



**TOWNSHIP OF EDWARDSBURGH CARDINAL  
ACTION ITEM**

**Committee:** Committee of the Whole – Administration and Operations

**Date:** February 24, 2025

**Department:** Fire

**Topic:** Pumper 1 RFP Results

**Purpose:** To inform Council of the Pumper 1 RFP results and recommend proceeding with an early purchase.

**Background:** In January committee was presented with a business case to replace pumper 1. Several items contributed to recommend early replacement, primarily, new upcoming emissions technologies and their impact on cost and reliability of 2027 models.

The RFP was posted on the township and Merx websites from January 28 to February 18. The RFP listed a few basic requirements and was open to stock, demo or build to order trucks with delivery window of Q2 2025 - Q4 2027.

In total seven proposals were received. One proposal was not evaluated as it included a custom chassis. Another proposal included a pump capacity less than the minimum specified in the RFP. This proposal was included in the evaluation and did not make the top three.

The proposals were scored by seven fire department officers using the following matrix.

Price	30%
Expertise and Resources	20%
Warranty and Maintenance	10%
References	5%
Preferred / Additional Features	35%

Score	Vendor	Delivery	Price
84.35	MaxiMetal – Commercial Emergency Equip	Q3 2025	\$679,924
62.83	Rosenbauer – City View Specialty Vehicles	Q1 2026	\$645,650
61.68	Pierce - Commercial Emergency Equip	Q4 2025	\$683,343
49.90	Dependable Emergency Vehicles	Q3 2025	\$549,000
49.20	Battleshield – 1000 gal tank	Q1 2026	\$738,592
42.77	Battleshield – 1400 gal tank	Q1 2026	\$747,806

Prices do not include non-rebated HST.

The proposal from Commercial Emergency Equipment for the MaxiMetal pumper received the highest score by every evaluator. MaxiMetal has been producing fire apparatus at their facility in Saint-Georges Quebec for 42 years.

Standard features in the stock MaxiMetal configuration that influenced scoring include:

- 20% additional water tank capacity (1200 gal)
- Low height hose pre-connects with removeable trays
- Front bumper line for efficient deployment
- Multiple compartment shelves and lower pull-out trays included
- TPMS with dash indicator
- 120 v shore power in cab
- Direct water tank fill with fireman's friend valve
- Recessed step at rear of hose bed for loading

**Policy Implications:** Procurement Policy 2023-51, Paragraph 6.2 states, all expenditures shall be within the current approved budget or within approved estimates; otherwise, prior approval of Council shall be required. The Department Head or Treasurer shall not approve any expenditure that is not within the approved budget or estimates. In the event that the annual budget has not yet been approved, expenditures can be made provided that the expenditures are within the previous year's budget authority.

**Strategic Plan Implications:** This would align with strategic plan objective 4.10 to maintain municipal fire infrastructure.

#### **Options Analysis:**

1. Purchase the pumper from MaxiMetal. Although pricing may be subject to change, an increase is unlikely with a chassis that is already on hand and the truck currently under construction in Canada. Increase the time before the next pumper purchase by 2 years to 5. Ahead of the new engine/emissions equipment and uncertain cost increases.
2. Investigate/negotiate for a delivery in 2026. It may be difficult to acquire firm costing based on chassis availability. Price will have a higher margin for potential increases.
3. Remain status quo and re-issue an RFP in 2026.

**Financial Considerations:** A 10% deposit is required at time of order with the balance due upon delivery of the apparatus. The deposit amount could be taken from the fire department vehicle reserves and debenture remaining cost over a period, not to exceed 10 years, upon arrival.

**Recommendation:** That Council authorize the early pumper replacement in 2025 and direct staff to execute a purchase agreement for the MaxiMetal pumper from Commercial Emergency Equipment; cover the 10% deposit through the fire vehicle reserves and return with debenture options in advance of pumper arrival.



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**Fire Chief**