



**City of Kingston
Report to Council
Report Number 15-147**

To: Mayor and Members of Council

From: Denis Leger, Commissioner of Transportation, Facilities and
Emergency Services

Resource Staff: Sheila Kidd, Director of Transportation Services

Date of Meeting: January 27, 2015

Subject: Award of Contract – One Multifunctional Compact Urban
Sweeper

Executive Summary:

The Fleet Services Division issued a Request for Proposals (RFP) on behalf of the Public Works Department for the purchase of one multifunctional compact urban sweeper. Because the recommendation is not the lowest price submission, staff does not have the delegated authority for this purchase and requires Council approval to proceed.

Recommendation:

That Cubex Limited be awarded the contract for the purchase of one 2014 model year, multifunctional compact urban sweeper (RFP F31-TPES-TS-FL-2014-19) for the total purchase price of \$185,726 plus applicable taxes; and

That the Commissioner of Transportation, Facilities, and Emergency Services be authorized to execute the required agreements, in a form satisfactory to the Director of Legal Services.

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Authorizing Signatures:

ORIGINAL SIGNED BY COMMISSIONER

**Denis Leger, Commissioner of
Transportation, Facilities and
Emergency Services**

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER

Gerard Hunt, Chief Administrative Officer

Consultation with the following Members of the Corporate Management Team:

Cynthia Beach, Corporate & Strategic Initiatives	Not required
Lanie Hurdle, Community Services	Not required
Denis Leger, Transportation, Facilities & Emergency Services	Not required
Jim Keech, President and CEO, Utilities Kingston	
Desiree Kennedy, Chief Financial Officer & City Treasurer	Not required

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Options/Discussion:

The Fleet Services Division issued a Request for Proposals (RFP) on behalf of the Public Works Department for the purchase of one multifunctional compact urban sweeper. This is an additional unit that will be added to the Public Works fleet to clean and sweep sidewalks, curbs and small parking areas etc. Four proposals were received for this RFP request. One submission did not qualify as it was a much smaller class unit that did not meet the minimum specification criteria outlined in the RFP and hence did not proceed to further evaluation. The remaining three submissions were evaluated by staff using the criteria specified within the RFP document as follows:

- Pricing and Related Costs - 30%
- Specification Compliant - 30%
- EPA Emissions Standard for Non-Road Engines - 10%
- Driver Ergonomics - 15%
- Delivery - 10%
- Accessibility Standards for Customer Service, Ontario Regulation 429/7 - 5%

The submissions were ranked in the following order:

- Cubex Limited (2014 Azura Flex Sweeper Proposal A - demonstrator) - Ranked #1 with a score of 92 out of 100
- Cubex Limited (2014 Azura Flex Sweeper Proposal B) - Ranked #2 with a score of 90 out of 100
- Amaco Equipment (2014 Johnston C201) - Ranked #3 with a score of 80 out of 100

Cubex Limited offered two submissions for the same (Azor Flex) sweeper model. Proposal A is for an in-stock unit for \$185,726 plus applicable taxes. Proposal B is for a new machine that could be ordered with a 5 month delivery timeframe, for \$192,658 plus applicable taxes. The unit offered in Proposal A is a demonstrator unit that has 39 hours of service on it. It is the same model year and it includes all of the features and warranty offered for the new unit (Proposal B) but is available for a reduced price and, because it is in stock, it can be delivered in two weeks. Accordingly, the demonstrator unit is being recommended as it has attained the highest ranking.

The Amaco (Johnston C201) machine is offered at a price of \$168,844. While the Cubex and the Amaco base machines have similar comparisons in the categories of emissions and driver ergonomics, the Cubex unit offers greater multifunctional capability and delivery time, resulting in a higher score.

The intent of this unit is to cover off a multitude of cleaning tasks within the City's downtown core. This includes sidewalks, curbs, vegetation growth through cracks, crevices and along

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building seams, as well as scrubbing the more sensitive areas like the cobblestone inlay around Market Square.

The Cubex Limited unit is more versatile as it allows for the adaption of three additional implements to the front of the unit to adapt to different terrain. These adaptations include a third far-reaching front brush for deep corner and vegetation lines, a scrubber unit that adds three brushes ahead of the primary brushes for scrubbing uneven cobblestone surfaces, and a power wand with a retractable spool for pressure washing. The Amaco unit does not offer these capabilities. In addition, the short delivery time for the in-stock Cubex unit will assure it is available for scheduled spring maintenance as soon as weather permits.

Existing Policy/By-law:

By-law 2000-134, a By-law to Establish Purchasing Policies and Procedures for the City of Kingston

City of Kingston Green Fleet Policy

All three submissions offer Tier 3 certified engines which means that they comply with the latest emission standards imposed on these industrial motors.

Notice Provisions:

Not Applicable

Accessibility Considerations:

Not Applicable

Financial Considerations:

This purchase will be funded from monies previously approved in the 2014 Fleet capital budget.

Contacts:

Sheila Kidd, Director of Transportation Services, 613-546-4291, Extension 2221
Robert (Bud) Steele, Manager of Fleet, 613-546-4291, Extension 2216

Other City of Kingston Staff Consulted:

Troy Stubinski, Manager, Operations Public Works

Exhibits Attached:

Not Applicable