

# Staff Report to Council

**Title:** Award Fire Pumper RFP

**Report Number:** Emergency Services-2023-06

**Director:** Community Services

**Manager:** Emergency Services

**Meeting Date:**  
Wednesday, October 11, 2023

**Date to be considered by Council:**  
Monday, September 11, 2023

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## Recommendation:

THAT Council award the contract for the fire pumper truck to Dependable Emergency Vehicles in the amount of \$709,363 including the non-refundable portion of HST:

AND FURTHER THAT Council authorize the purchase of additional equipment/add-ons up to the maximum budget amount of \$140,637; for a total capital project cost of \$850,000.

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## Executive Summary:

This purchase is required to replace pumper 12-2, a 1988 Ford/Hub commercial cab pumper that is assigned to Station 12 in Kincardine. Any pumping apparatus that is beyond 20 years of age receives no credit in grading from the insurance underwriters survey.

## Strategic Priorities:

B.5-Evaluate and proactively plan for infrastructure to meet population growth and long-term sustainability

## Financial Considerations:

The quoted price for the base model truck is \$697,094.00 exclusive of HST and other applicable taxes. The Fire Chief would like to negotiate with the vendor to include upgrades/equipment to the apparatus, up to but not exceeding the budgeted amount of \$850,000.00.

## Policy:

2022 Budget (carried over to 2023 Budget)

## Procurement Policy

### **Context and Background Information:**

The Fire Underwriters Survey provides information to help insurers set property insurance rates. Improvements in the local Fire Department may impact insurers' determination of the level of insurable risk to private property owners.

The Municipality of Kincardine has five (5) pumping apparatus in total and two (2) pumpers receive Insurance Underwriters grading credits.

The credit from the underwriters for equipment relates to the industry standard of a 20-year benchmark. The current Unit 12-2 proposed for replacement is 35 years old, Unit 12-8 is 25 years old, and Unit 11-2 has just reached 20 years.

The 1988 Ford/Hub pumper proposed for replacement has a rear open cab configuration, which was acceptable at the time of its build, but is not compliant under NFPA 1901: Standard for Automotive Fire Apparatus. 1901 states in annex D.3 that "Any apparatus, whether first-line or reserve service, should be upgraded to ensure that the following features are included at a minimum: (1) Fully enclosed seating is provided for all members riding on the fire apparatus."

The 2023 Capital Budget includes \$850,000 for the purchase of a triple combination fire pumper. An RFP was issued as per municipal policy. The Municipality received one bid submission for review.

The Evaluation Team consisted of Emergency Services staff and proposals were evaluated based on the following criteria:

- Company Background and Capacity
- Solution Overview/Requirements
- Value Added Services
- Review of references of comparable municipal customers

Staff are recommending awarding the contract to the highest-ranking bid, Dependable Emergency Vehicles, for the following reasons:

- The MOK has a positive business relationship with Dependable E.V. Our fleet currently has three Dependable E.V supplied apparatus and a contract in place to refurbish a fourth.
- Dependable E.V. has full-service repair and fabrication facilities located 185 km from the Municipality, in Brampton, ON.
- Dependable has provided quality warranty, repair, and parts service to the municipality for previous purchases.
- Purchase of this apparatus adds another rated pump to our fleet, positively affecting our Public Fire Protection Classification as rated by the Fire Underwriters Survey.
- Enhanced safety for our fire suppression staff while responding to incidents.

**Consultation Overview:**

This project will impact all property owners in the Municipality of Kincardine. A better Underwriters rating can result in lower fire insurance premiums for property owners. Further, a fully enclosed cab provides an elevated level of safety over an open cab design. Thirdly, a higher volume pump with a foam eductor built in increases property preservation opportunities when battling fires.

**Origin:**

Capital project carried over from 2022 Budget.

**Implementation Considerations:**

Final additions to the unit, (if approved), may take 4-6 weeks, but once the apparatus is completed and delivered all firefighters will receive training on the new unit and then use and implementation is expected to be without issue.

**Risk Analysis:**

The risk of not replacing the existing pumper 12-2, results in diminished safety for responders riding on that apparatus. It will also continue to negatively affect our Public Fire Protection Classification potentially resulting in higher insurance costs for property owners.

Having modern apparatus ensures parts availability for its intended service life, as well as uniformity to the fleet, resulting in easier and less service part stock being required.

A higher capacity apparatus such as this results in lowered property loss risk within the MOK.

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**Attachments:** N/A

**Prepared by:** Brad Lemaich

**Submitted by:** Brad Lemaich