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: May 18, 2010
SUBJECT: RFP F31-CS-FL-2010-15 One Ice Resurfacer

EXECUTIVE SUMMARY:
The purpose of this report is to seek Council approval to award an RFP for the purchase of one ice resurfacer. Council approval is required as staff received only two bid submissions for this unit. This is a direct replacement for a resurfacer that has fulfilled life-cycle expectations.

RECOMMENDATION:
THAT the RFP F31-CS-FL-2010-15 for the purchase of one ice resurfacer be awarded to Zamboni Company Ltd. for the purchase price of $73,924 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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<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 or Official</th>
<th>Consultation Required</th>
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</thead>
<tbody>
<tr>
<td>Cynthia Beach, Sustainability &amp; Growth</td>
<td>✓</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>
<td>N/A</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 Recreation Facilities Department for the purchase of one ice resurfacер.

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>Zamboni Company Ltd. (Zamboni)</td>
<td>1</td>
<td>$73,924</td>
</tr>
<tr>
<td>Resurface Corporation (Olympia)</td>
<td>2</td>
<td>$76,135</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, 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.

Two manufacturers are primary competitors in this class of machinery. Resurface Corporation produces the Olympia machine and Zamboni Company produces their machine bearing the same name. Both machines are capable and well supported regarding servicing, parts supply and warranty.

The build platforms of the two machines are quite different. The Zamboni machine is purpose-built from the frame up while the Resurface unit uses a GMC 4-wheel drive truck chassis as their foundation.

The Zamboni unit uses a 4-cylinder 65 horsepower engine and propels the machine through hydrostatics, which is essentially a hydraulic pump driven by the engine that supplies motive power to the wheels. The Resurface option uses an 8-cylinder motor producing 120-horsepower driving the wheels through a conventional automatic transmission. Both units are 4-wheel drive.

The hydrostatic propulsion system is able to utilize a smaller engine to drive the hydraulics. The engine is run at a constant speed during resurfacing operations. This generally results in better hydraulic system function and greater fuel efficiency. Fuel consumption figures were requested within the RFP document.

Propane is the source of fuel for both products. The Zamboni uses a 33 lb tank of fuel in a 3 ½-hour period compared to the Olympia that uses 33 lbs of fuel in 2 hours. The cost of 33 lb tank of propane is $72. This class of machine has a minimum life cycle of 5000 hrs. Using those figures against the lifecycle projection equates to the following overall cost of fuel:

- Resurface - $180,000
- Zamboni - $102,857
Staff have determined that the Zamboni product is the most cost-efficient and economical of the two proposals, in addition to being the lowest bid.

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.

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 will be 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