



CITY COUNCIL REPORT

TITLE:

QUOTATION - SUPPLY AND DELIVERY OF RAPID RESPONSE TRUCKS

PRESENTER:

Curtis Vogel

DEPARTMENT:

Transportation Services

ATTACHMENTS:

DATE:

11/26/2025

CLEARANCE / APPROVALS:

Todd Burton General Manager

Dave Wardrop City Manager

RECOMMENDATION(S):

That the bid from Acres Industries Inc for the Supply and Delivery of Rapid Response Trucks as per Quotation and Specifications be accepted for the total bid price of \$ 942,086 . 70 (net of GST) .

And further that \$102,086.70 be expended from the Fire Vehicle Reserve to accommodate the overage.

BACKGROUND:

FR-3 is on a 10-year replacement cycle and with this being its 10th year in service with a 730-day delivery timeline it is imperative for the Fire Department to have this unit replaced. BT-1 is on a 20-year replacement cycle and with it being 20 years old is not up to newer operational standards. This unit also comes with a 730-day delivery timeline and as such should be a priority to be replaced.

ANALYSIS:

A Quotation for Rapid Response Vehicles was issued. The best evaluated bid (net of GST) was received from:

<u>Bidder</u>	<u>Year/Make Model</u>	<u>Total Bid Price</u>
Acres Industries Inc	2026 Ford F550 Stealth Series	\$942,086.70
	2026 Ford F550 Sentry Series	

Delivery of the units is not expected until fall 2027 due to the manufacturing timelines.

LEGISLATIVE REQUIREMENTS:

As per the Tendering & Procurement Policy, Council approval is required when the contract value cannot be accommodated within the current year's Financial Plan.

FINANCIAL IMPACT:

The 2025 Financial Plan includes a total budget for these units of \$ 844,000 funded as follows:

BT1 - \$483,500

FR-3 - \$360,500

BT-1 is a shared unit with RM of Elton and RM of Cornwallis, with the City and each municipality responsible for contributing 1/3 towards the purchase of the unit.

With additional costs for contingency and upfitting the expected costs for BT-1 is \$514,751 leaving a \$31,251 shortfall. The City is responsible for \$10,417 of this overage with the remaining \$20,834 recovered from Elton & Cornwallis.

With additional costs for contingency and upfitting the expected costs for FR-3 is \$431,336, leaving a \$70,836 shortfall. The City is responsible for the total overage.

Combined, an additional \$102,087 is required to be expended from the Fire Vehicles Reserve. Additional third-party recoveries of \$20,834 will result in a net impact of \$81,253 of additional funds being expended from the reserve.

The impact on the reserve is as follows:

Fire Vehicles Reserve

	2025	2026	2027
Opening	2,736,681	2,329,524	72,147
Approved Capital	(1,024,000)	(2,718,000)	(76,400)
Approved Transfers from operating	294,543	460,623	416,459
Approved Transfers from Third Part Recoveries	322,300	-	-
Closing Balance	2,329,524	72,147	412,206
Additional Third Part Recoveries re:BT-1	20,834		
BT-1 & FR-3 Acquisition	(102,087)		
Deferred Aerial Receipt		2,273,000	(2,273,000)
Deferral of FP-14 Refurbishment	100,000		
Savings from FC-3 Acquisition	23,113		
	22,280		
Revised Closing Balance	2,393,664	2,409,287	476,346

A 20% deposit will be required at the time of award to help the Bidder mitigate supply challenges and cost increases. This cost will be incurred in 2025. A milestone payment will be due in 2026 when each chassis is delivered at a cost of \$100,000 each. The remaining balance of the project will be due upon delivery of the units.

RISK ASSESSMENT:

The current Brush Truck (BT-1) is over twenty years old, and is no longer meeting the needs of what the department requires. With the increase risk associated with wildland fires, this piece of equipment is essential for BFES to respond effectively. With this being a two year build we believe that it is important to move forward as soon as possible in order to ensure the service level that BFES provides is not reduced.

The Rescue Unit (FR-3) is the busiest truck in the department. This vehicle responds to all calls including medical calls, fire responses, motor vehicle collisions and many others. As a result of the high call volume that this truck responds to and the high amount of use, we are seeing a lot of downtime due to the wear and tear and the age of the truck. We need to start the process of replacing the truck as soon as possible in order to ensure that our service level does not decrease.

CONCLUSION:

That the bid from Acres Industries Inc for the Supply and Delivery of Rapid Response Trucks as per Quotation and Specifications be accepted for the total bid price of \$942,086.70 (net of GST) .

And further that \$102,086.70 be expended from the Fire Vehicle Reserve to accommodate the overage.