

**REGIONAL DISTRICT OF NANAIMO**

**BOARD MEETING  
TUESDAY, FEBRUARY 23, 2010**

**A D D E N D U M**

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**ADMINISTRATOR'S REPORTS**

2 - 4                      Nanoose Fire Protection Service - Award of Pumper/Rescue Truck Proposal. (All Directors – Weighted Vote; All Directors – One Vote)



CAO APPROVAL	
EAP	
COW	
RHD	
BOARD	✓ Feb 23 '10

# MEMORANDUM

**TO:** C. Mason  
Chief Administrative Officer

**DATE:** February 18, 2010

**FROM:** N. Avery  
General Manager, Finance & Information Services

**SUBJECT:** Award of proposal for mini pumper/rescue truck for Nanoose Bay Volunteer Fire Department

### PURPOSE:

To report on the results of a request for proposals for the supply of a custom mini pumper/rescue vehicle for the Nanoose Bay Volunteer Fire Department.

### BACKGROUND:

The Nanoose Bay Volunteer Fire Department released late in 2009, a request for proposal, for the supply of a specially equipped combination mini pumper/rescue truck to replace an existing vehicle. The primary purpose of the vehicle is to respond to highway accidents and calls for medical aid, but it can also be used to respond to small fires or as a backup to a larger fire engine. Prior to completing the specifications, the department investigated similar vehicles for budget pricing and established a budget of \$350,000. Because of the specialized nature for carrying both medical supplies and fire fighting equipment the major requirements were a vehicle which was size specific (smaller than a standard fire engine to enable quick response) and customized cabinetry to hold both types of equipment.

Three vendors responded as follows:

Fort Garry Fire Truck	\$285,682
First Truck Center	\$294,856
Hub Fire Engines	\$312,133

All of the respondents identified the fluctuation of the Canadian/US dollar exchange rate as potentially affecting the final price of the vehicle. With the Canadian dollar currently strong concluding an order soon will result in a vehicle as close to the prices above as possible.

The department struck a committee of seven persons, including the Fire Chief, Deputy Chief and other Board and fire department members with experience in truck manufacture and maintenance. The proposals were ranked using criteria that included responsiveness to the proposal, experience with manufacturing this type of vehicle, ease of servicing and price. Following a lengthy review, the Hub Fire Engine proposal received the overall highest score. Its technical response was superior despite its slightly higher price.

**ALTERNATIVES:**

1. Award the supply of a mini pumper/rescue vehicle to Hub Fire Engine for an estimated price of \$312,133 with funds released from the department's reserve fund.
2. Do not proceed at this time.

**FINANCIAL IMPLICATIONS:**

Alternative 1

The vehicle reserve fund balance stands at \$487,295 and the financial plan anticipated up to \$375,000 for this purpose. Only one further minor vehicle purchase is anticipated within the next five years at an estimated cost of \$40,000. The reserve fund has sufficient funds to cover this purchase.

Alternative 2

The current vehicle is 15 years old, but is a used vehicle which has had two major refits over the course of its life. The department recommends replacing that vehicle this year.

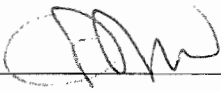
**SUMMARY/CONCLUSIONS:**

The Nanoose Bay Fire Department received three responses to a request for proposal for the supply of a custom mini pumper/rescue vehicle. Three vendors responded with prices ranging from \$286,000 to \$312,130. After a full review the department is recommending the proposal from Hub Fire Engines at a price of \$312,133. The Hub Fire Engine response most closely matched the specifications and is a well know supplier of this type of vehicle. The purchase would be funded by reserves on hand. Staff recommend awarding the supply of the vehicle to Hub Fire Engines and releasing reserve funds as requested.

**RECOMMENDATION:**

1. That Hub Fire Engine be awarded the supply of a custom mini pumper/rescue vehicle for the Nanoose Bay Volunteer Fire Department at an estimated price of \$312,133.
2. That Nanoose Bay Fire reserve funds in the estimated amount of \$312,133 be released for this purpose.

  
\_\_\_\_\_  
Report Writer

  
\_\_\_\_\_  
CAO concurrence

**COMMENTS:**

# NANOOSE FIRE PROTECTION SOCIETY

2471 Nanoose Road, Nanoose Bay BC V9P 9E6

Phone (250) 468-7141 Fax (250) 468-7107

Regional District of Nanaimo

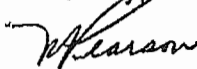
February 19, 2010

Dear Nancy,

The Nanoose Volunteer Fire Department has completed the assessment of the RFP submissions for the new fire truck that were received from selected manufacturers. Scoring and weighting of the various proposals was done by a seven person committee that included members of the Equipment committee, the Fire Chief and Deputy as well as other experienced fire department members.

The scoring included criteria such as experience of the vendor, responsiveness to the preferred vehicle specifications, reference checks, availability of servicing and The top scoring company had responded to all of the specifications and followed the bidding instructions on the tender. Their reference checks on equipment built for other fire departments came back with strong endorsements. Design features requested by Nanoose, maximum usage of space and quality of similar equipment were all rated ahead of the other respondents. The preferred company is from BC and manufactures and services in BC. The warranty package was the same for all respondents and was equally rated. In terms of pricing, the vendor scoring the highest on technical merits also has a somewhat higher price - approximately 10% ( \$26,000) higher than the low bidder. Scoring for that component was less than for the two other responses. Overall the proposal from Hub Fire Engines most closely meets the requirements for this mini pumper/rescue truck. The committee recommended awarding the purchase to Hub Fire Engines and the Board of Directors of the Nanoose Fire Protection Society concurs with the recommendation. We request that the RDN proceed with all of the necessary documents to assist us in completing this purchase.

Sincerely,



Milt Pearson,  
Board Chair, NFPS