



## Hereford & Worcester Fire Authority

Record of an Authority decision delegated to an Officer as required under Regulation 7 of the Openness of Local Government Bodies Regulation 2014

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| Subject of decision      | <p>Award the purchase of Fire Appliances to Emergency One over a 3 year period as follows;</p> <p>5 x Type B Pumping Appliances (order placed 2017/18)<br/> 7 x Type B Pumping Appliances (order placed 2018/19) Option<br/> 6 x Type B Pumping Appliances (order placed 2019/20) Option</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Officer name             | Jon Pryce                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Job title                | Area Commander, Head of Operations Support                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Date decision taken      | 20/10/2017                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Reasons for the decision | <p>HWFRS Fleet Strategy 2016-2021 identifies the replacement dates of vehicles this links to the service core strategy of “providing and maintaining the right fleet, tools and equipment to ensure our staff can do their jobs effectively”.</p> <p>As authorise by Policy and Resources Committee on the 25<sup>th</sup> Jan 2017 the purchase of</p> <p>5 x Type B Pumping Appliances (order placed 2017/18)<br/> 7 x Type B Pumping Appliances (order placed 2018/19) Option<br/> 6 x Type B Pumping Appliances (order placed 2019/20) Option</p> <p>Hereford &amp; Worcester Fire Authority (HWFA) operate 41, front line rescue appliances, 11 vehicles for training, YFF and Fleet. These have been provided by several different body builders with a number of different chassis cabs.</p> <p>Most recently all vehicles have been Scania, as part of this tender process HWFA require alternatives chassis providers and therefore requested suppliers offer 2 vehicles that would best meet our requirements.</p> <p>HWFA were also looking to provide enhance fire fighting capability by maximising the water capacity carried on the vehicle whilst continuing to operate vehicles within 90% of the Permissible GVW. Given the conflicting constraints of Euro 6 vehicles, weight and equipment to be carried HWFA were looking for Comprehensive information which clearly identifies how the proposed solution achieves or exceeds the identified needs of HWFA and offers real and significant benefits.</p> |

Following a mini competition under Devon and Somerset Framework Agreement for UK Fire and Rescue Emergency Response Vehicles Emergency One was awarded the contract due to being the Most Economically Advantageous Tender (MEAT).

### **Emergency One**

#### **Scania CP28 Crew cab**

The response satisfies our requirements. The vehicle offered is the same as existing vehicles which ensures no risk to the Authority, areas where the chassis differs but provides additional value is that of a higher powered engine with increase torque capacity to allow for the heavier payload the vehicle will need to carry. In contrast to the Volvo and offers from Rosenbauer UK Ltd there is no additional vehicle maintenance training for workshop based staff, therefore unproductive time spent training can be minimised, no additional vehicle parts will be required to be kept in stores and operators will have reduced familiarisation time on stations with these vehicles. There is also limited driver training requirements identified as vehicles identical to present vehicles.

The copolymer bodies offered are the same as our last 5, which ensures Low/no risk to the Authority.

All body builders related electric wiring harnesses, light units and components fitted are the same as previous builds, due to this commonality unproductive time spent in training can be minimised, no additional vehicle parts will be required to be purchased and located in stores. Mechanics will be able to quickly diagnose and rectify faults therefore minimising down time of vehicles.

Fire engineering, to include Power take off (PTO), Godiva Pump, Instruments and Pump controllers are the same as our previous builds which ensures Low/no risk to the Authority. This commonality of parts ensures unproductive time spent in training can be minimised, no additional vehicle parts will be required to be located in stores and mechanics will be able to quickly diagnose and rectify faults thus minimising down time of vehicles. Operators controlling the water Pump will have reduced familiarisation time on stations due to the commonality of pump controller and instruments.

### **Price**

The score for this section is calculated based on the lowest cost scoring 100 % of the available marks and all other potential providers' scores being calculated by comparing a potential providers actual cost vs the lowest cost.

Emergency One Scania CP28 Total % score = 98.46% of wining bid.

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| Details of decision                                             | <p>To award Emergency One a 3 year contract for the supply and delivery of Type B Pumping Appliances.<br/>Contract Value £1,240,960</p> <p>The Authority requires 18 of the following supplied in 3 batches</p> <p>5 x Type B Pumping Appliances (order placed 2017/18)<br/>7 x Type B Pumping Appliances (order placed 2018/19) Option<br/>6 x Type B Pumping Appliances (order placed 2019/20) Option</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Details of alternative options considered and rejected (if any) | <p><b>Emergency One Ltd</b></p> <p>Volvo FE was the lowest potential price but scored lower on Technical section therefore was rejected.</p> <p><b>Rosenbauer UK Ltd</b></p> <p><b>New Day cab Scania</b></p> <p>The vehicle chassis cab offered is the New Day cab Scania at 18 tons GVW which will be modified to accept Rosenbauer dedicated fire fighter crew cab. The new Scania Day cab is due to be unveiled to Europe mid December 2017 until then there are no confirmed prices or dimensions available, although the fire fighter crew cab should be similar to Rosenbauer present offerings. The offer from Rosenbauer is therefor a new product that may have initial teething issues, so it comes with some low risk to the Authority, areas where the chassis differs but provides additional value is that of a higher powered engine with increase torque capacity to allow for the heavier payload the vehicle will need to carry.</p> <p><b>Day cab Volvo FE</b></p> <p>The vehicle offered meets the minimum requirements, Volvo FE at 18 tons GVW, The Volvo is in use by many other FRS at 16 tons GVW therefore the vehicle chassis ensures a low risk to the Authority, areas where the chassis differs but provides additional value is that of a higher powered engine with increase torque capacity to allow for the heavier payload the vehicle will need to carry. (Volvo 350 hp 1400Nm) This engine commands higher horse power than the Scania engine at 320 hp, but less torque than the Scania at 1600Nm. There will be additional vehicle maintenance training for workshop based staff, therefore unproductive time spent training will be increased, and additional vehicle parts will be required to be kept in stores. Drivers will need additional familiarisation training with a new vehicle chassis compared to our existing vehicles, therefore affecting the availability of Fire Fighters on stations.</p> <p><b>Appliance body</b></p> <p>Rosenbauer was offering its innovative type body structure that incorporates the “fire fighter crew cab”. This new structure gives additional space for Fire Fighters and their kit and equipment within the crew area. With its innovative “stair case” Fire Fighters are able to debark from the vehicle front ward allowing for faster response times.</p> |

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|                                                       | <p>The shorter and higher body makes navigation around rural and urban streets easier. A risk that would need to manage carefully is of access to equipment stored at high level via the fold down steps on the sides of vehicle.</p> <p><b>Price</b></p> <p>The score for this section is calculated based on the lowest cost scoring 100 % of the available marks and all other potential providers' scores being calculated by comparing a potential providers actual cost vs the lowest cost.</p> <p>Rosenbauer UK Ltd New Day cab Scania Total % score 80.65% of wining bid.</p> <p>Rosenbauer UK Ltd New Day cab Volvo Total % score 86.30% of wining bid.</p> <p>The offerings from Rosenbauer were rejected on price and on chassis section under Technical.</p> |
| Any interests declared by a Member or Officer         | N/A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Links to relevant background documents or information | <p>Fleet Strategy</p> <p>Policy and Resources Committee meeting on the 25<sup>th</sup> Jan 2017</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |

To be completed by Committee & Members' Services  
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