



City of Richmond

Report to Committee

To: Community Safety Committee **Date:** November 16, 2016
From: Tim Wilkinson **File:** 02-0745-01/2016-Vol
 Acting Fire Chief, Richmond Fire-Rescue 01
Re: **Request for Proposal 5732P – Fire Pump Apparatus and 75' Ladder Apparatus**

Staff Recommendation

1. That Request for Proposal 5732P - Supply and Delivery of 1 (One) Quint Fire Apparatus for Richmond Fire Rescue, be awarded to Wholesale Fire & Rescue Ltd., at a total cost of \$1,356,474.00 plus applicable taxes.
2. That the Chief Administrative Officer and General Manager of Law and Community Safety be authorized to negotiate and execute a contract with Wholesale Fire & Rescue Ltd. (WFR) for the purchase of two (2) fire pumper apparatus in 2017.

Tim Wilkinson
 Acting Fire Chief
 (604-303-2701)

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

Staff Report

Origin

During the 2015 and 2016 Capital Budget process Council approved the expenditure of \$2,178,264, which was included in the respective 5 year financial plans, for two new fire apparatus. The original scope of the Request for Proposal includes provisions within the process allowing the City to purchase one or two fire apparatus. The review process has been completed to find that the initial budget to purchase two fire apparatus was insufficient. Council's approval to award the contract based on the purchase of one (1) apparatus is sought to permit the apparatus to be delivered in 2017.

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.

Background

Operating a fire service that supports Council's mandated services to respond to routine, specialized, minor and major incidents while meeting industry standards requires an inventory of equipment and apparatus. Richmond Fire-Rescue's (RFR) apparatus inventory is assigned to primary or reserve status. Primary status apparatus are those vehicles that are specifically assigned to a fire hall and have been in service less than 15 years. The reserve status vehicles are not assigned to a Firehall, have been in service greater than fifteen years and are used when primary apparatus is under repair or the magnitude of an event requires additional staff and apparatus.

The vehicle inventory is well maintained mechanically and inspected to ensure that the vehicles are capable to deliver fire-rescue services. The inspection system includes the following considerations:

- Vehicle conditions including mileage and maintenance costs.
- Equipment efficiencies and sustainability.
- Industry standards from the National Fire Protection Association (NFPA).
- New technology and innovations.

Industry standards in North America for fire and public safety are provided by the NFPA. The NFPA has identified a 15 year life cycle for primary emergency response vehicles with an additional five years of service in a reserve role, for a total of 20 years. The vehicles that will be decommissioned have greater than 20 years of service.

Public Request for Proposal

To facilitate the replacement of aging apparatus, Request for Proposal 5732P was issued to the marketplace on August 31, 2016. A single Request for Proposal for a fire pump and a 75' Quint fire apparatus was issued to allow for consistency in the style and type of units, which facilitates ease of operation, maintenance and potential economies of scale.

Request for Proposal 5732P closed on September 20th, 2016 and resulted in submissions from Smeal Fire Apparatus Co., Wholesale Fire & Rescue Ltd. and Associated Fire Safety.

Request for Proposal Evaluation

An interdepartmental review of the technical specifications and requirements noted that the apparatus be designed to address:

- operations in a dense urban environment;
- the safety of personnel;
- optimal work flow for fire crews and Emergency Vehicle Technicians (EVT's); and
- ergonomics with the intent to improve functionality while mitigating injury.

After a thorough evaluation of the submissions it was determined that Wholesale Fire & Rescue (WFR) provided the best value response in terms of specification, standardization of the fleet and value for the money. During the evaluation process RFR determined that WFR's proposal is the only contractor in the market currently and for the foreseeable future that can fully meet the City's requirements.

The WFR fire pump and 75' Quint fire apparatus provide for enhanced movement and operations in an urban setting such as lower overall height and tighter turning radius for the ladder. This will benefit truck movement in densely developed areas of Richmond. Further, additional safety features are included such as controls and switches on the steering wheel that allow the driver to keep focused on the road and with their hands remaining on the steering wheel.

WFR's design of the pumper and the ladder is oriented closer to the ground, which improves safe access and egress, potentially reducing injury of the fire personnel.

During the evaluation process the budgetary impacts were considered and the findings are that the American dollar had accelerated at a rate not originally considered within the Capital budget in regards to the Fire Pumper. While budget is a key consideration the bid that was best fits the RFR's operational requirements, allows for standardization of fleet and is evaluated as best value WFR's proposal. RFR does not expect that the market would change demonstrably within the next year. This leads to the conclusion that going back out to market in 2017 would not provide any further advantage. Therefore RFR recommends that, the CAO and General Manager of Law and Community Safety, be authorized to negotiate and execute a contract for the purchase of two Fire Pumper Apparatus in 2017. RFR has worked with Finance to address the budgetary concerns and Council will be given the opportunity to address this within the 2017 Capital Budget process. RFR expects that the Fire Vehicle and Equipment reserve will be better positioned in 2017 to the point where two Fire Pumpers could be purchased on budget.

Financial Impact

The recommendation is to award WFR with the contract to purchase the Fire Quint Apparatus, providing best value for the dollar for the fire apparatus. The total capital budgets approved for both apparatus are not adequate to allow for the purchase of both vehicles in 2016. The recommendation is to approve the purchase of the Quint fire apparatus at \$1,356,474.00.

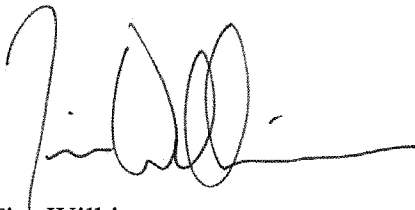
The Request for Proposal award of \$1,356,474.00 plus applicable taxes of \$94,953.18 pst and \$67,823.70 gst results in a total cost of \$1,519,280.88. These costs are guaranteed by WFR for 90 days from September 20th, 2016.

Purchasing the quint fire apparatus vehicle in 2016 is within the existing approved capital budget.

Conclusion

The process followed to procure the apparatus is in compliance with the City of Richmond's procurement policy.

Awarding the Request for Proposal to Wholesale Fire & Rescue represents 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
Acting Fire Chief
(604-303-2701)