

THE APPARATUS FLOOR

ISSUE 8 | SUMMER



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PRESIDENT'S MESSAGE

Hello fire chiefs, friends, and valued Metalfab customers. Welcome to the latest edition of our quarterly newsletter.

We can assuredly say that this year has been a mixed bag for everyone as we finally come out of the trying COVID-19 pandemic. One thing the pandemic has taught us is that we are a resilient community and have managed to adapt to the major changes to what we once considered a “normal” way of life. Let’s call it the “new normal.”

The most appropriate key words to keep in mind during this current period are “adaptability” and “modification.”

To begin, we must commend the firefighters. You have done an incredible job of modifying your standard operating policies to abide by the new COVID-19 health regulations. This includes altering your training exercises so that you can continue with in-person calls throughout the pandemic.

Here at Metalfab, we have changed our in-person policies at our plant to meet COVID-19 regulations. This meant pivoting from how we’ve stayed in touch with customers in the past by replacing conventions and in-person visits with virtual meetings and other newfound practices. We have also modified the way we conduct department visits and training.

A difficult situation that we still must contend with is the ongoing supply chain problem that is affecting industries worldwide. We are learning to adapt to the situation by changing our purchasing practices, because some of the standard items we buy have become unavailable or have a delayed delivery date. We also need to plan our purchasing process further in advance to meet our delivery times. Above all, we must remain extremely flexible and be accepting of change at this juncture.

Thank you again for taking the time to read our newsletter. We know that, together, we can make it through these tough times and come out better for it in the end. 🚒

Stay safe and be well,

Gordon Green, President, Metalfab LTD

gvgreen@MetalfabFireTrucks.com

3 MUST-HAVE FEATURES ON YOUR NEW PUMPER

The station house requires new pumpers. You know what is required, but specifying what you need on a new truck isn't as simple as copying the tender document from your last truck from 10 years ago. There is so much new technology to consider, and products are updated annually. Some new features may benefit your department while others may not.

We're here to help you decide. Below are three features that are sure to be beneficial for your department.

TRIDENT AUTOMATIC AIR PRIMER

Major upgrades in fire pump priming technology are helping to drive the market forward. The new primers utilize air supplied from the chassis air brake system to operate the pump primer, which is proven to be far more efficient and reliable than conventional electric motor-driven primers. The use of a primer virtually eliminates the impact load on the vehicle's electrical system, thereby improving its reliability. It also improves performance over time for establishing water supply, resulting in improved fireground operations and safety.

Some of the features and benefits include the following:

- Noise Level: Super Quiet
- Lightweight and Small Mounting Space
- Power: Air Operated (No Electrical Power Required)
- Self-Draining
- Corrosion-Resistant Brass Construction
- No Moving Parts
- NFPA Compliant
- Oil-Less Design: Environmentally Safe

HIVIZ FIRETECH BROW LIGHT

The FireTech Brow Light fits on the front of your apparatus to illuminate the roadway, which allows for greater safety and ease of working at night. Available with optional Integrated DOT Marker lights and split circuits, this product is the first fixture specifically designed from the ground up for use on the front of a truck's cab. One of the secrets to the Brow Lights success is the ability to attach the light at multiple points along the extrusion. This adjustable, patented rail-mounting system allows the light to be attached more securely. This means that, over time, it will neither flex nor succumb to moisture encroachment. The FireTech Brow Light's exceptional reliability and proven track record is why it is the ultimate lighting solution for forward-facing scene lighting.

Here are some of its key features:

- 5w LEDs with Precision Acrylic Optics
- All-Aluminum Extrusion
- Multiple Mounting Options
- Split Circuit Optic Control

BACKUP CAMERA

Adding this piece of equipment to your apparatus offers firefighters safety and liability protection; however, there are many different makes and models to consider. You want to ensure you're getting everything that's required.

For example:

- Do you want a rear camera only, or do you also want a camera on the right, left, or front?
- Do you want speakers so you are able to hear your guide backing you up?
- Are you considering a DVR capability option for the front camera?

Any product that you install on a vehicle should be part of the total package and includes these three items:

- an excellent driver training process that places an emphasis on knowing the physical dimensions of the vehicle along with its mechanical capabilities
- a good driving policy that includes the required procedure for backing an apparatus
- the required use of at least one ground guide during any backward movement of the apparatus

When looking to include a camera system for a new unit, or for aftermarket installation, here are four evaluation factors to consider:

- The quality of monitor images, particularly when used in total darkness. Screens generally range from 7 to 9 inches and are available in black and white or color displays.
- The International Protection (IP) rating for the camera housing is represented by two numbers. The first digit is the rating against solid objects; the second represents protection against water.
- The impact resistance for the camera housing (measured in G-forces).
- The night-vision capabilities. Most systems use LED technology to illuminate the camera's field of vision and express its capabilities in feet.

