TO: Mayor and Council
FROM: Denis Leger, Commissioner of Corporate Services
RESOURCE STAFF: Sheila Kidd, Director of Corporate Asset Operations
Robert (Bud) Steele, Manager of Fleet
DATE OF MEETING: April 6, 2010
SUBJECT: RFP F31-CS-FL-2010-06 One 60” Upfront Mower

EXECUTIVE SUMMARY:
The purpose of this report is to seek Council approval to award an RFP for the purchase of one 60’ Upfront Mower. Council approval is required as staff received only two bid submissions for this unit. This is a direct replacement for a mower that has fulfilled lifecycle expectations.

RECOMMENDATION:
THAT the RFP F31-CS-FL-2010-06 for the purchase of one 60” Upfront Mower be awarded G.C. Duke for the purchase price of $16,388 plus applicable taxes.

AUTHORIZING SIGNATURES:

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<thead>
<tr>
<th>ORIGINAl SIGNED BY COMMISSIONER</th>
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<tbody>
<tr>
<td>Denis Leger, Commissioner of Corporate Services</td>
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<th>ORIGINAl SIGNED BY CHIEF ADMINISTRATIVE OFFICER</th>
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<tr>
<td>Gerard Hunt, Chief Administrative Officer</td>
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CONSULTATION WITH THE FOLLOWING COMMISSIONERS:

<table>
<thead>
<tr>
<th>Commissioner</th>
<th>Notes</th>
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<tbody>
<tr>
<td>Cynthia Beach, Sustainability &amp; Growth</td>
<td>N/A</td>
</tr>
<tr>
<td>Terry Willing, Community Development Services</td>
<td>N/A</td>
</tr>
<tr>
<td>Denis Leger, Corporate Services</td>
<td>N/A</td>
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<tr>
<td>Jim Keech, President &amp; CEO, Utilities Kingston</td>
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(N/R indicates consultation not required)
OPTIONS/DISCUSSION:
The Fleet Services Division issued a Request for Proposals (RFP) on behalf of the Public Works Department for the purchase of one 60" Upfront Mower.

The response to the RFP is as follows:

<table>
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<tr>
<th>Vendor</th>
<th>Rank</th>
<th>Purchase Price (excluding applicable tax)</th>
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<tr>
<td>G.C Duke</td>
<td>1</td>
<td>$18,525</td>
</tr>
<tr>
<td>Clow Farm Equipment</td>
<td>2</td>
<td>$16,388</td>
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Comparisons between the two units were reviewed by staff using the following criteria:

- Purchase Price
- Fuel Economy and GHG Emissions
- Ergonomics, driver comfort and ease of use.
- Delivery
- Warranty

When staff reviewed the proposals, the above-noted criteria was considered which included company profile as well as the ability to provide parts, service and warranty representation for the proposed product. This RFP took into consideration all aspects of the Green Fleet Policy.

With the exception of the price, fuel consumption and greenhouse gas emissions, the two submissions are very comparable however there is a very compelling separation in the two units when engine performance is reviewed. The G.C. Duke unit uses 4.25 litres of fuel per hour versus the Clow submission that uses 5.5 litres of fuel per hour.

The same discernable difference is noted when greenhouse gas is compared. One litre of diesel fuel produces about 2.7 kgs of CO2 (carbon dioxide). Based on that calculation, the G.C. Duke unit would produce about 11.48 kgs of CO2 per hour as opposed to 14.85 kgs CO2 per hour emitted from the Clow machine.

The minimum lifecycle expectation of this unit is 3,500 hours. Using the 2009 average color diesel price of $.70 per litre against the projected usage of the two units, the calculations would be as follows:

- G.C. Duke Projected fuel cost - $10,413
- Clow Projected fuel cost - $13,475

The projected net difference in projected fuel cost over the life of the unit is $3,062. Coupled with a CO2 greenhouse gas emission reduction of 11,812 kgs over its competitor, this further supports the recommendation to purchase the G.C. Duke mower.
GREEN FLEET POLICY:
This purchase supports the recommendations within the Green Fleet Policy by ensuring that the vehicle being recommended is the most fuel efficient within its class and because it is a Hybrid model.

EXISTING POLICY/BY LAW:
By-law 2000-134, a By-law to Establish Purchasing Policies and Procedures for the City of Kingston
Green Fleet Policy for the City of Kingston

NOTICE PROVISIONS:
N/A

ACCESSIBILITY CONSIDERATIONS:
Ontarians with Disabilities Act

FINANCIAL CONSIDERATIONS:
This purchase is funded from the department budget as approved by Council.

CONTACTS:
Damon Wells, Director, Public Works 613- 546-4291, Ext. 2313

OTHER CITY OF KINGSTON STAFF CONSULTED:
N/A

EXHIBITS ATTACHED:
N/A