

TO: GENERAL COMMITTEE

SUBJECT: SINGLE SOURCE AWARD FOR FIRE APPARATUS

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SUBMITTED BY: J. LYNN, FIRE CHIEF *as per J. Lynn* (DF)

GENERAL MANAGER APPROVAL: J. SALES, GENERAL MANAGER OF COMMUNITY SERVICES *JSH*

CHIEF ADMINISTRATIVE OFFICER APPROVAL: JON M. BABULIC, CHIEF ADMINISTRATIVE OFFICER *J. Ball*

RECOMMENDED MOTION

1. That in accordance with By-Law 2008-121, The Procurement of Goods and Services, Article 14, Sole Source Purchase;
 - a) Staff, negotiate a single source agreement, with Safetek Emergency Vehicles Ltd. for the purchase of a Smeal pumper for the Station 5 in an amount, not to exceed \$650,000.
 - b) A long term fleet management contract, be negotiated with Safetek Emergency Vehicles Ltd., the Canadian Distributor of Smeal fire apparatus, for the supply of pumpers and aerial platforms for Barrie Fire & Emergency Service for a period of Seven (7) years in an amount not to exceed the amount allocated in the annual business plan.

PURPOSE & BACKGROUND

2. The purpose of this staff report is to obtain Council approval to purchase a pumper for Station 5 on a single source basis to ensure that fire apparatus for BFES have the same features and design that are in compliance with, and not limited to, Legislation, Standards N.F.P.A. 1901, U.L.C. S515, Department of Transport and Canadian Standards Authority, and to realize service and training savings made available by maintaining a fleet of apparatus that have the same features.
3. This standardization, will allow for a fire fighter to work from any station as they will be familiar with that type of apparatus due to consistency of apparatus types and features.

ANALYSIS

4. The City has purchased 2 aerial – platforms for BFES from Smeal in the past, that are of high quality, ease of operation and provides excellent service.
5. The City of Barrie has a fleet of fire apparatus which has seven different makes of chassis and body styles. Each fire apparatus is custom built by the manufacturer which results in uniqueness in parts, maintenance, repairs and training. In recent years, there have been occasions in which fire apparatus have been out of service for extended periods due to the unavailability of parts which Fleet services does not normally keep in stock.

6. Fleet Services and Fire & Emergency Service staff have done an internal review to determine whether the standardization of some equipment would be appropriate and beneficial to the Corporation as each apparatus has a variety of parts that are not interchangeable with other apparatus.
7. Smeal's Canadian market share for aerial apparatus is 60% to 70%. They are the market leaders for major Canadian fire departments. Smeal presently supplies approximately 80% of the aerials in Ontario.
8. The single source procurement process for fire apparatus has become increasingly popular for a number of reasons;
 - a) Standardization of apparatus for training and maintenance
 - b) Prompt after sale service and parts support and lower non warranty parts costs
 - c) Single source warranty authorization for warranty claim reimbursement
9. Smeal offers a patented proprietary ergonomic fire hose load system which allows the fire hoses to be safely loaded at ground level without requiring personnel to climb on top of the apparatus to reload hose into the hose bed area thereby increasing fire fighter safety. Both Smeal aerial-platforms currently in service with BFES, have this feature, and have been widely accepted, as a positive safety feature by the fire fighters.
10. The ability to load hose, foam tanks along with the operation of master streams and telescoping lights from the ground, enhances fire fighter safety and is in compliance of the O H & S Act's, Section 21 Committee's Guidance Note # 6-29, Prevention Of Falls From Fire Apparatus.
11. The ability to work at ground level also protects fire fighters from being exposed to potential injury when working on top of a fire apparatus. Within the apparatus bays there are obstacles above their head, such as building components and infrastructure which could cause a significant injury and possibility resulting in a fire fighter falling off the apparatus, due to the injury.
12. Having the ability to work on ground level is a positive safety feature for Fleet Services personnel as the requirement of them working on the apparatus, at a higher elevation is diminished.
13. Fleet Services presently has the tools, hardware and training to service the Smeal aerial-platforms and Safetek operates a customer support service centre in Mississauga. Thereby supporting their product, with a rapid response to any enquiries and cost savings in travel time and technical support.
14. By obtaining identical vehicles would permit both fire fighters and Fleet Services staff to safely and efficiently operate and maintain the vehicles, reducing financial impact of maintenance and training procedures and ensuring continued safety of our fire fighters.
15. It presently takes 6 to 7 hrs to train each fire fighter on the operation of a new fire apparatus. By establishing a standardized apparatus with the continuity of features, it is estimated, that the time requirement, would be reduced to 2 hrs per fire fighter.
16. This standardization will also reduce the number of hours required by fleet services personnel to become trained on the maintenance and operational requirements of the apparatus. It presently takes approximately 60 to 80 hours for a fleet technician to be trained on a new apparatus, they are not familiar with. This amount of time would be reduced to approximately 20 hours with the standardization of the apparatus.

