



## STAFF REPORT ACTION REQUIRED

### Sole Source Purchase of One Demonstrator 30m Rear Mounted Aerial Ladder

<b>Date:</b>	June 9, 2010
<b>To:</b>	Community Development and Recreation
<b>From:</b>	Fire Chief and Director Purchasing and Materials Management Division
<b>Wards:</b>	All Wards
<b>Reference Number:</b>	P:/2010/Internal Services/PMMD/cd10026PMMD (AFS # 12356)

#### **SUMMARY**

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The purpose of this report is to obtain Council authority for the issuance of a Sole Source contract for the purchase of one demonstrator model rear-mounted 30 meter (105') tandem axle aerial ladder fire apparatus that provides fire pump capabilities, water tower function, and rescue operations at emergency incidents from Safetek Emergency Vehicles, the Canadian Dealer for Smeal Fire Apparatus. The purchase of this aerial device would provide Toronto Fire Services (TFS) with immediate replacement of a 15 year old unit still in front line service, which will then become a back-up when similar units require maintenance.

The cost of a demonstrator model that is currently available for purchase is lower by approximately \$70,000 to \$100,000 compared to an identical truck at current prices and exchange rate, that is not normally in inventory at Smeal Fire Apparatus,. The demonstrator unit, with a purchase price of \$757,500 inclusive of all taxes, is \$90,013 less than the most recent TFS purchase (RFQ 6115-05-3299, delivered in 2007) and is built to a newer NFPA standard with an engine meeting a higher regulated emission standard, both increasing the cost of all fire apparatus currently built.

The purchase of this unit will allow the City to avoid the usual lag time of up to 14 months between specifying, ordering, staff inspecting the various manufacturing stages, and final delivery of the vehicles. The demonstrator model is not subject to any operational wear and tear prior to acquisition and is not subject to any additional operating or depreciation costs.

#### **RECOMMENDATIONS**

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**The Fire Chief and the Director, Purchasing and Materials Management Division recommend that:**

1. Council grant authority to the Fire Chief and General Manager of Toronto Fire Services to enter into a sole source contract with Safetek Emergency Vehicles, the Canadian Dealer for Smeal Fire Apparatus, for the purchase of one (1) demonstrator model rear-mounted 30 meter (105') tandem axle Smeal aerial ladder mounted on a Spartan Motors custom chassis in the amount of \$757,500.00 Cad net of HST on terms and conditions as approved by the Fire Chief and General Manager and in a form acceptable to the City Solicitor.

**Financial Impact**

The funding for the purchase is available in Fleet Services' 2010 Approved Capital Budget under WBS number CFL014-9 (Fleet Replacement Program-Fire Services-2010). The 2010 approved cash flow for the project is \$8,752,900.00 with actuals and commitments of \$6,355,961.00 in the current period with uncommitted funds available of \$2,396,938.00.

The Deputy City Manager and Chief Financial Officer has reviewed this report and agree with the financial impact information.

**ISSUE BACKGROUND**

If TFS were ordering an identical truck, at current prices and exchange rate that would not normally be in inventory from Smeal Fire Apparatus, the quoted price would be between \$70,000 to \$100,000 more than the demonstrator model currently available, as shown in comparison prices below.

<b>City</b>	<b>PO Date</b>	<b>Unit cost</b>
Richmond Hill	9/22/2009	925,000
Mississauga	5/25/2009	856,119
TFS 6115-05-3299	Delivered 2007	847,513
Smeal Demo		<b>757,500</b>

The demonstrator unit proposed is \$90,013 less than the third year option of the most recent TFS purchase (RFQ 6115-05-3299, delivered in 2007) and is built to a newer NFPA standard with an engine meeting a higher regulated emission standard, both increasing the cost of all fire apparatus currently built.

## **COMMENTS**

### **Specialized Fire Apparatus for Rescues**

The purchase of this Aerial Device would provide Fire Services with a unit almost identical to those specified for purchase and used by Operational staff. Purchasing this brand of aerial device significantly reduces staff training concerns and maintenance issues while placing the unit in service, and training the Technicians maintaining it.

TFS currently have 28 Smeal Aerial apparatus in service within the compliment of 30 front line and 7 spare aerial apparatus units. Smeal have consistently been the lowest bidder meeting specification for all recent aerial device RFQ calls. TFS are in the process of revising the rear-mount aerial specification to purchase more units in the future, but are still subject to the significant lead time as noted above.

This demonstrator unit is only available because the dealer had to supply a demo unit temporarily to another city to fulfill a contractual obligation while their truck was being built. With that unit delivered, TFS now has the opportunity to purchase this demo at a financial and labour cost saving to the city.

### **Toronto Fire Services Require Aerial devices for operational needs**

The following outlines the importance to fire fighting operations:

- allows the capability to function as an elevated master water stream and be used as a continuous evacuation route,
- provides the ability to function as a Pumper truck when required,
- transports a full NFPA compliment of ground ladders for window and roof access, and
- carries fire hose and water for deployment at an emergency scene.

The design of the hydraulic aerial ladder and controls are identical in design to all current units used by TFS, maximizing operator competence and safety during rescue and water flow operations. The demonstrator unit is built on the identical cab and chassis currently used, with virtually all physical attributes identical to the units currently specified by TFS.

## **CONTACT**

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## **SIGNATURE**

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