



**The Corporation of the
City of Sault Ste. Marie**

C O U N C I L R E P O R T

March 17, 2025

TO: Mayor Matthew Shoemaker and Members of City Council
AUTHOR: Karen Marlow, Manager of Purchasing
DEPARTMENT: Corporate Services
RE: Equipment Purchase – Three Pumper Trucks – Fire Services

Purpose

The purpose of this report is to obtain Council approval for the supply and delivery of three pumper trucks, as required by Fire Services.

Background

The industry for fire emergency vehicles has seen quarterly incremental increases applied based on market pricing. A market review of budgetary pricing in 2024 indicated escalating costs.

An information report from Fire Chief to Council October 21, 2024 indicated there would be savings if three pumper units were procured at the same time. Specifically, pricing would be reflected at the current year's pricing, as opposed to purchasing apparatus separately each year. The market is volatile, so postponing this purchase further will result in higher pricing.

Further benefits of procuring three identical units include standardized parts, identical tooling for mechanical, and familiarity of equipment for staff doing maintenance and repairs.

Analysis

A competitive bid process RFP#113021 Firefighting Apparatus and Fire Service Vehicles was conducted through the LAS/Canoe Procurement Group whereby Safetek Emergency Vehicles Ltd. (Safetek) is the awarded Canadian dealer representative for the Smeal/Spartan Pumper Fire Apparatus, Contract #113021-RVG-4.

Request for pricing quote was issued to Safetek Emergency Vehicles Ltd., applicable under their LAS/CANOE contract arrangement with specifications meeting current Fire Services Equipment requirements.

The pricing received has been thoroughly evaluated and reviewed by Fire Chief and Assistant Fire Chief, Fire Services and the pricing meeting specifications has

Equipment Purchase Three Pumper Trucks – Fire Services

March 17, 2025

Page 2.

been indicated on the summary attached. The pricing reflects the advantages of leveraging the buying power through LAS/Canoe which includes an 8.3 percent discount of \$154,332 per unit on base price. An additional discount has been applied for the multiple unit purchase.

This request is in accordance with Purchasing By-law item 28) Cooperative Purchasing, where a competitive process was conducted, and participation is in the best interest of the City.

Financial Implications

Safetek's total proposal price for this equipment is \$5,283,097 including non-rebatable HST for all three units.

During the 2024 and 2025 Budget deliberations, Council approved the allocation of \$5,050,000 in total for this equipment within Capital Budget years 2024, 2025 and 2026. Given the build-time for these units, delivery and subsequent invoices will not be seen until 2027.

The shortfall can be accommodated from Fire Capital Equipment Reserves.

Strategic Plan / Policy Impact / Climate Impact

This item aligns with the Corporate Strategic Plan in the Service Delivery focus area Customer Service: Fire Services focuses on the community with a goal to provide exceptional service during an emergency. Having current and up-to-date apparatus will best facilitate responses.

Recommendation

It is therefore recommended that Council take the following action:

Resolved that the report of the Manager of Purchasing dated March 17, 2025 concerning equipment purchase of three pumper trucks as required by Fire Services be received and that the purchase from Safetek Emergency Vehicles Ltd., be approved at the total quoted amount of \$5,191,722 plus HST with shortfall allocated from Fire Capital Equipment Reserves.

Respectfully submitted,

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