

Non-Competitive Contract with Darch Fire Inc. for the Purchase of Two Bronto Model Aerial Devices for Toronto Fire Services

Date: August 25, 2020

To: General Government and Licensing Committee

From: Fire Chief and General Manager, Toronto Fire Services; Chief Procurement Officer, Purchasing and Materials Management Division

Wards: All

SUMMARY

The purpose of this report is to seek City Council authority for the Fire Chief and General Manager, Toronto Fire Services (TFS) to negotiate and enter into a non-competitive contract with Darch Fire Inc., for the supply and delivery of two aerial devices for a total amount of \$5,264,158 net of HST, (\$5,356,807 net of HST recoveries). This purchase will assist Toronto Fire Services in ensuring operational readiness to respond to emergency and critical incidents throughout Toronto, specifically with high rise and high angle incidents.

TFS is seeking a non-competitive contract for these apparatus for a number of operational reasons, with the main being matching with existing purchases. Purchasing a model that matches existing ones in service at TFS will significantly reduce training required for staff. TFS already owns three articulating aerial apparatus from this vendor and therefore both operational staff and mechanical staff are trained and familiar with them. Additionally, this brand has a local dealer which means that parts necessary for repairs or replacement are easier to access.

City Council approval is required in accordance with Municipal Code Chapter 195, Purchasing, where the current request exceeds the Chief Purchasing Officer's authority of the cumulative five year commitment limit for each vendor under Article 7, Section 195-7.3(D) of the Purchasing By-law or exceeds the threshold of \$500,000 net of Harmonized Sales Tax allowed under staff authority as per the Toronto Municipal Code, Chapter 71, Financial Control, Section 71-11a.

RECOMMENDATIONS

The Fire Chief and General Manager, Toronto Fire Services and Chief Procurement Officer, Purchasing and Materials Management Division recommend that:

1. City Council grant authority to the Fire Chief and General Manager, Toronto Fire Services to negotiate and execute a non-competitive contract with Darch Fire Inc. for two specialized aerial devices in the amount of \$5,264,158 net of HST (\$5,356,807 net of HST recoveries), on the terms and conditions satisfactory to the Fire Chief and General Manager, Toronto Fire Services, and in a form satisfactory to the City Solicitor, which include:

a. The supply, delivery, and initial staff training of a 41 metre Bronto Skylift model F135RLX telescopic articulating aerial device in the amount of \$2,396,191 net of HST (\$2,438,364 net of HST recoveries).

b. The supply, delivery, and training of a 70 metre Bronto Skylift Model F70RPX mounted on a two-person conventional cab truck chassis, including mounted main body, related supplies, staff training equipment, and travel costs incurred in the design and inspection phases of the purchase, in the amount of \$2,867,967, net of HST (\$2,918,443, net of HST recoveries).

FINANCIAL IMPACT

The total potential value of the contract award identified in this report is \$5,948,499 including all applicable taxes and charges. The total potential cost to the City is \$5,264,158 net of HST, \$5,356,807 net of HST recoveries.

The cost breakdown and available funding sources are provided in the table below:

Item	Account	Model No.	Description	Cost, Including HST	Cost, Net of HST Recoveries
1	CFL014-20	F135RLX	41 metre Bronto Aerial Device mounted on a custom E-One chassis	\$2,707,696	\$2,438,364
2	CFR137-01	F70RPX	70 metre Bronto Aerial Device mounted on a conventional tri-axle chassis	\$3,240,803	\$2,918,443
Total Cost				\$5,948,499	\$5,356,807

Funding is available in the 2020 Council Approved Capital Budget and 2021 Capital Plan for Fleet Services under capital project CFL014-20 and is available in the 2020 -

2029 Council Approved Capital Budget and Plan for Toronto Fire Services under capital project CFR137-01 to be funded by the Development Charge Reserve (XR2118).

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial impact information.

