

Municipality of East Ferris

Report to Council

Report No.: FD-2025-02

Date: April 22, 2025

Originator: Steph Amyotte, Fire Chief

Subject: Fire Truck Purchase

RECOMMENDATION

THAT Council of the Corporation of the Municipality of East Ferris authorize staff to negotiate a purchase agreement with Battleshield Industries Limited for the design and purchase of a new pumper truck and to return to Council for approval of the agreement and purchase price (Option 1: Single Source Purchase of a Pumper Truck).

BACKGROUND

At the regular meeting of Council held on March 25th, 2025, Council passed Resolution 2025-90:

THAT Council for the Municipality of East Ferris accepts the recommendation of the Fire Chief contained in Report No. FIRE-2025-01 and authorizes the Fire Chief to proceed with a Request for Proposal for the purchase of a new fire truck to replace the 2007 pumper tanker;

AND THAT the Treasurer for the Municipality of East Ferris be authorized to submit a loan application to Infrastructure Ontario and the Royal Bank of Canada to seek financing for this purchase.

After further discussions with multiple fire truck manufacturers, we have been presented with a unique opportunity to purchase a “stock truck” that could be built to our specifications. By purchasing a stock truck, we take advantage of guaranteed pricing, no tariffs, and no new diesel engine. These were three concerns that were discussed during budget deliberations and presented in a previous report to Council at the March 25th, 2025, Council meeting.

All fire truck manufacturers build and supply stock trucks that can be purchased and delivered within six to ten months. They would all offer guaranteed pricing, no tariffs, and no new diesel engine. The difference with the current opportunity being offered by Battleshield Industries Limited is that other manufacturers will not build their stock truck to our specifications. When they build stock trucks, they are all designed the same leaving minimal option for customization.

Due to the rural area we serve, and the firefighting tactics we utilize, there are specifications we require that are not an option on a typical stock truck. A two-door cab is becoming less accessible and is nonnegotiable as we have length restrictions in the stations. A front intake is another option we require to give us the flexibility we need due to narrow roadways and hills. These are two options that we are able to include in the specifications for the stock truck from Battleshield.

Battleshild Industries is a family-owned, Canadian manufacturer that was founded in 2012. Located in Vars Ontario, they started out refurbishing fire trucks, providing mobile service, parts, and equipment. In 2016, they began designing and building fire trucks. They offer 24/7 service

and are dedicated to serving their customers long after delivery. I have spoken to other departments that have purchased trucks from Battleshield and the feedback has all been positive. Discussions with current clients were related to build quality, engineering, and post delivery service. The consensus from all is that Battleshield is there for you from beginning to end. They offer a great product and are willing to work with you during and after the build.

Battleshield meets industry standards with regards to building fire apparatus including NFPA 1901 (Standard for Automotive Fire Apparatus). They will provide comparable warranty and 24/7 service for parts, service, and repairs for the lifetime of the apparatus.

FINANCIAL IMPLICATIONS

In accordance with Part Five of the Municipality of East Ferris Procurement By-law (By-law #2274), a Request for Proposal should be released. Releasing a Request for Proposal would allow for equal opportunity for all manufacturers. This would provide the Municipality with options and allow us to choose the apparatus that would meet our specifications while allowing for negotiations to meet certain criteria. The concern with this process is that no manufacturers are willing to guarantee pricing. With the current economic uncertainty, the cost for the apparatus after a two-year build time could increase substantially. Although manufacturers cannot guarantee that prices would be affected, the potential is apparent.

It is the opinion of staff that in these uncertain times, it would be in the best interest of the Municipality of East Ferris to single source this purchase in an effort lower the financial burden on ratepayers and remove the uncertainties that exist with releasing an RFP. Based on preliminary discussions, the potential cost savings could be approximately one hundred thousand dollars. Battleshield has also shown interest in a trade-in for our current 2007 pumper. The trade in value is unknown until they have inspected the vehicle. This is not our only option for selling surplus equipment; many neighbouring departments have shown interest in purchasing the truck directly from the Municipality. Our normal practice is to sell surplus equipment assets on the GovDeals auction site. The Municipality has various options to dispose of the 2007 pumper truck and maximize the salvage value.

OPTIONS

Option 1: Single Source Purchase of a Pumper Truck

Staff negotiate a purchase agreement with Battleshield Industries Limited to design and purchase a new pumper truck. A Letter of Intent would be drawn up and submitted to Battleshield indicating that, providing all specifications are met and Council approves the purchase price, the Municipality of East Ferris will honour the agreement to purchase the truck.

Option 2: Proceed with Request for Proposal

Staff proceed with a Request for Proposal (RFP) for a new pumper truck as authorized in Resolution 2025-90.

Respectfully Submitted,

I concur with this report and recommendation.



Steph Amyotte
Fire Chief



Jason H. Trottier, HBBA, MPA, CPA, CMA
CAO/Treasurer