



**CITY OF KINGSTON**  
**REPORT TO COUNCIL**

**Report No.: 12-239**

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**TO:** Mayor and Members of Council

**FROM:** Denis Leger, Commissioner of Transportation, Properties & Emergency Services

**RESOURCE STAFF:** Sheila Kidd, Director of Transportation Services  
Robert (Bud) Steele, Manager of Fleet

**DATE OF MEETING:** July 17, 2012

**SUBJECT:** F31-TPES-TS-FL-2012-22 THREE (3) TRACK DRIVEN SIDEWALK TRACTORS

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**EXECUTIVE SUMMARY:**

The Fleet Services Division issued an RFP on behalf of the Public Works Department for the purchase of three track driven sidewalk tractors complete with front angle plows and rear sand/salt spreaders. Four submissions came forward, two of which could not be included in the evaluation process, as they did not meet the requested specifications. Because only two qualifying bids were received staff does not have delegated authority for this purchase and require Council approval to proceed.

**RECOMMENDATION:**

**THAT** RFP F31-TPES-TS-FL-2012-22 for the purchase of three track driven sidewalk tractors be awarded to The Shop Industrial for the total purchase price of \$402,990 plus applicable taxes.

July 17, 2012

- Page 2 -

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**AUTHORIZING SIGNATURES:**

ORIGINAL SIGNED BY COMMISSIONER _____ Denis Leger, Commissioner of Transportation, Properties & Emergency Services
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ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER _____ Gerard Hunt, Chief Administrative Officer
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**CONSULTATION WITH THE FOLLOWING COMMISSIONERS:**

Cynthia Beach, <i>Sustainability &amp; Growth</i>	N/R
Lanie Hurdle, <i>Community Services</i>	N/R
Jim Keech, <i>President and CEO, Utilities Kingston</i>	√

***(N/R indicates consultation not required)***

July 17, 2012

- Page 3 -

**OPTIONS/DISCUSSION:**

The Fleet Services Division issued a Request for Proposals (RFP) on behalf of the Public Works Department for the purchase of three Track Driven Sidewalk Tractors.

The response to the RFP is as follows:

Vendor	Rank	Purchase Price (excluding applicable tax)
The Shop Industrial	1	\$402,990
R.P.M. Tech Inc. - Cameleon	2	\$461,775

Staff reviewed and evaluated the proposal utilizing the criteria and weighting shown.

**Table 1 - Evaluation of Proposals**

	Value %
Price	30%
Functionality	25%
Fuel economy	15%
Ergonomics	10%
Delivery	10%
Serviceability	5%
Warranty	5%
<b>TOTAL</b>	<b>100%</b>

The above-noted criteria includes review of 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.

This RFP was for track driven sidewalk tractors with front angle plows and rear mounted sand/salt spreaders. These units will be dedicated to sidewalk maintenance during the winter control season and therefore do not require air conditioning or the ability to convert from track to four-wheel drive rubber tires.

In the areas of functionality, ergonomics, delivery, serviceability and warranty both the R.P.M. Tech Inc. (Cameleon) and the Shop Industrial (Prinoth) are very comparable. The primary

July 17, 2012

- Page 4 -

difference setting the two apart for this RFP requirement is the litres per hour of fuel consumed. Both the (Cameleon) and the Prinoth use tier three diesel engines that conforms to latest EPA (Environmental Protection Agency) standards. Fuel consumption figures for both are as follows:

- Cameleon                      18.5 litres per hour
- Prinoth                         9.2 litres per hour

One litre of diesel fuel produces approximately 2.7 kgs of C02 (carbon dioxide). Based on that calculation, the Cameleon would produce about 49.95 kgs C02 per hour and the Prinoth 24.84 kgs C02 per hour.

The minimum lifecycle expectation of these units is 7,500 hours each. Using the 2012 average color diesel price of \$0.94 per litre against the projected usage of these units, the calculations would be as follows:

- Cameleon                      Projected fuel cost - \$138,750 each
- Prinoth                         Projected fuel cost - \$ 69,000 each

The RFP was specific to new model year equipment and they were to be track driven. Two other submissions were received but were not qualifying bids. The Maclean Engineering submission does not meet the requested guidelines as it is not a track drive machine. The second RPM Tech bid was for two year old used units and was not accepted for that reason.

The Shop Industrial	Prinoth	Meets specifications	\$402,990
RPM Tech Inc	Cameleon	Meets specifications	\$461,775
RPM Tech Inc.	Cameleon	Unable to meet specifications	\$351,291
Maclean Engineering	MV-2	Unable to meet specifications	\$337,270

**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*

This purchase supports the recommendations within the Green Fleet Policy by ensuring that the recommended vehicles are the most fuel efficient within its class.

July 17, 2012

- Page 5 -

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**NOTICE PROVISIONS:**

N/A

**ACCESSIBILITY CONSIDERATIONS:**

Consideration of the *Ontarians with Disabilities Act* is incorporated into every City issued RFP.

**FINANCIAL CONSIDERATIONS:**

This purchase is funded from the 2012 Public Works capital budget as approved by Council.

**CONTACTS:**

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613-546-4291, Ext. 2216

**OTHER CITY OF KINGSTON STAFF CONSULTED:**

Damon Wells, Director of Public Works

613-546-4291, Ext. 2313

**EXHIBITS ATTACHED:**

N/A