

DATE: March 24, 2025
REPORT NO: WLFD-03-2025
SUBJECT: Purchase of New Pumper Truck
CONTACT: Dennis Fisher

OVERVIEW:

- This report is written to recommend the purchase of a replacement pumper, as approved by Council in the 2025 Capital budget. A request is being made to carry out the purchase using the Purchase by Negotiation clause of the Township of West Lincoln Tendering and Purchasing Policy.

RECOMMENDATION:

1. That, Recommendation Report WLFD-03-2025 titled “ the Purchase of the New Pumper Truck” dated March 24, 2025 be accepted, and
2. That, Administration be authorized to Purchase by Negotiation – Section 10.1 (a),(b) of the Tendering & Purchasing Policy POL-T-01-2015, for the purchase of a new 2024 Pumper at a cost of \$935,000 plus HST from Fort Garry Fire Trucks, Winnipeg Manitoba.

ALIGNMENT TO STRATEGIC PLAN:

Theme # 1&4

- **Build** – a safe, connected, caring and active community
- **Advance** – organizational capacity and effectiveness

BACKGROUND:

Pumper 1 is a 2006 HME pumper which has been in service for approximately 20 years. Fire Underwriters Survey (FUS) and the Ontario Fire Marshal’s Office recommends that pumpers are replaced within 20 years, after which point they will no longer be considered as front-line units for the purposes of insurance grading in evaluating the resident’s property insurance. This is done to ensure that front-line fire apparatus are reliable and capable of current conditions for firefighting.

CURRENT SITUATION:

In early 2025 West Lincoln Council approved the 2025 Capital budget for West Lincoln Fire and Emergency Services, which included the replacement of Pump 1. Following this approval, the Fire Chief and Deputy Fire Chief have been researching available options for this replacement unit.

In the course of this research, it has become clear that the marketplace for fire apparatus is quite different from pre-COVID conditions. Some of the changes faced now include:

- Decrease in competition in the marketplace as large manufacturers have absorbed some of the smaller competitors, reducing the number of options available.
- Unpredictable supply line issues have made certain products difficult to obtain and longer delivery times are very common
- Sudden and large increases to the rate of inflation are continuing to drive the price of fire apparatus well beyond historical norms.
- Many manufacturers are starting to provide larger numbers of “stock units”, apparatus that are built to a common specification and based on a standardized cab and chassis, which they had pre-ordered previously and are currently receiving.
- As these previously ordered units are being built, new ones are being ordered and supplied, but are subject to substantially higher prices with each generation change.
- Delivery times for custom orders (usually done by tender or RFP) have been extending from 18-24 months from the time that they were ordered.
- Additionally, it has become standard in the fire truck industry that any increases in price to any components or materials specified will be added as a surcharge to the RFP/tender cost at the final billing.

In the past, it has been general practice at WLFD to issue an RFP for a custom vehicle to the required specifications as had been done on the previous two Tanker purchases, as well as the Rescue/pumpers purchased prior to that.

Currently, in light of the current market delivery timelines, and the recommendations from FUS on timelines for front-line apparatus replacement, a number of pre-built stock trucks are being considered. Purchasing a stock, pre-built unit will allow for savings and rapid delivery (approx. six weeks vs. 18-24 months). Some customizability is possible on these stock units to adapt them to the specific needs of WLFD while still being delivered in a timely fashion.

In evaluating apparatus, the amount of Canadian content in the different options was heavily considered. Most pumpers sold in Canada are built with a cab and chassis assembled by one of a few manufacturers in the USA and shipped to Canada. Some are shipped with the body completed by the American manufacturer, and some are shipped without a body. Canadian fire truck manufacturers then build and install the bodies to the specifications of the customer, or to a stock truck specification. There are no fire truck custom cab manufacturers in Canada currently.

Due to these challenging market conditions and in order to take advantage of lower pricing and near-immediate availability, it would be economically beneficial to be able to waive the RFP process and negotiate directly with one of the two Canadian fire truck manufacturers currently offering stock units. This method of procurement was previously used in 2006 in order to purchase the pumper that is now being replaced. Negotiating directly with the Canadian manufacturers will allow for savings over the RFP process, will allow for significantly closer delivery dates, and will provide the maximum amount of Canadian content in the apparatus.

FINANCIAL IMPLICATIONS:

The purchase of the replacement pumper (Project 689) was approved in the 2025 Capital Budget for a total amount of \$1,000,000. The pumper price noted above of \$935,000 includes customizations to meet West Lincoln standards. When factoring in net HST, the cost of the pumper will be approximately \$952,000. Therefore, a potential maximum savings of \$48,000 may be realized.

INTER-DEPARTMENTAL COMMENTS:

This report was reviewed by the Director of Community & Protective Services, Director of Corporate Services/CFO, and the CAO.

CONCLUSION:

Administration recommends that the Fire Chief be given authority by Council to exercise the Purchase by Negotiation Clause 10.1 (a) (b) of Policy POL-T-01-2015, Township of West Lincoln Tendering and Purchasing Policy and purchase the new 2024 Pumper for a cost of \$935,000.00 plus HST from Fort Garry Fire Trucks Winnipeg Manitoba. This ensures that the best value is received and the quickest delivery time for the apparatus is realized.

Prepared by:

**Dennis Fisher
Fire Chief/CEMC**

Approved by:

**Truper McBride
CAO**

Submitted by:

**Cynthia Summers
Director of Community & Protective Services**