

ITEM 14
MANAGER'S REPORT NO. 27
COUNCIL MEETING 85/04/09

RE: PURCHASE OF TWO NEW 1500 I.G.P.M. QUINTUPLE
COMBINATION AERIAL ELEVATED PLATFORM & PUMPER TRUCKS

MUNICIPAL MANAGER'S RECOMMENDATION:

1. THAT the recommendation of the Director Finance be adopted.

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1985 April 03

TO: MUNICIPAL MANAGER
FROM: DIRECTOR FINANCE
RE: PURCHASE OF TWO NEW 1500 I.G.P.M. QUINTUPLE
COMBINATION AERIAL ELEVATED PLATFORM AND PUMPER TRUCKS

RECOMMENDATION

1. THAT Council approve the purchase of two (2) new 1500 I.G.P.M. quintuple combination aerial elevated platform and pumper trucks from the lowest acceptable bidder, Pierre Thibault Trucks Inc., for a total cost of \$833,616.04.

REPORT

BACKGROUND

Council on 1984 May 07 adopted the following recommendations submitted by the Director - Fire Services:

1. THAT Council authorize the purchase of two (2) aerial ladder trucks in 1984. Projected date of delivery - 1986.
2. THAT the authority to purchase two (2) aerial ladder trucks be subject to a combined estimated savings of approximately \$60,000 when compared to the single unit priced obtained by tender.

TENDER PROCESS

On 1984 November 30 tender documents were issued to prospective bidders. Between 1984 May and November, Fire Department personnel conducted extensive research on the newly developed heavy duty aerial platform, made several site visits and prepared comprehensive specifications.

During this period several municipalities expressed their intent to purchase similar units in 1985. As a result, the Purchasing Agents from North Vancouver District, Kitimat, Delta and Burnaby agreed to submit a joint tender to take advantage of a price reduction by purchasing four or five units together. It was agreed to use Burnaby's specification and that Burnaby would prepare and issue the tender documents. Individual purchase orders would be issued by each municipality. Prospective bidders were advised of our intent and all agreed to accept this approach.

Tenders for this equipment were received up to 3:00 p.m., Wednesday, 1985 January 23.

The tender documents called for separate prices for quantities of one to five 1500 I.G.P.M. quintuple combination aerial elevated platform and pumper trucks. Separate prices were requested for several options asked for by each municipality.

Four (4) tenders were received and opened in the presence of Burnaby municipal staff, representatives from North Vancouver District and Delta, and representatives from the firms bidding.

Because of the complexity of the bids with numerous options and alternatives, the attached tabulation sheet (Attachment A) shows only the base prices bid. A breakdown of the final price for the recommended units is as follows:

Base price	\$412,000.00 each
Less reduction for:	
Canadian made cab and chassis	10,400.00
12V71-N engine and HT741 transmission	11,112.74
Delete independent testing	2,000.00
Sub-total	388,487.26
Plus 7% Provincial tax	27,194.11
Plus 50% performance bond	1,126.65
Total per unit	\$416,808.02
Total for two units	\$833,616.04

Note: Because of a change in the discount structure based on the Canadian made cab and chassis, there could be a slight change in the final price. However, it is not expected to be more than \$1,000 per unit.

The lowest bid submitted was by Pierreville Fire Trucks Ltd. A credit check revealed that the company was in financial difficulty, and in February the company went into receivership. A credit rating was also received on Pierre Thibault Trucks Inc. and revealed a stable financial condition.

All the bids received included cabs and chassis manufactured in the United States, which resulted in prices somewhat higher than anticipated. The only Canadian cab and chassis manufacturer, King Seagrave, went into receivership in late 1984. After the bids were opened we learned that two key employees previously with King Seagrave joined a company called Belgium Standard Industries in Waterloo, Ontario. The primary reason for joining Belgium Standard Industries was to commence manufacturing cabs and chassis similar to the King Seagrave design. Mr. Carl Thibault, President of Pierre Thibault Trucks Inc., subsequently visited Belgium Standard's facilities and confirmed that they were both capable and qualified to produce a product equal to or better than previously supplied by King Seagrave. We therefore asked Mr. Thibault to submit a revised price based on the cabs and chassis manufactured by Belgium Standard Industries. The revised price was a cost reduction of \$10,400 per unit. Our Fire Department staff and Mr. Thibault feel the Canadian made cab and chassis will be of better quality than that originally bid from the United States.

