



BID AWARD PANEL CONTRACT AWARD

Award of Request for Quotation (RFQ) No. 3804-19-0022 for AJ Stone Company, Canadian Safety Equipment and Dependable Emergency Vehicles for the supply and delivery of Fire Fighting Equipment for the City of Toronto's Fire Services Division

Date: April 11th, 2019
To: Bid Award Panel
From: Chief Purchasing Officer
Wards: All

RECOMMENDATIONS

The Chief Purchasing Officer recommends that the Bid Award Panel grant authority to award the following three contracts:

Call Number:
RFQ No. 3804-19-0022

Description:
For the non-exclusive supply and delivery of Fire Fighting Equipment for the City of Toronto's Fire Services Division for a period of one (1) year from Date of Award with the option to renew the Contract for four (4) additional separate one (1) year periods.

Recommended Bidders:
Schedule B, C, D, & F - A.J. Stone Company Ltd.
Schedule G - Canadian Safety Equipment Inc.
Schedule A & E - Dependable Fire Equipment, Division of Dependable Emergency Vehicles

A.J. Stone Company Ltd. Schedule B, C, D, & F

Contract Award Value:
\$517,868 net of all applicable taxes and charges, including 2% miscellaneous
\$585,191 including HST and all applicable charges
\$526,983 net of HST recoveries

Contract is expected to start on date of award and end on April 30, 2020.

Option Year 1: May 1, 2020 to April 30, 2021
\$ 533,404 net of all applicable taxes and charges, including 2% miscellaneous
\$ 602,747 including all applicable taxes and charges

\$ 542,792 net of HST recoveries

Option Year 2: May 1, 2021 to April 30, 2022

\$ 549,406 net of all applicable taxes and charges, including 2% miscellaneous

\$ 620,829 including all applicable taxes and charges

\$ 559,076 net of HST recoveries

Option Year 3: May 1, 2022 to April 30, 2023

\$ 565,888 net of all applicable taxes and charges, including 2% miscellaneous

\$ 639,454 including all applicable taxes and charges

\$ 575,848 net of HST recoveries

Option Year 4: May 1, 2023 to April 30, 2024

\$ 582,865 net of all applicable taxes and charges, including 2% miscellaneous

\$ 658,637 including all applicable taxes and charges

\$ 593,123 net of HST recoveries

The total potential Contract Award identified in this report including all option years is \$2,749,431.54 net of all taxes and \$3,106,858 including all applicable taxes and charges. **The total potential cost to the City, including all options years, is \$2,797,821 net of HST recoveries.**

The above cost calculations for the Option Years reflect an estimated 3% increase in the Consumer Price Index.

Canadian Safety Equipment Inc. Schedule G

Contract Award Value:

\$429,945 net of all applicable taxes and charges, including 2% miscellaneous

\$485,838 including HST and all applicable charges

\$437,512 net of HST recoveries

Contract is expected to start on date of award and end on April 30, 2020.

Option Year 1: May 1, 2020 to April 30, 2021

\$ 442,844 net of all applicable taxes and charges, including 2% miscellaneous

\$ 500,414 including all applicable taxes and charges

\$ 450,638 net of HST recoveries

Option Year 2: May 1, 2021 to April 30, 2022

\$ 456,129 net of all applicable taxes and charges, including 2% miscellaneous

\$ 515,426 including all applicable taxes and charges

\$ 464,157 net of HST recoveries

Option Year 3: May 1, 2022 to April 30, 2023

\$ 469,813 net of all applicable taxes and charges, including 2% miscellaneous

\$ 530,889 including all applicable taxes and charges

\$ 478,082 net of HST recoveries

Option Year 4: May 1, 2023 to April 30, 2024

\$ 483,908 net of all applicable taxes and charges, including 2% miscellaneous

\$ 546,816 including all applicable taxes and charges

\$ 492,425 net of HST recoveries

The total potential Contract Award identified in this report including all option years is \$2,282,639 net of all taxes and \$2,579,383 including all applicable taxes and charges.

The total potential cost to the City, including all options years, is \$2,322,814 net of HST recoveries.

The above cost calculations for the Option Years reflect an estimated 3% increase in the Consumer Price Index.

Dependable Fire Equipment Schedule A & E

Contract Award Value:

\$119,253 net of all applicable taxes and charges, including 2% miscellaneous

\$134,756 including HST and all applicable charges

\$121,352 net of HST recoveries

Contract is expected to start on date of award and end on April 30, 2020.

