




**CITY OF HAMILTON**  
**HEALTHY AND SAFE COMMUNITIES DEPARTMENT**  
**Hamilton Fire Department**

<b>TO:</b>	Chair and Members Emergency and Community Services Committee
<b>COMMITTEE DATE:</b>	February 6, 2025
<b>SUBJECT/REPORT NO:</b>	Approval Authority to the Hamilton Fire Department for the Non-Competitive Procurement of Firefighting Apparatus (HSC24008(a)) (City Wide)
<b>WARD(S) AFFECTED:</b>	City Wide
<b>PREPARED BY:</b>	Michael Rember (905) 546-2424 Ext. 3376
<b>SUBMITTED BY:</b>	David Cunliffe Chief, Hamilton Fire Department Healthy and Safe Communities Department
<b>SIGNATURE:</b>	

**RECOMMENDATION**

That Council approve the method of spot buying described in this Report, for the immediate purchase and delivery of five (5) firefighting apparatus and that the Fire Chief or their designate be authorized to negotiate, enter into and execute contracts and any ancillary documents provided such are in accordance with the requirements set out in Appendix "A" of Report HSC24008(a).

**EXECUTIVE SUMMARY**

The Hamilton Fire Department is again seeking the approval of Council to spot buy a total of five (5) apparatus, all of which have received capital budget approval. Three (3) of these apparatus are required to replace units that were originally ordered on Contract C5-06-22, however that contract was terminated due to events of default by the vendor. The requirement to replace aging apparatus is always time sensitive, and even more so for those cancelled units. Two (2) additional apparatus are scheduled for capital vehicle replacement in 2025.

In 2024, with Council's approval (HSC24008), the method of spot buying was used to purchase four (4) apparatus. This method resulted in the delivery and placement of the

---

OUR Vision: To be the best place to raise a child and age successfully.

OUR Mission: To provide high quality cost conscious public services that contribute to a healthy, safe and prosperous community, in a sustainable manner.

OUR Culture: Collective Ownership, Steadfast Integrity, Courageous Change, Sensational Service, Engaged Empowered Employees.

**SUBJECT: Approval Authority to the Hamilton Fire Department for the Non-Competitive Procurement of Firefighting Apparatus (HSC24008(a)) (City Wide) - Page 2 of 4**

---

vehicles into service within six (6) months of initiation of the spot buy, and the realization of savings indicated below:

<b>2024 Vehicle Purchases</b>	<b>Budgeted Capital</b>	<b>Actual Spot Buy Cost</b>	<b>Savings</b>
Urban Pumper 1	\$1,540,000	\$898,929	\$641,071
Urban Pumper 2	\$1,540,000	\$918,866	\$621,134
Urban Pumper 3*	\$1,084,000	\$848,380	\$235,620
Rural Pumper (Station 24 – Waterdown)	\$1,549,000	\$1,216,690	\$332,310
<b>Totals:</b>	<b>\$6,169,000.</b>	<b>\$3,882,865</b>	<b>\$1,830,135</b>

If approved, the method of spot buying will be used for the immediate purchase and delivery of the following five (5) firefighting apparatus:

**Replacement of Vehicles due to Cancelled Contract**

<b>Apparatus Type</b>	<b>Number to be Purchased</b>	<b>Estimated Replacement Cost</b>
Pumper / Engine	2	\$2.7 M
Tanker	1	\$1.25 M
<b>TOTAL</b>	<b>3</b>	<b>\$3.95 M</b>

**Vehicles Scheduled for 2025 Capital Replacement**

<b>Apparatus Type</b>	<b>Number to be Purchased</b>	<b>Estimated Replacement Cost</b>
Pumper / Engine	1	\$1.35 M
Pumper / Engine	1	\$1.35 M
<b>TOTAL</b>	<b>2</b>	<b>\$2.70 M</b>

**Alternatives for Consideration – Not Applicable**

**FINANCIAL – STAFFING – LEGAL IMPLICATIONS**

Financial: Potential cost savings are anticipated due to the use of the method of spot buying apparatus.

Staffing: N/A

Legal: N//A

## **HISTORICAL BACKGROUND**

The conditions described in Report HSC24008 (2024) continue to be relevant. Manufacturers of firefighting apparatus continue to experience challenges including supply chain issues, significant production backlogs, semi-annual price increases, and a shift to manufacturing more standardized (i.e. stock) apparatus without pre-orders. For the Hamilton Fire Department, these changes have resulted in longer wait times for delivery of apparatus (now three years as opposed to one and a half years previously) and significantly higher prices.

Additional time and costs impact the purchase of new or replacement apparatus and create a strain on existing resources and assets. Long delivery lead times for replacement vehicles impact the overall apparatus fleet and the required maintenance and repair staffing. Even with redundancies, if an apparatus cannot be replaced in a timely manner, it creates potential risks and impacts to the community for assets that have reached end of lifecycle as older apparatus spend more time out of service.

## **POLICY IMPLICATIONS AND LEGISLATED REQUIREMENTS**

This Report is in accordance with By-law 20-205 as amended, the City's Procurement Policy.

Council must approve any requests for negotiations for: (a) a single source as set out in subsection (1)(b) of this Policy 11, where the cumulative value of the Policy 11 exceeds a multi-year value of the proposed procurement is \$250,000 or greater. For greater clarity, the total cumulative value of a Policy 11 shall not exceed \$250,000 in any given year or multiple consecutive years.

## **RELEVANT CONSULTATION**

Previous consultation with staff from Corporate Services, Legal Services and Risk Management Division for Report HSC24008 remain relevant as program and permission parameters would remain unchanged.

## **ANALYSIS AND RATIONALE FOR RECOMMENDATION**

The previous use of the method of spot buying firefighting apparatus has addressed the significant challenges that the Hamilton Fire Department has been facing relative to the timely replacement of firefighting apparatus.

**SUBJECT: Approval Authority to the Hamilton Fire Department for the Non-Competitive Procurement of Firefighting Apparatus (HSC24008(a)) (City Wide) - Page 4 of 4**

---

**ALTERNATIVES FOR CONSIDERATION**

None

**APPENDICES AND SCHEDULES ATTACHED**

Appendix "A" to Report HSC24008(a):                      Spot Buy Process