At Metalfab, we are always staying on top of the latest and most valuable trends, educating ourselves on how we can incorporate the best technology into our apparatus, all in an effort to increase the efficiency and performance of our rigs. We want to ensure that you have every option available to always be ahead of the game. 🚒



FIRE DEPARTMENT SPOTLIGHT:

TOWNSHIP OF SEVERN, ON

THE FOLLOWING IS AN INTERVIEW WITH FIRE CHIEF TIM CRANNEY
AT TOWNSHIP OF SEVERN, ON

The Township of Severn Fire Chief Tim Cranney was just six years old when the Township of Orillia built a second station. It wasn't long before his father and two uncles joined the company, creating some fond early memories for Cranney of hanging out at the station, watching the firefighters do nonemergency activities. These recollections were so indelible that he later joined up with the department. Thirty-seven years later, Cranney has never looked back.

In 1994, the name of the Township of Orillia station was changed to the Township of Severn, where Cranney has served as Chief for the past seven years. What Cranney appreciates most about his work is meeting new people and creating lifelong friendships with members of the community he serves. He says he has many favorite memories during his successful career, but one that stands out is his joining the Simcoe County Fire Chiefs Association where he has had the opportunity to attend the Ontario Association of Fire Chiefs conferences and seminars. Cranney oversees 79 department members, of which most are volunteer firefighters. The fire halls

consist of four stations—one six-bay, one four-bay, one three-bay, and a two-bay station. This month, we are pleased to spotlight Cranney and the Township of Severn Fire Department.

TELL ME A LITTLE ABOUT YOUR COMMUNITY.

Located in the northern corner of Simcoe County, the Township of Severn is 90 minutes north of Toronto and is considered the gateway to the Canadian Shield. It is a municipality with several small communities within its boundaries and covers 550 square kilometers. The population is currently about 13,400. There are three major highways that run through the Township of Severn: Highway 400, Highway 11, and Highway 12. There are two major railroads that cross the township, CN and CP. Part of the Trent-Severn Waterway borders the northern part of Severn.

DOES THE POPULATION INCREASE IN THE SUMMER?

There is a slight increase in population in the summer, although over the last two years, we have seen an increase in residents staying year-round in their cottages.

WHAT PERCENTAGE OF THE REGION IS RURAL/ INDUSTRIAL/COMMERCIAL?

Severn is mostly rural with approximately 13,700 hectares of Crown Land at the northern end of the community. There is a large area of farmland in the center and then there are the residential areas. There are three large limestone quarries within the rural area. The residential areas have smaller commercial buildings within their boundaries, and there is one large mall in the community with several stores. The industrial businesses consist of one large factory that produces kitchen sinks and several smaller light-industrial companies throughout the municipality.

ARE THERE ANY UNIQUE QUALITIES OF SEVERN THAT PRESENT CHALLENGES IN FIGHTING FIRES?

The large amount of Crown Land, the Provincial highways, the rail lines, and Trent-Severn Waterway all present unique challenges. There are agreements in place to assist Severn when dealing with incidents in these areas.

WHAT IS THE GREATEST CHALLENGE YOU FACE CURRENTLY IN YOUR DEPARTMENT?

Recruitment and retention of volunteer staff is the greatest challenge for Severn. That has been even more difficult with COVID-19. In spite of the pandemic, there is a recruit class every year.

HOW MANY FIRE TRUCKS DOES YOUR DEPARTMENT RUN?

We currently have 11 pieces of apparatus in Severn with four pumpers—three on a custom cab and chassis and one on a commercial cab and chassis. There are three 2500 tankers on custom cab and chassis, plus two small rescues and a third small rescue on order. Finally, there are two pick-ups, a UTV, and an enclosed trailer to transport the UTV.

WHAT IS THE MAIN CHALLENGE YOU FACE REGARDING YOUR FIRETRUCKS?

The main challenge for Severn regarding the apparatus is the cost of maintenance. Severn does not have a mechanic on staff, so all

repairs and service are done by outside agencies. This adds extra hours to staff time to arrange repairs and service.

TELL US ABOUT YOUR EXPERIENCE WITH METALFAB.

To date, the experience with Metalfab has been good, and they have been easy to work with. We have had some specific requirements with the apparatus we have purchased, and they always work with us to accommodate those specifications.

WHEN WAS YOUR FIRST TRUCK PURCHASED?

We purchased the first Metalfab pumper in 1997. It was a five-seat commercial pumper/tanker.

HOW MANY METALFAB TRUCKS HAVE YOU PURCHASED?

The Township of Severn has purchased seven trucks from Metalfab.

WHAT DO YOU LIKE ABOUT WORKING WITH METALFAB?

