



THE CORPORATION OF THE TOWN OF AMHERSTBURG

OFFICE OF THE CAO

Mission Statement: As stewards of the Town of Amherstburg, we strive to improve the quality of life of all residents through the delivery of effective, efficient, and affordable services.

Author's Name: Michael Mio	Report Date: March 31, 2025
Author's Phone: 519 736-6500 ext. 2241	Date to Council: April 14, 2025
Author's E-mail: mmio@amherstburg.ca	Resolution #:

To: Mayor and Members of Town Council

Subject: 2009 Aerial Apparatus Replacement RFP

1. **RECOMMENDATION:**

It is recommended that:

1. The Chief Administrative Officer and the Town Clerk **BE AUTHORIZED** to sign a contract with Fort Erie Fire Trucks in the amount of **\$3,038,000** plus HST, for the purchase of an Aerial Apparatus as per results of Tender #2024-040, satisfactory in financial content to the Chief Financial Officer, and in technical content to the Fire Chief or designate; and,
2. Additional funding in the amount of \$91,566.10 from the General Reserve (0400) **BE APPROVED** for the Aerial Apparatus purchase.

2. **BACKGROUND:**

On August 12, 2024, Council approved funding for the purchase of a new 100" aerial apparatus under Council Resolution 20240812-019, replacing our current 70' ladder truck.

Resolution: 20240812-019

Moved By Councillor Crain

Seconded By Councillor Allaire

That:

1. Administration **BE AUTHORIZED** to issue a Request for Tender (RFT) for the replacement of the 2009 Aerial Apparatus currently in service and reaching its end of life;
2. Total funding for the project, as outlined below, for a total amount of \$3,000,000, inclusive of non-recoverable HST, **BE APPROVED** for this project;
 - a. 2024 - \$500,000– As approved in Capital Budget
 - b. 2025 - \$500,000 – General Reserve (0400)
 - c. 2026 - \$500,000 – General Reserve (0400)
 - d. 2027 - \$500,000 – Fleet Reserve (0065)
 - e. 2028 - \$1,000,000 – General Reserve (0400)
3. The Chief Financial Officer and Fire Chief **BE DIRECTED** that the key milestone dates for payments aligns with the available funding in each year to ensure there is no requirement to leverage any funding sooner than the year in which it is available;
4. The Chief Administration Officer **BE AUTHORIZED** to award the tender to the lowest bidder, provided the tender is within the \$3,000,000, inclusive of non-recoverable HST, to ensure the order is placed by December 2024 safeguarding the risk of having to retire the current ladder truck prior to the arrival of the new one; and,
5. Should results of the tender come in lower than the approved \$3,000,000 Administration **BE DIRECTED** to reduce the project budget to the actual amount and make those funds available for use on other projects during capital budget development.

The Mayor put the Motion.

Motion Carried.

Following the issuance of the tender, a sole bid was received from Fort Erie Fire Trucks. The cost however was slightly higher than initially projected, coming in at \$3,038,000.00 plus HST. This increase is attributed to factors such as inflation, supply chain constraints, and increased material costs. As a result, an additional \$91,566.10 is required to proceed with the current proposal.

The previous recommendation to execute the agreement is not able to be actioned as the price did not come in on budget. This report is required to seek Council approval for the additional funding and to execute an agreement with the lowest and sole submission. This equipment is essential for maintaining and improving fire response capabilities within the Town.

3. DISCUSSION:

A thorough review of potential cost-saving measures was conducted with the committee however, the only reductions identified would require eliminating or downgrading critical life safety and diagnostic systems. Such reductions could lead to higher long-term costs due to increased difficulties in diagnosing and resolving mechanical and operational issues. Furthermore, firefighter safety remains the top priority, and any compromises to essential safety systems would introduce unacceptable risks to personnel. Installing these items after the vehicle is assembled would also not be cost-effective. Investing in a fully equipped aerial apparatus now ensures operational reliability, minimizes future maintenance expenses, and enhances firefighter safety. As this is a 4-year horizon, the administration will make every effort to reduce costs and any funds not required would be returned.

