



City of Richmond

Report to Committee

To: Community Safety Committee

Date: November 5, 2018

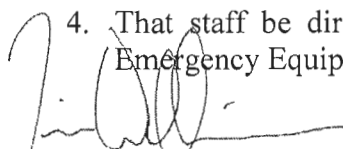
From: Tim Wilkinson
Fire Chief

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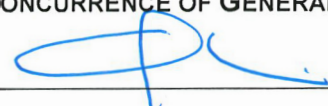


Re: Request for Proposal 6225P – Award of Supply and Delivery of Fire Apparatuses for Richmond Fire Rescue (RFR)

Staff Recommendation

1. That the Contract 6225P for the supply and delivery of one Fire Pumper Apparatus be awarded to Commercial Emergency Equipment Co. at a total cost of \$1,085,258.05 including taxes;
2. That the General Manager, Community Safety be authorized to execute a contract with Commercial Emergency Equipment Co. for the purchase of one Fire Pump Apparatus identified within Request for Proposal (RFP) 6225P;
3. That a Memorandum of Understanding (MOU) be developed between Commercial Emergency Equipment Co. and the City to establish terms of reference for procurements of future apparatus for up to a five-year period; and
4. That staff be directed to report back with the proposed MOU between Commercial Emergency Equipment Co. and the City for Council approval.



Tim Wilkinson
Fire Chief
(604-303-2701)

REPORT CONCURRENCE		
ROUTED TO: Finance Department	CONCURRENCE <input checked="" type="checkbox"/>	CONCURRENCE OF GENERAL MANAGER 
REVIEWED BY STAFF REPORT / AGENDA REVIEW SUBCOMMITTEE	INITIALS: 	APPROVED BY CAO 

Staff Report

Origin

During the December 11, 2017 Council meeting Council approved the Capital Budget which included the replacement of one Fire Pumper Apparatus.

This report supports Council's 2014-2018 Term Goal #1 A Safe Community:

Maintain emphasis on community safety to ensure Richmond continues to be a safe community.

1.2. Program and service enhancements that improve community safety services in the City.

Findings of Fact

Fire fleet vehicles and equipment have a dedicated funding source; the Fire Vehicle and Equipment Reserve. Each year staff may submit capital projects if there is sufficient funding in this reserve fund and Council has the opportunity to approve the projects during the budget process.

In August 7, 2018, the City of Richmond issued a Request for Proposal (RFP 6225P) for the purchase of one Pumper Apparatus for Richmond Fire Rescue (RFR). The key deliverables for RFP 6225 were to supply and deliver of one Pumper Apparatus with the option of purchasing additional Apparatuses for up to a five year period.

By including an option of purchasing additional Apparatuses in the RFP, the City is seeking to realize innovative financial and technical solutions to deliver Apparatuses that have been designed and manufactured to RFR standards in the most efficient and cost effective manner.

Key considerations for the Apparatus were:

- a) Compliance to all applicable standards, laws, regulations;
- b) Performance that prioritizes:
 - Ergonomics; and
 - Firefighter safety; and,
- c) Operational safety:
 - Operational efficiency;
 - Preventative Maintenance Program that focuses on;
 - Lowest and total cost of ownership;
 - Self-management;
 - Contracted parts pricing and access to Original Equipment Manufacturer ("OEM") parts;
 - Robust warranties; and,
 - Minimizing Vehicle downtime.

Based on the above deliverables, the evaluation committee evaluated a wide range of criteria, including, but not limited to, understanding of RFR's objectives and requirements, the financial offer and total cost of ownership, business and technical reputations and capabilities, the apparatus specification, and value added services. Going forward, City tender documents will be disclosing weightings, in addition to evaluation criteria to comply with recent trade agreements.

The RFP closed on September 12, 2018 and the City received two proposals:

- Commercial Emergency Equipment Co. (Commercial): total cost of \$1,085,258.05 including taxes, Commercial is the distributor of Pierce Manufacturing Fire Trucks; and,
- Associated Fire Safety (Associated): total cost of \$888,332.67 including taxes, Associated is the distributor on E-One Fire Trucks.

When reviewing the cost differential it is important to note that a considerable number of components within the Associated Fire Safety proposal cannot be considered equivalent to the components specified in Commercial's proposal. While the components proposed within the Associated Fire bid are less expensive they are considerably inferior to the Commercial Truck bid. The product provided by Commercial Truck is an overall superior product and provides the greatest value for purchase. If RFR were to proceed with Associated's proposal this would result in a reduction in firefighter safety, a reduction in operational efficiency and effectiveness and an increase in the total cost of ownership. In addition, RFR has invested in training of mechanics, specific tools and inventory and trust in the product provided by Commercial Truck.

The Associated proposal did not address the potential five year component of the RFP nor provide any value added services their company could provide to RFR. RFR intends to work with Finance and Commercial Emergency Equipment to create a Memorandum of Agreement to create a collaborative working relationship for purchases of fire apparatus over the next five years; this agreement will create a more efficient and effective purchasing process. The terms of the Memorandum of Agreement would be the subject of a report to Council when completed.

Financial Impact

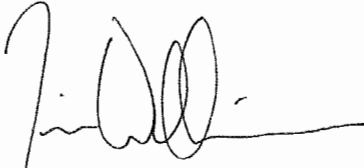
It is recommended that the City take advantage of a 90% Prepayment – 10% holdback to receive a discount of \$28,954.60. RFR recommends proceeding with the 90% Prepayment – 10% holdback as the last six fire apparatus purchased were all constructed by Pierce manufacturing with no outstanding problems occurring with the manufacturing process.

The price identified within RFP 6225 for one Fire Pumper apparatus is with the 90% Prepayment – 10% holdback is \$1,085,258.05 including all applicable taxes. Funding is available in the approved Fire Vehicle Replacement capital project and this bid is within the approved budget.

The City pricing is valid until January 10, 2019.

Conclusion

The process followed to procure the Fire Pumper Apparatus is in compliance with the City of Richmond's Procurement Policy and Disposal of City Assets Policy. Commercial Emergency Equipment Co. provides the best value to the City and is therefore recommended.

A handwritten signature in black ink, appearing to read 'Tim Wilkinson', with a long horizontal line extending to the right.

Tim Wilkinson
Fire Chief
(604-303-2701)
TW:tw