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Date: April 24, 2017
To: Mayor and Council
Author: Deputy Chief Jeff Dean
RE: Aerial Truck Replacement
Report No.: FD-2017-003

AIM

To provide council information on the status of the acquisition of the scheduled aerial truck replacement.

BACKGROUND

Council approved \$450,000 in the 2017 capital budget in February 2017 for the purchase of a used aerial truck. \$410,000 is a transfer from reserves and \$40,000 is from revenue of the sale of our current aerial truck. The used fire truck market is extremely small and the used aerial truck market is even smaller. As such, Brindlee Mountain Fire Apparatus who is one of the largest used fire truck dealers in the business was utilized to source out used aerial trucks on the market. However, other used truck company websites were also utilized to make sure that we exhausted all of our options and get the best possible value for our dollar.

Capital Budget Line #	Description	Dept.	Capital Cost	Reserve Funding	Other Revenue	Net Tax Impact
39	Aerial Truck	121	\$450,000	\$410,000	\$40,000	\$0

DISCUSSION

A committee was created to look at our options for purchasing a used aerial truck. The committee was comprised of 4 persons. Director of Financial Services, Sandra Zwiers chaired the committee. The remainder of the committee consisted of Station Chiefs; Bob Brando and Dave Page and Acting Fire Chief Jeff Dean. The committee met on March 7th

and looked at our financial options and the available trucks on the market that met our financial obligations as well as truck features that we require. The available trucks on the market were minimal with really only one viable option which was a 2004 American LaFrance (ALF). The committee thought it was best to send a team down to Brindlee Mountain's facility to inspect the 2004 ALF in order to make an informed decision as to whether this truck would meet our needs. Just as preparations were being made for the trip, a 2003 E-One truck came on the market which was another viable option and fortunately both trucks were housed at the same location for our inspection.

The 2003 E-One truck is in excellent shape with very low miles and engine hours and has been very well cared for. All aerial components are in good shape, all cables appear to be almost new with lots of future adjustment available. No structural issues were noted on the aerial device and all overrides and interlocks work correctly. Lastly, the fire pump easily met all the required testing benchmarks. This truck was called a rare find by Darch Fire and will serve our fire department well for many years to come.

The 2003 E-One truck has the following features:

- Cyclone II Chassis
- 95 foot platform
- Seating for 6 (5 SCBA seats)
- 2000 GPM Side-Mount Pump
- 300 Gallon Polypropylene Tank
- Onan 10KW Diesel Generator
- Full complement of ground ladders
- Engine Hours – 726
- Mileage – 8,441

After a collaborative discussion with our Director of Financial Services which looked at the cost of the truck and the cost to have the truck delivered and prepared for service, we felt that offering \$310,000.00 USD (approximately \$415,400.00 CAD at a 1.34% exchange rate) was an offer that would comfortably fit within the approved 2017 capital budget. The offer was made on April 4th and accepted the same day by Brindlee Mountain Fire Apparatus.

Attached is the Sales Agreement which includes some minor repairs needed that were identified during the inspection/testing session. The seller will also provide a 3rd party aerial certification as well as an annual pump service test.

Some minor work is required to get this truck ready for service in Ontario such as installing a pump heater, heat pan and converting all discharges and intakes for Ontario threads to be compatible with our hose as well as installing new lettering to match our current fleet.

LINK TO STRATEGIC PLAN

To maintain and improve the health, safety and well-being of our residents

FINANCIAL CONSIDERATIONS

Description	Cost (CAD)
2003 E-One 95' Aerial Truck	Approximately \$415,400.00 (\$310,000 USD)
Thread adapters & caps	\$3,013.77
Pump heater installation	\$1424.64
Heat pan fabrication	\$500.00
Truck lettering	\$750.00
Delivery charge	\$3,072.90
Inspection trip costs	\$4,357.88
Estimated brokerage fees & taxes	\$8,000.00
TOTAL	\$436,519.19

The total estimated cost for the truck is \$436,519.19 CAD which is within the capital budget of \$450,000.00 and provides us with a \$13,480.81 buffer for any unforeseen costs. Any residual funds left over can be used to offset a lower than expected sale price of the surplus aerial truck.

CONSULTATIONS

CAO Peggy Van Mierlo-West
Director of Financial Services Sandra Zwiers
Fire Chief Chuck Parsons
Station Chief Bob Brando
Station Chief Dave Page
Manual Costa (Darch Fire, Service Manager)
Paul Garton (Darch Fire, Emergency Vehicle Technician)

RECOMMENDATION

That council approves the purchase of the 2003 E-One 95' Platform from Brindlee Mountain Fire Apparatus LLC for the purchase price of approximately \$415,400.00 CAD (\$310,000.00 USD) with the associated costs totaling approximately \$436,519.19 CAD.

Jeffrey J. Dean

Jeffrey J. Dean
Deputy Fire Chief

Peggy Van Mierlo-West

Peggy Van Mierlo-West, C.E.T.
Chief Administrative Officer