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 20, 2010
SUBJECT: RFP F31-CS-FL-2010-08 Two 16-foot Rotary Rough Mowers (Batwing)

EXECUTIVE SUMMARY:
The purpose of this report is to seek Council approval to award an RFP for the purchase of two 16-foot Rotary Rough Mowers. Council approval is required as staff received only two bid submissions for this unit. These units are replacements for mowers that have fulfilled lifecycle expectations.

RECOMMENDATION:
THAT the RFP F31-CS-FL-2010-08 for the purchase of two 16-foot Rotary Rough Mowers be awarded Turf Care Products Canada for the total purchase price of $134,210 plus applicable taxes.

AUTHORIZING SIGNATURES:

<table>
<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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<tr>
<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/Officer</th>
<th>Consultation</th>
<th>Notes</th>
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<tbody>
<tr>
<td>Cynthia Beach, Sustainability &amp; Growth</td>
<td>N/A</td>
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<tr>
<td>Terry Willing, Community Development Services</td>
<td>N/A</td>
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<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 two 16-foot Rotary Rough Mowers.

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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<tbody>
<tr>
<td>Turf Care Products Canada (Toro Mower)</td>
<td>1</td>
<td>$134,210</td>
</tr>
<tr>
<td>G.C. Duke Equipment Limited (Jacobsen Mower)</td>
<td>2</td>
<td>$128,472</td>
</tr>
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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.

The build platforms of the two machines are very similar however fuel consumption, greenhouse gas emissions, and productivity statistics differ substantially. The Turf Care mower uses a tier three emission rated engine. The competing bidder offers a tier two rated motor.

The tier rating refers to the emissions standards for non-road engines over 50 Horse Power. This rating is a US Environmental Protection Agency emission standard. It focuses primarily on HC (Hydro Carbons) and NOx (Nitrogen Oxide). Hydro Carbons attack the respiratory system where as Nitrogen Oxide when omitted from engine exhaust into the atmosphere produces the smog cover. The tier three engine produces 50% less HCs and 63% less NOx than the tier two version.

The Turf Care unit uses 8.4 liters of fuel per hour versus the G.C Duke submission that uses over double that figure at 18.5 liters of fuel per hour. One liter of diesel fuel produces about 2.7 kgs of CO2 (carbon dioxide). Based on that calculation, the Turf Care mower would produce about 22.68 kgs of CO2 per hour as opposed to 49.95 kgs CO2 per hour emitted from the G.C Duke machine.

The minimum lifecycle expectation of this unit is 5000 hours. Using the 2009 average color diesel price of $0.70 per liter against the projected usage of the two units, the calculations would be as follows:

- Turf Care Projected fuel cost - $29,400
- G.C. Duke Projected fuel cost - $64,750

The projected net difference in projected fuel cost over the life of the unit is $35,350.
The productivity measure is compared by acres per hour mowed. Turf Care presents at 20.7 with the G.C Duke mower at 14.5 acres per hour.

**GREEN FLEET POLICY:**
This purchase supports the recommendations within the Green Fleet Policy by ensuring that the recommended vehicle is the most fuel efficient within its class.

**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