17. The establishment of a standardized fire apparatus will save man hours that would normally be required to develop fire apparatus specifications. Once established each apparatus would be identical with the exception of upgrades or minor changes to the document. Presently staff, could spend, up to 300 man hours preparing the apparatus' specifications, the RFP (request for proposal) document and the evaluation process of the received bid documents. Once the RFP has been awarded to the successful bidder, it takes approximately 12 to 18 months to take delivery of the fire apparatus, during which time staff spend 2 to 3 days inspecting, the apparatus at the manufacturer's site and ensuring that the RFP requirements are being met.
18. A number of municipalities in Canada have chosen to single source their fire apparatus purchases in order to standardize design, quality and construction which in turn provides costs savings in the long term. These include and not limited to, Toronto, Ajax, Markham, London, Calgary, Edmonton, Vancouver, Calgary, Delta and Vaughan.
19. The life expectancy for a BFES pumper is 8 years in active service and up to 3 years in a reserve capacity. An aerial is in active service for 10 years with another 3 as a reserve. It is anticipated that the life expectancy of an apparatus will lengthen, due in part to the to the excellent product quality and customer service provided by Smeal. Therefore the necessity to replace apparatus as often, will be reduced.
20. Our experience has indicated that initial operator training; maintenance training and operating costs have been less onerous with the Smeal units in comparison to the other units purchased in the past.

ENVIRONMENTAL MATTERS

21. There are no environmental matters related to the recommendation.

ALTERNATIVES

22. There are two alternatives available for consideration by General Committee:

Alternative #1

General Committee could conduct a competitive process for the acquisition of the pumper for Station 5.

This alternative is not recommended as it could result in the purchase of a different make of apparatus resulting in additional training and maintenance costs and the inability to transfer fire fighters from one station to another due to the lack of training.

Alternative #2

General Committee could choose to continue without a long term fleet management system in place.

This alternative is not recommended, as additional costs would result, both in the aspect of training, not only fire fighters but Fleet Services personnel. It will also mean additional costs to ensure an all encompassing stock of parts is available to service a fire apparatus that is not consistent with other apparatus presently in service.

FINANCIAL

23. It is anticipated there will be cost savings in training fire fighters and lower maintenance and repair costs. The total number of hours to train fire fighters will be reduced from approximately 720 hours to 240 hours.
24. To train each platoon's shift training instructor on apparatus, which normally required them to attend during their time off and incurred overtime, will be reduced from 64 hours to 24 hours which relates to approximately a \$4,000. in savings of overtime.
25. The purchase of this apparatus received Council approval, as an inclusion to the 2011 Business Plan.
26. The standardization of the apparatus would present a cost savings of between \$4,000 and \$6,000 per technician of Fleet Services, due to less time required to train them on the apparatus.

LINKAGE TO 2010-2014 COUNCIL STRATEGIC PLAN

27. The recommendation(s) included in this Staff Report are not specifically related to the goals identified in the 2010-2014 City Council Strategic Plan.