

# THE CORPORATION OF THE MUNICIPALITY OF MISSISSIPPI MILLS

## STAFF REPORT

**DATE:** January 09, 2024  
**TO:** Committee of the Whole  
**FROM:** Mike Williams, Director of Protective Services  
**SUBJECT:** Purchase of New Fire Pumper

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### RECOMMENDATION:

**THAT Committee of the Whole recommend that Council authorize proceeding with sole source procurement purchasing of a Metro Star Fire Pumper through Dependable Fire Equipment for the approved sum of \$900,000;**

**AND THAT capital project surplus of \$40,000 be reallocated from the following accounts: 2-210-0211-0288 and 2-210-0211-0289 to fund the remaining cost of the new pumper.**

### BACKGROUND:

During the 2024 Draft Budget portion of the December 5<sup>th</sup>, 2023, Council Meeting, the purchase of a new fire pumper was approved to the sum of \$900,000 through a combination of financing and development charges. The new pumper will replace Station 2's out-of-date truck by NFPA standards as the first run pumper. Unit 523 will remain in service as an additional fire response pumper.

### DISCUSSION:

Time pressures, a limited budget and a scarcity of product options have constrained the procurement process, undermining our ability to publish an RFP for this purchase. Ordering a fire pumper through the RFP process would result in a minimum of 2-year, or possibly a 3-year wait for delivery and would come in significantly over budget.

As per Section II of the Municipality's Procurement Policy, single sourcing will allow the Fire Department to obtain the best value in the procurement of goods and services from Dependable who, after confirming through research, is a vendor that can be expected to provide satisfactory performance based on reputation and references.

Under Section IX of the Municipality's Procurement Policy, the requirement for competitive bid solicitation for goods or services may be waived under joint authority of the appropriate Department Head and the CAO or Treasurer under the following applicable circumstances for our current situation:

- (i) goods and services are in short supply due to abnormal market conditions
- (v) where only one source of supply would be acceptable and cost effective
- (vii) in an emergency situation where there are time constraints

The Mississippi Mills Fire Department, including the Chief, Deputy Chief and two other members spent a considerable amount of time researching available options. Because of the time constraint, stock trucks were the focus of the search. It should be noted that the 'stock trucks' being considered are not in fact low quality, but not built to customized specs (ex. specific compartment sizes or hose installations, etc.). Stock trucks are quality trucks that are built in multiples, allowing for faster turnaround times and cost savings.

During the month of December, a committee of three members including the Deputy Chief travelled to various fire stations to test drive and discuss recent fire pumper purchases, including the City of Ottawa, Carleton Place, Leeds and the Thousand Islands, Clarington and Brighton. The committee also travelled to Brampton to the Dependable plant to review the fire pumper that is being considered as it is on the line being built. Overall, the committee was very impressed with the work and detail that Dependable put into the truck. On their way home, the committee stopped and spoke to the Deputy Chief from Brighton regarding their recent purchase with Dependable and were able to go for a drive in the truck. Their Deputy Chief had nothing but positive things to say about the truck and the customer service they receive from Dependable, even after the purchase.

After completing their research and visits, the committee were all in agreement that the Metro Star from Dependable is the truck that will best suit Mississippi Mills Fire Department. While this model may be more basic, its simplicity may be of benefit when it comes to repairs. For example, this model does not include a built-in foam system which can be expensive to fix when they fail. Additionally, MMFD rarely uses foam in our responses due to environmental concerns and has portable foam inductors already available on the trucks.

Six of the main fire truck manufactures were contacted for availability of stock trucks and pricing. As of the middle of December, each of these companies had either one or none coming available that were not accounted for.

As demonstrated in the chart below, there is a broad base price disparity which is largely due to the year the build was completed. For example, the Dependable truck that we are considering is a 2023 build that will be delivered in Q1 of 2024, where the others are scheduled to be built in 2024 and start at roughly \$100K more.

