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-2010-07 Three 11 ft. Rotary Rough Mowers (Batwing)

EXECUTIVE SUMMARY:
The purpose of this report is to seek Council approval to award an RFP for the purchase of three 11-foot Rotary Rough Mowers. Council approval is required as staff is not recommending the lowest bid. This is a direct replacement for mowers that have fulfilled lifecycle expectations.

RECOMMENDATION:
THAT the RFP F31-CS-FL-2010-07 for the purchase of three 11-foot Rotary Rough Mowers be awarded Turf Care Products Canada for the total purchase price of $122,973 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 Name</th>
<th>Consultation Status</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 three 11-foot Rotary Rough Mowers. The response to the RFP is as follows:

<table>
<thead>
<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>$122,973</td>
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<tr>
<td>G.C. Duke Equipment Limited (Jacobsen Mower)</td>
<td>2</td>
<td>$122,778</td>
</tr>
<tr>
<td>Clow Farm Equipment (John Deere)</td>
<td>3</td>
<td>$142,116</td>
</tr>
</tbody>
</table>

Comparisons between the three 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 three submissions are very comparable in structure and design. The RFP requested an 11-foot cut path and the G.C. Duke and the Clow proposals did not meet this requirement. This is important because the difference in mowing width has an impact on productivity over the life span of the unit.

When fuel and emissions were compared the results were as follows:

- G.C. Duke Equipment 12.5 litres per hour
- Clow Farm Equipment 7.3 litres per hour
- Turf care Products 5.9 litres per hour

One litre of diesel fuel produces about 2.7 kgs of CO2 (carbon dioxide). Based on that calculation, the G.C Duke mower would produce about 33.75 kgs of CO2 per hour, the Clow mower at 19.71 kgs CO2 per hour and the Turf care unit calculated at 15.93 kgs CO2 per hr.

The minimum lifecycle expectation of this unit is 3500 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:

- G.C. Duke Projected fuel cost - $43,750
- Clow Projected fuel cost - $25,550
- Turf care Projected fuel cost - $20,650

The net difference in fuel expense over the closest competitor is $4,900 for each mower. Warranty and delivery were equal in all cases.
GREEN FLEET POLICY:
This purchase supports the recommendations within the Green Fleet Policy by ensuring that the recommended vehicles are 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