FIRE CHIEF'S OBSERVATIONS

The following is a technical summary as contained in a report from the Fire Chief:

Cab and Chassis

Belgium Standard Industries of Waterloo, Ontario, are now in production and are manufacturing the CM1 (Custom Municipal 1) cab and chassis. This unit meets all our requirements and specifications and provides the opportunity for a substantial reduction in costs.

We currently have one unit (Pumper 1) built on this model cab and chassis and we are completely satisfied with its performance.

Engine

The Fire Chief advises that the 12V71-N engine in combination with the transmission specified (Detroit Diesel Allison HT 741) provides an excellent combination for fire service application. It has proven to be the most reliable combination, requiring a minimum of maintenance. Further technical detail is available upon request.

Heavy Duty Aerial Platform

The Thibault three section heavy duty steel ladder platform has been developed over the past four years with assistance from the Federal Government. The apparatus meets and conforms with the latest standards and requirements, and the overall engineering and design surpasses other ladder builders and meets all Burnaby Fire Department specifications.

Conclusion

Having reviewed the submitted specifications, all material available and conducting comprehensive research on the various units, the most reliable and serviceable apparatus available to us, in my view are those being recommended in this report.

COST SAVINGS and SUMMARY

If we were to purchase only one unit now and the second unit in 1986, the base price for the first unit would increase by \$3,000. Pierre Thibault Trucks Inc. have advised that the estimated increase for the second unit as a single purchase would be \$73,000. Therefore by ordering the two units now, the combined savings will be approximately \$76,000. We have carefully reviewed the condition of all existing aerial ladder trucks in the fleet and the economics of purchasing two units at this time. The current fleet of aerial trucks includes one 1956 and one 1963 unit, both manufactured by a company no longer in business, and a third 1974 unit, discussed below, that is in seriously deteriorated condition.

A previous report referred to the possibility of refurbishing the 1974 Hendrickson aerial unit at a cost of \$90,000. We feel, however, that if we were to sell it now we could still get good value. Several smaller municipalities have expressed a keen interest in acquiring this unit and we expect to realize at least \$50,000 from its sale. A separate report will be submitted when the unit is ready to be marketed.

We have concluded on balance, given the age and condition of our existing aerial fleet, and the advantage of volume purchasing, that two trucks should be ordered now.

Funds for the acquisition are available in the Fire equipment replacement reserve.

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Of the three (3) other participating municipalities, Delta and Kitimat are in agreement with our recommendation and intend to purchase the same units thus allowing a discount based on a total ordering quantity of four (4) units. The District of North Vancouver, because their requirements differ from ours, are recommending the purchase of the Simon/Freightliner unit from Hub Fire Engine Equipment Ltd. at a substantially higher cost.

It is recommended that Council approve the purchase of two (2) new 1500 I.G.P.M. quintuple combination aerial elevated platform and pumper trucks from the lowest acceptable bidder, Pierre Thibault Trucks Inc., at a total cost of \$833,616.04.

The Director Administrative & Community Services concurs with the above recommendation.


for Howard Karras
DIRECTOR FINANCE

Attach.