DECISION HISTORY

At its meeting on May 7, 2007, City Council adopted item CD4.4, Authorization for Sole-Sourced Purchase of One Demonstrator Specialized Rescue Bronto Fire Apparatus for Emergency Rescues:

<https://www.toronto.ca/legdocs/mmis/2007/cd/bgrd/backgroundfile-3272.pdf>

COMMENTS

The TFS fleet is comprised of a range of job-specific vehicles including conventional telescopic aerial ladders and articulating Aerial Devices, Pumper & Rescue trucks, Heavy Rescue Squad units, and specialized Support Units. These apparatus are used to respond to fire and life-safety emergencies, both residential and commercial. Aerial devices are an indispensable emergency vehicle asset in response to the demands of an increasingly "vertical" city, used for elevated rescue and fire response where access may be obstructed, and substantial firefighting water stream application is required.

The standardization to this brand of articulating elevated boom units used by TFS will greatly reduce the mandatory training certification required for staff to operate the units, and mechanical staff are already experienced in the maintenance of these devices given the operational and design similarity to existing TFS apparatus. Training for new apparatus models is a minimum 40 hour program. By purchasing the same model, this time will be significantly reduced and focused on the small changes between models. Managing two different models of articulating aerial apparatus from a training perspective is extremely challenging as staff will need to understand and be certified to operate twice as many apparatus.

The 41 metre Aerial Device is a telescopic and articulating boom structure built with a personnel platform at the tip capable of carrying 1000lbs., and outfitted with the ability to supply water to the personnel platform for fire suppression. TFS currently maintains three 35-metre articulating aerial apparatus used for high-rescue, elevated fire stream application, extended horizontal reach, operations below grade (for example off bridges) and up to elevated roadway sections, with operations in and around TTC overhead electrical wires and support cables. These trucks have proven to be invaluable at major emergency scenes and rescue operations due to their vertical and horizontal reach, and water flow capabilities. The new unit is being purchased to replace the oldest articulating aerial apparatus in the TFS fleet, as it has reached the extent of its anticipated service life (15 years of active service).

The 70 metre Aerial Device is a unique apparatus that will allow TFS to respond to the demands of an increasingly vertical city, and address the requirements of the TFS Transformation Plan around service delivery enhancements and continuous improvement. By expanding the TFS fleet in response to the growth patterns of the city and identified challenges they pose, TFS is ensuring it is prepared with the best resources available. Major emergencies in other large cities such as the Grenfell Tower fire in London, England and the Notre Dame fire in Paris, France have shown that large urban centres have challenges to responding to emergency events in increasingly urban and vertical environments. In 2019, TFS representatives were invited to the City of New York to participate in a demonstration of the 70 metre aerial device. Senior Officers from The Fire Department of the City of New York (FDNY) arranged a series of demonstrations at the Flat Iron Building and St. Paul's Cathedral, both iconic historical buildings. It was immediately clear how a device of this type would enhance TFS' ability to conduct life safety rescues while also helping preserve physical property. In the City of Toronto, this device will be a valuable asset when TFS responds to construction crane rescues, elevated highway incidents, rescues requiring horizontal reach, high rise rescues, elevated water stream applications for fire suppression, elevated viewing oversight at emergency events, and access reach over building parapets and obstacles.

The firefighting articulating aerial device market in North America is quite limited. Darch Fire Inc. is the Eastern Canada dealer for these aerial devices in North America. To purchase these aerial devices from the Canadian Dealer, the warranty claims and product service are available locally without having to go through the parent company based in Florida, USA, or the device manufacturer based in Finland.

To ensure a reasonable price and good value for the City of Toronto, the proposed vendor has agreed to provide the requested vehicle at prices, and other terms equivalent to those obtained by other public service bodies utilizing an established "Buying Group" with the cost calculation for the 41 metre unit being provided using the SourceWell Buying Group purchasing quotation process as recognised by PMMD and authorized by City Council.

The Fair Wage Office has reported that Darch Fire Inc. has reviewed and understands the Fair Wage Policy and Labour Trades requirements. They have also agreed to fully comply.

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SIGNATURE

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