



City of
Peterborough

To: **Members of the Committee of the Whole**

From: **Chris Snetsinger, Fire Chief**

Date: **November 6, 2017**

Subject: **Report FS17-002**
Award of RFP P-27-17 Supply and Delivery of One 2018 Heavy Duty Fire Rescue Pumper

Purpose

A report to award Request for Proposals (RFP) P-27-17 for the Supply and Delivery of One 2018 Heavy Duty Fire Rescue Pumper.

Recommendation

That Council approves the recommendation outlined in Report FS17-002, dated November 6, 2017, of the Fire Chief, as follows:

That RFP P-27-17, for the Supply and Delivery of One 2018 Heavy Duty Fire Rescue Pumper be awarded to Carl Thibault Fire Trucks Inc, Pierreville, Quebec, J0G 1J0, at a cost of \$527,185, plus \$68,534.05 HST, for a total cost of \$595,719.05, with an option, at the City's sole discretion, to enter into negotiations with Carl Thibault Fire Trucks to purchase up to three additional pumpers over the next six years.

Budget and Financial Implications

The net purchase price of the vehicle after deducting the \$8,000 trade-in and \$59,255.59 HST rebate will be \$536,463.46 and can be accommodated within the approved \$540,000 budget allocation within the 2016 Capital Budget Project #2-1.01 for the replacement and addition of fire apparatus.

Background

RFP P-27-17 Overview

RFP P-27-17 was prepared by City staff, issued September 1, 2017 and closed on September 28, 2017. The RFP was posted on Biddingo.

RFP P-27-17 design process took over a year to complete. During that time City staff were able to research new technologies and design that will improve performance, safety and reduce out-of-service time.

Peterborough Fire Services utilizes rescue pumpers to perform a variety of functions for emergency response. The new fire rescue pumper will replace a pumper that is over 20 years old and has exceeded its cost-efficient life cycle. The trade-in value is \$8,000.

Within this RFP, at its sole discretion, the City has the opportunity to enter into negotiations with the successful Proponent for additional pumpers over the next six years. The Capital Budget Fire Apparatus/Vehicle Replacement Schedule allows for two additional pumpers to be replaced over the next six years. The purpose of this option is to ensure compatibility and to decrease the cost of ownership over the life cycle of future rescue pumpers.

This solicitation process was a Request for Proposals where a number of criteria were used to evaluate the submission. The criteria and their relative weighting were clearly set out in the RFP document. Part 6.4.3 (i) of the City's Purchasing By-law 14-127 states that "as price is only one of the criteria evaluated, the award report will show the rating summary for each proponent and the total points. The award report will disclose the price of the recommended supplier but not the price submitted by other proponents."

RFP P-27-17 was evaluated by a committee including the Fire Chief, Purchasing Administrator, Public Works Manager of Fleet Services and a Firefighter. Chart 1 below provides a summary of the evaluation results:

Chart 1 - RFP P-27-17 Supply and Delivery of One 2018 Fire Rescue Pumper Bidder Submission Evaluation Chart

		Points	Metal Fab	Safetek	Thibault	Resqtech
1	Completeness, Accuracy and Overall Submission	5	4	4.3	4.7	4
2	Meets Expectations of General and Detailed Specifications	35	30.9	26.6	34.3	31.6
3	Pricing	15	12.8	11.9	15	12

		Points	Metal Fab	Safetek	Thibault	Resqtech
4	Delivery	5	4	4	5	4
5	References	10	8	9	10	10
6	Warranty Coverage, Manufacturer Parts and Service	10	8.9	8.9	8.6	6.6
7	Options	5	3.3	3.7	3.3	3.3
8	Safety	5	0	3.2	4.3	3.5
9	Body Building, Manufacturer Certifications and Registrations	5	5	5	5	5
10	Compatibility	15	12.4	11.8	14.4	11.0
	Total Score	110	89.3	88.4	104.6	91.0
	Standing		3	4	1	2

Based on this evaluation, staff recommends the submission from Carl Thibault Fire Trucks should be accepted. Carl Thibault Fire Trucks submitted the lowest price for the new fire rescue pumper and the highest price for the trade-in. The City has purchased other equipment from Carl Thibault Fire Trucks with good results.

Summary

RFP P-27-17 for the Supply and Delivery of One 2018 Fire Rescue Pumper was issued in accordance with the City's Purchasing By-law 14-127 and can be awarded within approved budgets as recommended in this report.

Submitted by,

Chris Snetsinger
Fire Chief

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