cc: Director Administrative & Community Services
Fire Chief

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COMBINATION AERIAL ELEVATED PLATFORM AND
PUMPER TRUCKS

S P R E A D S H E E T

TABULATION

TENDER TABULATION - SUPPLY & DELIVERY OF ONE TO FIVE 1500 I.G.P.M. QUINTUPLE COMBINATION AERIAL

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<u>DESCRIPTION</u>	<u>HUB FIRE ENGINE EQUIPMENT LTD.</u>				
<u>SPECIFIED (PER UNIT)</u>	<u>MAKE & MODEL (BID #1)</u>	<u>(BID #1A)</u>	<u>(BID #1B)</u>	<u>(BID #1C)</u>	<u>(BID #1D)</u>
ATTACHMENT A					
1) BASE PRICE AS SPECIFIED (PER UNIT)	GRUMMAN AERIAL CAT PLATFORM /DUPLICATE 102' MODEL 1975 D450T CHASSIS	GRUMMAN PLATFORM SPARTAN CFG 3000 CHASSIS	GRUMMAN PLATFORM MACK CF688 FCS (1985) CHASSIS	GRUMMAN PLATFORM FREIGHTLINER 1985 LOWLINER CHASSIS	SIMON 100' SS300 PLATFORM DUPLICATE CHASSIS
(1) ONE UNIT	\$ 597,556.	\$ 613,896.	\$ 580,376.	\$ 557,396.	\$ 516,914.
(2) TWO UNITS	589,556.	605,896.	572,376.	549,396.	507,881.
(3) THREE UNITS	589,556.	605,896.	572,376.	549,396.	507,881.
(4) FOUR UNITS	589,556.	605,896.	572,376.	549,396.	507,881.
(5) FIVE UNITS	589,556.	605,896.	572,376.	549,396.	507,881.
2) FIRE FIGHTING EQUIPM. OPTIONS	2,785.	2,785.	2,785.	2,785.	2,785.
3) SEPARATE COSTS (DIST. OF NORTH VANCOUVER) ADDITIONS AND/OR (DELTA) DELETIONS FOR OTHER MUNICIPALITIES (KITIMAT)	+7,000. -7,000. -7,000.	+7,000. -7,000. -7,000.	+7,000. -7,000. -7,000.	+7,000. -7,000. -7,000.	+7,000. Nil Nil
4) TAKE OUT PRICES (FOR CHASSIS INSP. 2,000 VEHICLE DRIVE OUTS & INSPECTIONS)	BODY & FINISHED PRODUCT INSP. 100.	2,000. 100.	2,000. 100.	2,000. 100.	100. 100.
	AERIAL ELEVATED PLATFORM INSP. 2,000.	2,000	2,000.	2,000.	100.
	VEHICLE DRIVE-OUT 100.	100.	100.	100.	100.
5) GUARANTEED DELIVERY (IN DAYS)	365.	365.	365.	365.	299.

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N.B. ALL PRICES SHOWN ARE BASE PRICE ONLY SUBJECT TO ADDITIONS OR DELETIONS FOR ALTERNATIVES TO ORIGINAL SPECIFICATIONS AS

ELEVATED PLATFORM & PUMPER TRUCKS

(2) ANDERSON ENG. LTD. & LADDER TOWERS INC. (JOINT BID).
 ANDERSON PUMP & BODY, LTI AERIAL PLATFORM M 100', SPARTAN CFC 3000 CHASSIS

(3) PIERREVILLE FIRE TRUCKS LTD.
 PIERREVILLE 1985 PFT 110W T4AL PLATFORM & SPARTAN CFC/CFG 3000 CHASSIS

4) PIERRE THIBAUT TRUCKS INC.
 THIBAUT STEEL LADDER PLATFORM SPARTAN CFG 3000 CHASSIS

(BID #1E) (BID #1F) (BID #1G)

ATTACHMENT A (Con't)

<u>SIMON PL. SPARTAN CH.</u>	<u>SIMON PL. MACK CH.</u>	<u>SIMON PL. FREIGHTLINER CH.</u>				
\$ 536,754.	\$ 499,754.	\$ 476,754.		\$ 565,570.	\$ 415,000.	\$ 435,000.
527,721.	490,721.	467,721.		565,570.	412,000.	425,000.
527,721.	490,721.	467,721.		565,570.	412,000.	415,000.
527,721.	490,721.	467,721.		565,570.	410,000.	412,000.
527,721.	490,721.	467,721.			410,000.	410,000.
2,785.	2,785.	2,785.		2,407.	3,835.	4,614.98
+7,000.	+7,000.	+7,000.		+2,805.	+12,500.	+7,288.
Nil	Nil	Nil	a) 100' Ladder	-59,111.	-10,000.	+1,684.18
Nil	Nil	Nil	b) 85' Ladder	-66,671.		
				-60,472.	-10,000.	+5,160.26
100.	100.	100.		750.	1,500.	1,150.
100.	100.	100.		Nil	1,500.	1,150.
100.	100.	100.		1,000.	1,500.	1,150.
100.	100.	100.		2,300.	3,000.	2,200.
299.	299.	299.		210.	365.-415.	450 Days

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TO ENGINES & TRANSMISSIONS, AXLE RATIOS, CHASSIS AND LADDER CONFIGURATIONS AND REQUIRE THE ADDITION OF 7% PROVINCIAL SALES TAX.