We have a good relationship with the staff. From working with the salespeople to speaking to the technical advisors, they are always just a phone call away to answer any questions. Metalfab has reasonable prices and quality workmanship. We look forward to an ongoing relationship. 🚒

BRING YOUR VISION TO LIFE WITH METALFAB

Thank you to Tim Cranney of the Township of Severn Fire Department for interviewing with Metalfab's Business Development Manager, Ryan Stacey. If your department is looking to bring your own visions for a custom fire truck to life, our Metalfab team would love to hear from you. Give us a call at 1-800-561-0012 or contact Ryan directly at rastacey@metalfabfiretrucks.com to get started.



PREPARING A FIRE TRUCK RFP IS AS EASY AS 1...2...3...



Is your old truck in need of replacement but you're dreading writing that pesky Request for Proposal (RFP)? Your friends at Metalfab get it. However, writing an RFP doesn't need to be difficult. When you write an RFP for Metalfab, we'll help make it easy as 1 . . . 2 . . . 3. Guaranteed. In this article, we are going to look at the process of preparing an RFP and let you know how to get started, a sample method for preparation, and resources you can use to help.

BEFORE YOU GET STARTED

Before you get started on your RFP, make sure you have a basic idea of what you require for the new unit. You should also form a truck committee within your department to help make decisions concerning the new unit. Reach out to manufacturers and get them involved in the process as well. If you are working with Metalfab, we anticipate working closely with you to draft the perfect RFP for your new truck.

SAMPLE METHOD FOR RFP PREPARATION

A sample method of preparing an RFP could look something like the following.

First, you will hold a meeting with your truck committee to look at the existing unit and determine what you like and don't like about it. Write everything down that you will review with various manufacturers. If you are working with Metalfab, you may also take this opportunity to look at the recent deliveries and online product brochures on our website.

Once you've determined what you want, call manufacturers to discuss the new unit. They will be able to provide you with modifiable specifications for the unit that you can use in your RFP document.

**BE SURE TO WORK
WITH SUPPLIERS
YOU TRUST
AND THAT CAN
SUPPORT YOU
THROUGHOUT THE
MANUFACTURING
PROCESS.**

When you work with Metalfab, we'll meet with you—virtually or in person—to discuss the unit and also provide you with options specific to the way you operate that we believe would be beneficial to your department. We'll help you convert all of your preferred options into the RFP format so you don't have to worry about anything getting lost in translation.


Your RFP introduction should detail the problem you are having with your existing unit and why you want a new one. This will help your manufacturer know how to best serve you. You should then go on to include all of your requirements, any specs you've prepared, and a prequalification questionnaire. You can read more about how to fully prepare an RFP at metalfabfiretrucks.com/preparing-to-draft-a-request-for-proposal-rfp-document/.

Before you submit your RFP, review it carefully with your truck committee and preferred manufacturer. You should go over the product description, key dates, evaluation criteria, submission details, and proposal format, if required, to ensure everything is in order. Your evaluation criteria relate directly to the prequalification questionnaire if you are sending RFPs to multiple suppliers. If this is the case for you, take some time to decide what the right supplier's responses will be to your questionnaire. Submission details refer to how the supplier requires the RFP to be submitted, whether it is in digital form or hard copy. To help take the stress off, Metalfab accepts both digital and hard copy, and we don't have a required format for RFPs.

METALFAB GIVES YOU THE RESOURCES

At Metalfab, in addition to working closely with you to prepare your RFP, we also provide you with a number of resources to help you along the way. To start, we post all of our recent deliveries online, with a database spanning over the last several years. You can use the search engine on our website's home page to assist in finding units with specific details. The drawings, photos, and vehicle specs are available to be downloaded for each unit if you see something you like. If you prefer, you can have a look through our product brochures instead.

We also post regularly on our blog. These posts are designed to help fire chiefs and firefighters stay up to date with the latest in the fire service industry while keeping us connected with our customers. You'll find articles on industry trends, new products, current events, and more to help your department stay informed. Subscribe to our industry newsletter to get the highlights.

However you choose to move into the RFP preparation process, your team at Metalfab is here to support you every step of the way and with each new addition to your fleet. We are committed to our role as service providers for our first responders, and delivering superior fire trucks and incredible customer service is our top priority. If you are ready to start drafting your RFP with Metalfab today, reach out to our team at 1-800-561-0012. 



A NEWSLETTER FOR FIRE STATIONS

CONTACT US AT 800-561-0012

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RECENT FIRE TRUCK DELIVERIES



ALEXANDER FIRST NATION, AB
COMMERCIAL PUMPER



BRIGHTON, ON
COMMERCIAL PUMPER



CAMOBELLO, NB
TANDEM AXLE TANKER



CROSS ROADS, PE
TANDEM AXLE PUMPER/TANKER

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