



CITY OF KINGSTON
REPORT TO COUNCIL

Report No.: 2012-307

TO: Mayor and Members of Council

FROM: Denis Leger, Commissioner, Transportation, Properties and
Emergency Services

RESOURCE STAFF: H. Tulk, Fire Chief, Kingston Fire & Rescue

DATE OF MEETING: October 2, 2012

SUBJECT: RFP No. F31-TPES-F&R-2012-1 PURCHASE OF ONE (1)
AERIAL LADDER FIRE TRUCK

EXECUTIVE SUMMARY:

The Kingston Fire Service issued a Request for Proposals for the purchase of one aerial ladder fire truck. An evaluation committee made up of KFR personnel, legal and finance personnel evaluated the proposals utilizing the evaluation process that was outlined in the RFP document. The evaluation committee determined that Safetek Emergency Vehicles was the most suitable supplier of the aerial ladder for service in the City of Kingston.

Council approval is required as staff is not recommending the lowest bid submission.

RECOMMENDATION:

THAT the Mayor and Clerk be authorized to enter into the a agreement to purchase one aerial ladder fire truck for \$787,600 plus applicable taxes from Safetek Emergency Vehicles and that the contract be in a form satisfactory to the Director of Legal Services.

AUTHORIZING SIGNATURES:

ORIGINAL SIGNED BY COMMISSIONER _____

Denis Leger, Commissioner, Transportation, Properties & Emergency Services

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER _____

Gerard Hunt, Chief Administrative Officer

CONSULTATION WITH THE FOLLOWING COMMISSIONERS:

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

(N/R indicates consultation not required)

OPTIONS/DISCUSSION:

The Kingston Fire Services issued a Request for Proposal (RFP F-31-TPES F&R 2012-1) to purchase one aerial ladder fire truck and two fire pumper trucks. Kingston Fire Rescue established an evaluation committee which included staff from KFR, legal and finance divisions to undertake an extensive process to review product specification and performance to determine the scope of what features are available in the contemporary aerial and fire pumper truck marketplace.

The proposals were evaluated according to the criteria provided in the RFP.

The two fire pumpers qualified to be supplied by Arnprior Fire Trucks were purchased. According to the provisions of delegated authority in the City of Kingston’s purchasing bylaw.

For the aerial ladder fire truck the evaluation committee determined that Safetek Emergency Vehicles scored and ranked the highest in terms of product performance and suitability for service with Kingston Fire Rescue. However as they were not the lowest bid submission, the City’s Purchasing By-law requires the procurement to be approved by a separate report to Council.

The proposals were evaluated according to the following criteria which were provided in the RFP:

Purchase Price	35%
Detailed Design and Specification Compliance	40%
Warranty and After Sales Service	10%
Similar Project Experience	5%
Corporate History and References	5%
Accessibility	5%

The submissions were scored and ranked in the following order:

Ranking	Proponent	Score	Cost (not incl. HST)
1	Safetek (Smeal)	80	\$787,600
2	KME	72	\$734,793
3	ResQtech	68	\$727,500

Staff concluded that although all proposals submitted proved worthy of consideration Safetek Emergency Vehicles were able to meet the appropriate specifications that best suited the needs and circumstances of Kingston Fire & Rescue.

With the exception of price, Safetek scored higher in all evaluation categories. In particular they scored much higher in the Design and Specification requirements, the most important category when evaluating fire trucks; the Design and Specification requirements were assigned the highest value (40%) in the evaluation scoring matrix. The Design and Specification requirements included 282 detailed specifications which were put into 24 categories for evaluation. Safetek was 82% compliant, followed by KME (71%) and ResQtech (60%).

The two primary specification categories are the body and the design/layout. Safetek scored significantly higher in both of these specifications. The evaluation considered current KFR experience with all three manufacturers. The City has experienced better body quality results from the Smeal manufacturer than it has with the other two proponents.

EXISTING POLICY/BY LAW:

Bylaw 2000-134; a Bylaw to Establish Purchasing Policies and Procedures for the City of Kingston

NOTICE PROVISIONS:

There are no notice provisions required for this report.

ACCESSIBILITY CONSIDERATIONS:

N/A

FINANCIAL CONSIDERATIONS:

There are sufficient funds in the KFR Capital Budget to cover the contract award to Safetek Emergency Vehicles.

CONTACTS:

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OTHER CITY OF KINGSTON STAFF CONSULTED:

Alan McLeod, Senior Legal Counsel
Desiree Kennedy, Treasurer

EXHIBITS ATTACHED:

None