Goal 5: Provide Better Municipal Service**

**5A: Exceptional municipal customer service**

The acquisition of the subject apparatus will ensure that the tanker trucks within the FES fleet are modern, environmentally friendly, reliable and safe which will allow for more efficient delivery of fire protection services in the community.

RELATION TO OTHER MUNICIPAL REPORTS, PLANS OR APPLICABLE LEGISLATION

This Report related to other municipal reports, plans or applicable legislation including:

1. Master Fire Plan
2. Gravenhurst Fire Department Establishing and Regulating By-law, 2013-23
3. Fire Protection and Prevention Act

ATTACHMENTS - nil

RESPECTFULLY SUBMITTED BY:

Author: Larry Brassard, Director of Fire & Emergency Services/Fire Chief
Approved by: Glen Davies, Chief Administrative Officer