Option Year 1: May 1, 2020 to April 30, 2021

\$ 122,831 net of all applicable taxes and charges, including 2% miscellaneous

\$ 138,799 including all applicable taxes and charges

\$ 124,993 net of HST recoveries

Option Year 2: May 1, 2021 to April 30, 2022

\$ 126,516 net of all applicable taxes and charges, including 2% miscellaneous

\$ 142,963 including all applicable taxes and charges

\$ 128,743 net of HST recoveries

Option Year 3: May 1, 2022 to April 30, 2023

\$ 130,312 net of all applicable taxes and charges, including 2% miscellaneous

\$ 147,253 including all applicable taxes and charges

\$ 132,605 net of HST recoveries

Option Year 4: May 1, 2023 to April 30, 2024

\$ 134,221 net of all applicable taxes and charges, including 2% miscellaneous

\$ 151,670 including all applicable taxes and charges

\$ 136,584 net of HST recoveries

The total potential Contract Award identified in this report including all option years is \$633,134 net of all taxes and \$715,441 including all applicable taxes and charges. **The total potential cost to the City, including all options years, is \$644,277 net of HST recoveries.**

The above cost calculations for the Option Years reflect an estimated 3% increase in the Consumer Price Index.

FINANCIAL IMPACT

A.J. Stone Company Ltd. Schedule B, C, D & F

The total potential award value of this contract award identified in this report for all option years is \$3,106,858 including all applicable taxes and charges. The cost to the City, including all option years is \$2,797,821, net of HST recoveries.

Funding of \$353,252 for the period May 1, 2019, to December 31, 2019, is included in the 2019 Council Approved Operating Budget for Toronto Fire Services (TFS). Funding of \$173,730 for the remaining contract period of January 1, 2020 to April 30, 2020 will be included in the 2020 Operating Budget Submission for TFS.

Should the City choose to exercise its option(s) to renew for the four (4) additional, separate one (1) year periods, appropriate funding will be included in respective 2020-2024 Operating Budget Submissions, with funding details noted in Table 1 below:

Table 1: A.J. Stone Schedule B, C, D & F - Financial Impact Summary of Recommended Contract.

Period	Cost Centre / Cost Element: FR0024 3045 FR0024/FR0025/FR0 038 3080 FR0024/FR0025 3099 FR0024/FR0025 2710 FR0024 2120	Total (net of HST Recoveries)
May 1, 2019 to December 31, 2019	\$ 353,252	
January 1, 2020 to April 30, 2020	\$ 173,730	
Total: Contract Period	\$ 526,983	\$ 526,983
May 1, 2020 to December 31, 2020	\$ 364,852	
January 1, 2021 to April 30, 2021	\$ 177,940	
Total: Option Year 1	\$ 542,792	\$ 542,792
Total: 2020 Budget Year	\$ 538,582	
May 1, 2021 to December 31, 2021	\$ 375,797	
January 1, 2022 to April 30, 2022	\$ 183,278	
Total: Option Year 2	\$ 559,076	\$ 559,076
Total: 2021 Budget Year	\$ 553,737	
May 1, 2022 to December 31, 2022	\$ 387,071	
January 1, 2023 to April 30, 2023	\$ 188,776	
Total: Option Year 3	\$ 575,848	\$ 575,848
Total: 2022 Budget Year	\$ 570,349	

May 1, 2023 to December 31, 2023	\$ 397,588	
January 1, 2024 to April 30, 2024	\$ 195,535	
Total: Option Year 4	\$ 593,123	\$ 593,123
Total: 2023 Budget Year	\$ 967,937	
Total: 2024 Budget Year	\$ 195,535	
Total		\$ 2,797,821

Canadian Safety Equipment Ltd. Schedule G

The total potential award value of this contract award identified in this report for all option years is \$2,579,383 including all applicable taxes and charges. The cost to the City, including all option years is \$2,322,814, net of HST recoveries.

Funding of \$293,277 for the period May 1, 2019, to December 31, 2019, is included in the 2019 Council Approved Operating Budget for TFS. Funding of \$144,235 for the remaining contract period of January 1, 2020 to April 30, 2020 will be included in the 2020 Operating Budget Submission for TFS.

Should the City choose to exercise its option(s) to renew for the four (4) additional, separate one (1) year periods, additional funding will be included in respective 2020-2024 Operating Budget Submissions for TFS with funding details as noted in Table 2 below:

Table 2: Canadian Safety Equipment Ltd. Schedule G - Financial Impact Summary of Recommended Contract.

Period	Cost Centre / Cost Element: FR0024 2590 FR0024/FR0025 2710	Total (net of HST Recoveries)
May 1, 2019 to December 31, 2019	\$ 293,277	
January 1, 2020 to April 30, 2020	\$ 144,235	
Total: Contract Period	\$ 437,512	\$ 437,512
May 1, 2020 to December 31, 2020	\$ 302,908	
January 1, 2021 to April 30, 2021	\$ 147,730	
Total: Option Year 1	\$ 450,638	\$ 450,638
Total: 2020 Budget Year	\$ 447,143	
May 1, 2021 to December 31, 2021	\$ 311,995	
January 1, 2022 to April 30, 2022	\$ 152,162	
Total: Option Year 2	\$ 464,157	\$ 464,157
Total: 2021 Budget Year	\$ 459,725	
May 1, 2022 to December 31, 2022	\$ 321,355	
January 1, 2023 to April 30, 2023	\$ 156,726	