4. RISK ANALYSIS:

Not approving additional funds at this time would cause Administration to enter into a new tender process, which would expose the Town to more volatility and higher costs due to current inflationary pressures, along with supply chain constraints and increasing material costs. Investing in the additional funds required for the aerial apparatus is essential to ensuring that the municipality maintains an effective and reliable fire response system. In addition, as stated in the August 12, 2024 report, not replacing the unit on time can result in erosion of the current dwelling protection grading by the Fire Underwriter's Survey. This can result in higher than expected fire insurance premiums for the municipality and ratepayers. Approving the additional funds now will prevent higher maintenance, insurance and repair costs in the future while ensuring firefighter and public safety.

5. FINANCIAL MATTERS:

In 2024, Council approved the spending of \$3,000,000.00, inclusive of non-recoverable HST to be funded over 4 years. Based on the results of \$3,038,000 plus non-recoverable HST the total cost for the project will be \$3,091,566.10, a \$91,566.10 shortfall in approved funding. It is recommended the General Reserve (0400) be used for fund the shortfall. There is sufficient funding in the reserve as a result of Council approval of the continuance of their investment in asset management which addresses the replacement and rehabilitation of existing assets, for which the Aerial Apparatus qualifies as.

Not accepting the current tender could result in additional costs associated with the current economic uncertainties.

6. ASSET MANAGEMENT IMPACTS:

There is no current impact to the asset management program with Council adoption of the recommendation. The 2009 Aerial Apparatus is included in our asset management registry, once in receipt of the new asset the registry will be updated with the revised asset information and costs.

7. CONSULTATIONS:

Procurement Specialist – Antonella Little
 Deputy CAO/Director Development Services – Melissa Osborne

8. CORPORATE STRATEGIC ALIGNMENT:

Vision: Preserving our past while forging our future.

<i>Amherstburg Community Strategic Plan 2022 - 2026</i>	
<p style="text-align: center;">PILLAR 1 Deliver Trusted & Accountable Local Government</p> <ul style="list-style-type: none"> ✓ Improve trust between council and staff, and residents, by strengthening governance and internal accountability structures. ✓ Deliver transparent and efficient financial management. <input type="checkbox"/> Increase effective communication and engagement with residents. <input type="checkbox"/> Develop our staff team, resources, and workplace culture. ✓ Continue to deliver strong core municipal services. <input type="checkbox"/> Ensure Amherstburg is an inclusive accessible and welcoming community committed to reconciliation. 	<p style="text-align: center;">PILLAR 3 Encourage Local Economic Prosperity</p> <ul style="list-style-type: none"> <input type="checkbox"/> Encourage development of commercial and industrial lands. <input type="checkbox"/> Continue to promote local tourism industry, especially overnight accommodation. ✓ Continue to facilitate downtown development for residents and visitors. <input type="checkbox"/> Continue to leverage partnership opportunities with other provincial, federal, and local governments, agencies, and organizations.
<p style="text-align: center;">PILLAR 2 Invest in Community Amenities and Infrastructure</p> <ul style="list-style-type: none"> ✓ Maintain safe, reliable and accessible municipal infrastructure and facilities. <input type="checkbox"/> Increase access to recreation opportunities for all ages. <input type="checkbox"/> Finalize and execute plans for town-owned lands (e.g. Duffy’s site, Belle Vue) <input type="checkbox"/> Create public access to water and waterfront 	<p style="text-align: center;">PILLAR 4 Shape Growth Aligned with Local Identity</p> <ul style="list-style-type: none"> <input type="checkbox"/> Define and communicate a vision for the Town’s future and identity. <input type="checkbox"/> Promote and plan for green and “climate change ready” development. <input type="checkbox"/> Review and implement policies that promote greater access to diverse housing. ✓ Protect the Town’s historic sites and heritage.

Prioritize opportunities to reduce environmental impacts of Town operations and increase Town resilience to climate change.

Preserve the Town's greenspaces, agricultural lands, and natural environment.

9. CONCLUSION:

In light of the cost increase beyond the previously approved budget, Council's approval of \$91,566.10 in additional funding is strongly recommended to complete the procurement of the aerial apparatus. This investment will enhance fire services and ensure continued public safety.



Michael Mio
Fire Chief

MM

Report Approval Details

Document Title:	Aerial Tower.docx
Attachments:	
Final Approval Date:	Apr 4, 2025

This report and all of its attachments were approved and signed as outlined below:



Tracy Prince



Valerie Critchley



Kevin Fox