

## COUNCIL REPORT

M&C No.	2019-123
Report Date	May 10, 2019
Meeting Date	May 21, 2019
Service Area	Finance and Administrative Services

His Worship Mayor Don Darling and Members of Common Council

***SUBJECT: Fleet Replacement Procurement – May 2019***

***OPEN OR CLOSED SESSION***

This matter is to be discussed in open session of Common Council.

***AUTHORIZATION***

Primary Author(s)	Commissioner/Dept. Head	City Manager
<b><i>Kevin Loughery / Chris Roberts / Joe Armstrong</i></b>	<b><i>Kevin Fudge / Ian Fogan / Kevin Clifford</i></b>	<b><i>John Collin</i></b>

***RECOMMENDATION***

It is recommended that Common Council award the purchase of one (1) 2020 E-One Typhoon Rescue Pumper at a total cost of \$671,978.89 plus HST to Techno Feu Inc.

***EXECUTIVE SUMMARY***

The City manages a fleet of 14 fire apparatus utilized by the Saint John Fire Department.

Each year, the City's Fleet Services Division works with various City departments and commissions to identify and replace vehicles which have reached the end of their useful service lives. The purpose of this report is to make recommendations to award the latest tendered vehicles and/or equipment which require Common Council approval.

The City currently has over 100 vehicles and equipment past their optimal replacement point (ORP, a calculation based on the age of a vehicle, the odometer reading, overall condition and maintenance cost) and this year, vehicles (some of which are the least reliable and most expensive to maintain) will be replaced through the City's procurement processes.

The rescue pumper in this recommendation is to replace unit 020, a 2000 Spartan Pumper with an ORP index of 35.

The lifetime maintenance cost for unit 020 is \$339,658.34 with \$75,464.70 representing the last two years of use.

The total lifetime maintenance cost for this unit is quickly approaching the initial purchase price and the escalating maintenance costs are expected to continue with continued operation. The tentative delivery date on the new rescue pumper is 56 weeks.

The specifications developed for this proposed replacement are like for like and align with our existing fleet, to ensure ease of transition and training for staff and the selection process was completed through a blind scoring RFP process. The selected equipment had both the highest technical score and overall score once the purchase price was factored in. This proposed replacement is to be equipped with a stainless steel body which is expected to extend the life cycle compared to unit 020 which had an aluminum body. It is anticipated, this option will lower maintenance costs and increase the in-service time for the life of the asset.

The Saint John Fire Department intends to contribute to the Fleet Reserve to support the future replacement of this unit. The funds for future replacement of this unit will be collected by the Fleet Services Division via the Fire Department Operating Budget as proposed for 2020. The appropriate funds will be allocated to the Fleet Reserve supporting a 15-year asset life cycle of this unit.

#### ***PREVIOUS RESOLUTION***

Not applicable.

#### ***STRATEGIC ALIGNMENT***

This report aligns with Council's Priority for Valued Service Delivery, specifically as it relates to investing in sustainable City services and municipal infrastructure.

#### ***SERVICE AND FINANCIAL OUTCOMES***

This purchase is a planned replacement of existing fleet equipment, approved in the 2018/2019 capital budget. The funds specifically are provided for in the fleet reserve, funded from the operating budget.

The specifications allow for vendors to submit proposals of new and/or used equipment to be evaluated using common criteria.

## **INPUT FROM OTHER SERVICE AREAS AND STAKEHOLDERS – MATERIALS MANAGEMENT**

Materials Management facilitated the Request for Proposal (RFP) process to solicit proposals for the Rescue Pumper. As such the RFP closed on March 7, 2019 with the following proponents responding by submitting proposals:

Carl Thibault Emergency Vehicles Inc. – Pierreville, PQ  
Metal Fab Limited – Centreville, NB  
Techno Feu Inc. – St. Francois du Lac, PQ  
Mic Mac Fire & Safety Sources Ltd. – Dartmouth, NS

A review committee, consisting of staff from Materials Management, Saint John Fire Department and Fleet Management reviewed the submissions for completeness and compliance with the RFP requirements and selection criteria consisting of the following:

1. Presentation and Quality of Proposal
2. Compliance with Specifications
3. Delivery Timeframe
4. Service Response Time
5. Value Added
6. Cost

Also in accordance with the City's standard procedures, the committee members evaluated and ranked each proposal based on the proposals' technical merits. Following this, the financial bids were opened and evaluated and corresponding scores were added to the technical scores.

The proposal submitted by Techno Feu Inc. was rated highest based on an overall rating of the evaluation criteria, offering a strong overall solution for the City at a cost acceptable to staff.

The above processes are in accordance with the City's Procurement Policy and Materials Management support the recommendations being put forth.

## **ATTACHMENTS**

None