Company	Base Price	Enhancements	Delivery Date	Total Cost
Dependable	\$844,000	\$60K to \$96K	Q1 2024	\$904K to \$940K
Commercial	\$965,000	\$60K to \$96K	180 Days	\$1,025M to \$1,061M
Fort Gary	\$1,100,000	\$60K to \$96K	2025/2026	\$1,160M to \$1,196M
Safetec	\$990,000	\$60K to \$96K	End Q1 2024	\$1,050M to \$1,086M
Darch	\$920,000	\$60K to \$96K	870 Days	\$980K to \$1,016M
Battleshield	Does not build what we require			

It is also important to note the cost of the ‘enhancements’ with each truck as these also capture requirements and are not simply wish list items. Some of the enhancements are as follows:

- Shelving and trays in each cabinet
- Switching the emergency lights to red and blue
- Storage for additional SCBA cylinders
- 2 addition brackets to hold SCBA’s
- Upgraded siren
- Valves on the outside of the truck for either urban/rural or combination operations

These enhancements are department-specific, which is why they are not included in the base price. However, they are essential for optimizing the functionality and safety of the truck.

After researching pricing and enhancements options, the Mississippi Mills Fire Department requires an additional \$40,000 on top of the \$900,000 to enhance our storage capabilities, increase water application speed with a rooftop nozzle, and incorporate additional safety features such as rooftop lighting and access steps to reach the top of the truck.

Rather than seeking an increase in the approved borrowing amount, we propose transferring the extra \$40,000 from existing funds that are surplus on two other projects. The projects to acquire two multi-purpose/bush trucks acquired two years ago are nearing completion and are currently under budget. With the final equipment on order but not delivered, there will be an estimated surplus of at least \$ 45,000 between the two vehicles that could be redirected back into reserves. Redirecting these funds to purchase additional equipment would serve as a valuable resource for the new fire truck as well as the department, without the need for additional financing.

**OPTIONS:**

**Option 1:** Purchase the Metro Star fire truck from Dependable directly for \$940,000, including the requested enhancements, utilizing the aforementioned \$40,000 from the unspent funds from the multipurpose trucks to offset the cost. A \$250,000 down payment is required to hold and secure this truck.

**Option 2:** Purchase the Metro Star fire truck from Dependable directly for \$900,000, not including the requested enhancements, returning the additional \$40,000 in unspent funds to reserves.

**Option 3:** Follow the RFP process and have a truck built with a minimum of 2-year waitlist and an increase in cost.

### **FINANCIAL IMPLICATIONS:**

The Metro Star fire truck from Dependable, originally budgeted and approved for 2024 at \$900,000 through a combination of Development Charges and Financing, is now projected to cost \$940,000. This additional \$40,000 increase is justified by enhanced storage capabilities, faster water application with a rooftop nozzle, and the incorporation of additional safety features such as lighting and access steps to reach the top of the truck.

The additional projected cost can be mitigated by transferring the surplus funds from accounts 2-210-0211-0289 and 2-210-0211-0288 (for the multi-purpose/bush trucks). With the remaining equipment now ordered for the multi-purpose trucks, it is confirmed that there will be at least \$45,000 in funds outstanding between both accounts.

To facilitate the purchase, Dependable requires a \$250,000 down payment, with the balance to be settled upon delivery of the truck.

### **STRATEGIC PLAN**

The purchase of this new fire pumper will maintain the modernity and service standards of the municipality's fire department fleet and equipment, in accordance with the "Modern Efficient and Effective Municipal Operations" principle of the Strategic Plan.


### **PUBLIC ENGAGEMENT**

Public engagement was not required for this report.

### **SUMMARY:**

I recommend that Council proceed with Option 1 and purchase the fire pumper through Dependable for the price of \$940,000, including the above-listed enhancements. This option would allow the municipality to meet budgetary and deadline requirements with delivery of the new truck expected in the beginning of 2024. By delaying this process, the municipality will not receive a truck for another few years and will not be within budget as prices drastically increase every year.

Respectfully submitted by,

  
Mike Williams,  
Director of Protective Services

Reviewed by:

Ken Kelly,  
CAO