

**Report to Council**

Re: Treasurer-2024-22

From: Paul Creamer

Date: October 15, 2024

Re: Purchasing Report – Fire Pumper Apparatus

**Recommendation:**

That the Treasurer-2024-22 report, dated October 15, regarding the Award of RFP FD-2024-01 – Supply and Delivery of Two Pumper Fire Apparatus be received; and

That Camions Carl Thibault Inc. be awarded the contract to supply two pumper fire apparatus vehicles;

That staff be directed to agree to a progressive payment schedule, where payment will be made for the chassis upon arrival at the vendor, which reduces the price by \$14,500 per truck resulting in a total price of \$637,048.00 per vehicle and a total of \$1,274,096; and

That reserves be allocated for the purchase.

**Overview:**

This report includes the results of the RFP FD-2024-01 - Supply and Delivery of Two Pumper Fire Apparatus for award and approval.

**Project Background** – In the 2024 Budget staff presented to Council the following information:

***Fire Apparatus Replacement Strategy***

- Fire Apparatus costs are increasing 10% per year.
- DDFS has several vehicle replacements in the upcoming years; the replacement schedule would dictate pumper replacements in 2024 and 2026. Currently new orders are a two-year delivery time, and therefore the 2024 replacement is being pushed to 2025, if a chassis can be secured.
- Given the lead time for orders and increased costs we need to be creative with our procurement strategy to try and find savings. Options include a multiple year commitment with a vendor or paying up front for certain items.
- Initial conversations with vendors indicate, by being proactive in our approach we could secure current pricing which would save the future inflation costs which in this case would be upwards of \$60,000 per year per vehicle.
- To ensure the needed replacements are received in a timely manner we will need commitment from Council to move forward and tender the trucks. Council would be notified of the tender results prior to any commitments being made. A resolution will be brought forward to be approved with the adoption of the budget that would allow staff to tender the trucks.

On November 14<sup>th</sup> at the 2024 Budget Working Session, Council passed the following motion, "Finance to come back with proposal regarding replacement schedule and procurement of the Fire Apparatus." and this report is a follow-up to that motion.

**RFP Results** - RFP FD-2024-01 - Supply and Delivery of Two Pumper Fire Apparatus was issued on August 16<sup>th</sup> on the Bids and Tenders system. The RFP closed on September 27<sup>th</sup> and the Township received three bid submissions.

The evaluation team reviewed each proposal based on the following breakdown of Scores:

Rated Elements	Point Allocation
Company Profile/Service/Support	25
Company Performance/Experience and References	25
Vehicle Specifications	25
Pricing	25
<b>Total</b>	<b>100</b>

These were the results of the consensus evaluation:

Rank	Vendor	Pricing (excl. HST)	Consensus-scoring of Rated Elements
1	Camions Carl Thibault Inc.	-\$1,303,096.00	95
2	Commercial Truck Equipment Corp.	-\$1,399,744.00	88
3	Battleshield Industries Ltd.	-\$1,617,933.00	67

Camions Carl Thibault Inc. scored the highest after evaluation of the proposals and staff are recommending awarding the RFP to Thibault. Here are some important details regarding the proposal from Thibault:

- Delivery date: It is expected that the trucks will be delivered within 24 months of the agreement date.
- Specifications: Thibault is proposing to provide two 2026 Freightliner M2-106 Crew Cab models which fully matched the specifications requested in the RFP Document with no exceptions.
- Warranty and after sale support is industry standard and comparable.
- Thibault supplied the Township with a similar pumper in 2023.

**Budget:** There was no budget approved for this purchase given the cost uncertainty and the current lead time of up to two years to obtain a fire vehicle.

**Award Amount:** Camions Carl Thibault Inc. was the low bidder in the amount of \$651,548.00 per truck for a total of \$1,303,096.00 excluding HST.

Included in the proposal is the option for a progressive payment of the contract where the Township can pay for and purchase the chassis upon arrival at the vendor. At this time the ownership of the chassis would be in the Townships name. If the Township elects to proceed with this option, then Thibault would reduce the sale price by \$14,500 per vehicle thereby decreasing the sale price to \$637,048.00 per vehicle and a total of \$1,274,096.

<u>Rated Elements</u> (each out of 25 points)	<u>Camions Carl Thibault Inc.</u> \$1,303,096.00	<u>Commercial Truck Equipment Corp.</u> \$1,399,744.00	<u>Battlesfield Industries Ltd.</u> \$1,617,933.00
<u>Stage I - Company Profile/Service/Support</u>	<u>25</u>	<u>25</u>	<u>8</u>
<u>Stage II - Company Performance/Experience/References</u>	<u>20</u>	<u>20</u>	<u>20</u>
<u>Stage III - Vehicle Specifications</u>	<u>25</u>	<u>20</u>	<u>18</u>
<u>Stage IV - Pricing</u>	<u>25</u>	<u>23</u>	<u>20</u>
<b>Total</b>	<b>95</b>	<b>88</b>	<b>67</b>

Due to ongoing supply shortages and logistical challenges, the delivery of the two fire pumper apparatus is estimated to be in 2026.

**Conclusion:**

Carl Thibault Emergency Vehicles stands out as a premier choice for fire truck solutions due to its long-standing history, innovative advancements, and commitment to quality. This company is the most experienced in the field of emergency vehicle manufacturing among the bidders, offering a comprehensive range of product support and services along with an industry standard warranty.

**Financial Impact:**

Reserves will be allocated for the purchase of the fire pumper apparatus. However, Council can consider the funding of the pumpers in the 2025 and 2026 budgets.



**Service Modernization and Innovation**  
Modernizing, refining and innovating services for residents is essential to effectively meet the needs of our community, enhance our operational efficiency, and ensure we remain adaptable in a rapidly changing world.



**Business Attraction, Expansion, and Retention**  
Business attraction, expansion, and retention is vital for the economic health and sustainability of our Township, such as job creation, tax revenue, investing in innovation, maintaining our quality of life, and supporting community stability.



**Infrastructure Renewal**  
Infrastructure renewal is a critical investment for our Township as it will ensure our adherence to health and safety, economic development, investment attraction, environmental sustainability, quality of life, public confidence, and regional competitiveness.

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**Report Approval Details**

Document Title:	Purchasing Report - Fire Pumper Apparatus.docx
Attachments:	
Final Approval Date:	Oct 9, 2024

This report and all of its attachments were approved and signed as outlined below:

**No Signature found**

Chuck Pedersen

Martina Chait-Hartwig

Mike Rutter