Total: Option Year 3	\$ 478,082	\$ 478,082
Total: 2022 Budget Year	\$ 473,517	
May 1, 2023 to December 31, 2023	\$ 330,086	
January 1, 2024 to April 30, 2024	\$ 162,338	
Total: Option Year 4	\$ 492,425	\$ 492,425
Total: 2023 Budget Year	\$ 803,603	
Total: 2024 Budget Year	\$ 162,338	
Total		\$ 2,322,814

Dependable Fire Equipment Schedule A & E

The total potential award value of this contract award identified in this report for all option years is \$715,439 including all applicable taxes and charges. The cost to the City, including all option years is \$644,275, net of HST recoveries.

Funding of \$ 81,346 for the period May 1, 2019, to December 31, 2019, is included in the 2019 Council Approved Operating Budget for TFS. Funding in the amount of \$40,006 for the remaining contract period of January 1, 2020 to April 30, 2020 will be included in the 2020 Operating Budget Submission for TFS.

Should the City choose to exercise its option(s) to renew for the four (4) additional, separate one (1) year periods, then funding will be included in respective 2020-2024 Operating Budget Submissions for TFS with funding details as noted in Table 3 below:

Table 3: Dependable Fire Equipment Schedule A & E - Financial Impact Summary of Recommended Contract.

Period	Cost Centre / Cost Element:	Total (net of HST Recoveries)
	FR0024 2120	
May 1, 2019 to December 31, 2019	\$ 81,346	
January 1, 2020 to April 30, 2020	\$ 40,006	
Total: Contract Period	\$ 121,352	\$ 121,352
May 1, 2020 to December 31, 2020	\$ 84,017	
January 1, 2021 to April 30, 2021	\$ 40,976	
Total: Option Year 1	\$ 124,993	\$ 124,993
Total: 2020 Budget Year	\$ 124,023	
May 1, 2021 to December 31, 2021	\$ 86,538	
January 1, 2022 to April 30, 2022	\$ 42,205	
Total: Option Year 2	\$ 128,743	\$ 128,743
Total: 2021 Budget Year	\$ 127,513	
May 1, 2022 to December 31, 2022	\$ 89,134	
January 1, 2023 to April 30, 2023	\$ 43,471	

Total: Option Year 3	\$ 132,605	\$ 132,605
Total: 2022 Budget Year	\$ 131,339	
May 1, 2023 to December 31, 2023	\$ 91,556	
January 1, 2024 to April 30, 2024	\$ 45,027	
Total: Option Year 4	\$ 136,584	\$ 136,584
Total: 2023 Budget Year	\$ 222,894	
Total: 2024 Budget Year	\$ 45,027	
Total		\$ 644,275

CALL SUMMARY

Call Issued: February 6, 2019 **Call Closed:** March 12, 2019
Number of Addenda Issued: Two (2)
Number of Bids: Three (3)

Table 4: Summary of Bids Received for RFQ No. 3804-19-0022 including bid price

Bidder Name	Bid Price (including H.S.T.) excluding 2% miscellaneous cost
Schedule A	
Dependable Fire Equipment	\$ 44,324.25
Schedule B	
AJ Stone Company Ltd.	\$ 41,170.91
Schedule C	
AJ Stone Company Ltd	\$ 127,470.54
Schedule D	
AJ Stone Company Ltd	\$324,009.42
Schedule E	
Dependable Fire Equipment	\$87,789.70
Schedule F	
AJ Stone Company Ltd	\$81,167.90

Bidder Name	Bid Price (including H.S.T.) excluding 2% miscellaneous cost
Schedule G	
Canadian Safety Equipment Inc.	\$476,311.78

Note: Bid Prices in Table 4 do not reflect a 2% miscellaneous line item in the Evaluated Bid Price.

DIVISION CONTACTS

Elena Caruso, Manager, Goods & Services, Purchasing & Materials Management, 416-392-7316, Elena.Caruso@toronto.ca

Rob Anselmi, Division Chief - Mechanical, Toronto Fire Services Division, 416-338-9103, Rob.Anselmi@toronto.ca

COMMENTS

For the recommended contract award, the following requirements have been met:

a. The firm recommended for award is the lowest bidder meeting specifications on the evaluation criteria included in the call and meeting the requirements of the call;

b. the appropriate Division has reviewed submissions and found the price to be reasonable, within available budget and concurs with the recommendation;

c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is:

1. for a contract funded by the operating budget, 5 years or less including any option years; or

2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,

being within the authority of the Bid Award Panel;

d. there are no material written objections to the award;

e. the call document was advertised on the City's internet website and bids or proposals were opened publicly; and

f. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

Additional details and information for the above calls are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Purchasing Officer