



BID AWARD PANEL CONTRACT AWARD

Award of Doc4234001701 to Multiple Suppliers for Fire Fighting Equipment, Tools, Lighting, Specialty Rescue Tools, Rescue Rope Equipment, and related Equipment for Fire Services

Date: July 11, 2024
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

The Chief Procurement Officer recommends that the Bid Award Panel grant authority to award the following contract:

Solicitation Number:
Request for Quotation, Doc4234001701

Description:
For the non-exclusive supply and delivery of Fire Fighting Equipment, Tools, Lighting, Specialty Rescue Tools, Rescue Rope Equipment, and related Equipment for the City of Toronto's Fire Services Division, for a period of one (1) year from the date of award, with an option in favour of the City to extend the agreement on the same terms and conditions for an additional term of up to four (4) additional separate one (1) year periods.

Should the option(s) be exercised, then the Fire Chief and General Manager will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:
3635112 Canada Inc. o/a M&L Supply, Fire & Safety – Part A, B, C, and H
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd. – Part D, E, I and J
A.J. Stone Company Ltd. – Part F
Maple Leaf Ropes Inc. – Part G

Contract Award Value:

3635112 Canada Inc. o/a M&L Supply, Fire & Safety – Part A, B, C, and H

\$383,832 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$433,730 including HST and all applicable charges

\$390,587 net of HST recoveries

The contract is expected to start on August 1, 2024, and end on July 31, 2025.

Option Year 1: August 1, 2025, to July 31, 2026

\$395,347 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$446,742 including all applicable taxes and charges

\$402,305 net of HST recoveries

Option Year 2: August 1, 2026, to July 31, 2027

\$407,207 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$460,144 including all applicable taxes and charges

\$414,374 net of HST recoveries

Option Year 3: August 1, 2027, to July 31, 2028

\$419,424 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$473,949 including all applicable taxes and charges

\$426,805 net of HST recoveries

Option Year 4: August 1, 2028, to July 31, 2029

\$432,006 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$488,167 including all applicable taxes and charges

\$439,610 net of HST recoveries

The total potential contract award identified in this report, including all options years is \$2,037,816 net of all taxes and \$2,302,732 including all applicable taxes and charges.

The total potential cost to the City, including all option years, is \$2,073,682 net of HST recoveries.

Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd. – Part D, E, I and J

\$1,100,902 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$1,244,019 including HST and all applicable charges

\$1,120,278 net of HST recoveries

The contract is expected to start on August 1, 2024, and end on July 31, 2025.

Option Year 1: August 1, 2025, to July 31, 2026

\$1,133,929 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$1,281,340 including all applicable taxes and charges

\$1,153,886 net of HST recoveries

Option Year 2: August 1, 2026, to July 31, 2027

\$1,167,947 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$1,319,780 including all applicable taxes and charges

\$1,188,503 net of HST recoveries

Option Year 3: August 1, 2027, to July 31, 2028

\$1,202,985 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$1,359,373 including all applicable taxes and charges

\$1,224,158 net of HST recoveries

Option Year 4: August 1, 2028, to July 31, 2029

\$1,239,075 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$1,400,155 including all applicable taxes and charges

\$1,126,883 net of HST recoveries

The total potential contract award identified in this report, including all options years is \$5,844,838 net of all taxes and \$6,604,667 including all applicable taxes and charges.

The total potential cost to the City, including all option years, is \$5,947,707 net of HST recoveries.

A.J. Stone Company Ltd. – Part F

\$116,351 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$131,476 including HST and all applicable charges

\$118,398 net of HST recoveries

The contract is expected to start on August 1, 2024, and end on July 31, 2025.

Option Year 1: August 1, 2025, to July 31, 2026

\$119,841 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$135,420 including all applicable taxes and charges

\$121,950 net of HST recoveries

Option Year 2: August 1, 2026, to July 31, 2027

\$123,436 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$139,483 including all applicable taxes and charges

\$125,609 net of HST recoveries

Option Year 3: August 1, 2027, to July 31, 2028

\$127,139 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$143,668 including all applicable taxes and charges

\$129,377 net of HST recoveries

Option Year 4: August 1, 2028, to July 31, 2029

\$130,954 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$147,978 including all applicable taxes and charges

\$133,258 net of HST recoveries

The total potential contract award identified in this report, including all options years is \$617,721 net of all taxes and \$698,025 including all applicable taxes and charges. **The total potential cost to the City, including all option years, is \$628,593 net of HST recoveries.**

Maple Leaf Ropes Inc. – Part G

\$292,199 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$330,185 including HST and all applicable charges

\$297,342 net of HST recoveries

The contract is expected to start on August 1, 2024, and end on July 31, 2025.

Option Year 1: August 1, 2025, to July 31, 2026

\$300,965 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$340,091 including all applicable taxes and charges

\$306,262 net of HST recoveries

Option Year 2: August 1, 2026, to July 31, 2027

\$309,994 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$350,293 including all applicable taxes and charges

\$315,450 net of HST recoveries

Option Year 3: August 1, 2027, to July 31, 2028

\$319,294 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$360,802 including all applicable taxes and charges

\$324,914 net of HST recoveries

Option Year 4: August 1, 2028, to July 31, 2029

\$328,873 net of all applicable taxes and charges (including 10% for Miscellaneous Items)

\$371,626 including all applicable taxes and charges

\$334,661 net of HST recoveries

The total potential contract award identified in this report, including all options years is \$1,551,325 net of all taxes and \$1,752,998 including all applicable taxes and charges. **The total potential cost to the City, including all option years, is \$1,578,629 net of HST recoveries.**

The total potential contract award identified in this report for all Suppliers, including all options years is \$12,251,277 net of all taxes and \$13,843,943 including all applicable taxes and charges. **The total potential cost to the City, including all option years, is \$12,466,899 net of HST recoveries.**

The above cost calculations reflect an estimated 3% in Industrial Product Price Index adjustment applied annually to the yearly cost after the initial year.

FINANCIAL IMPACT

3635112 Canada Inc. o/a M&L Supply, Fire & Safety – Part A, B, C, and H

The total potential contract award identified in this report is \$2,302,732 including all applicable taxes and charges. The total potential cost to the City is \$2,073,682 net of HST recoveries.

Funding is available in the 2024 Approved Operating Budget and Outlook Year for Toronto Fire Services. Should the City choose to exercise its option to renew for the additional four (4) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2025 – 2029 Operating Budget Submissions for Fire Services Division. Funding details are provided in Table 1 below.

Table 1: Financial Impact Summary Recommended Contracts (net of HST recoveries)

Cost Centre: FR0024, Cost Element: 3045, 3080, 3099 Cost Centre: FR0025, Cost Element: 2120, 3080, 3099	Net of HST Recoveries
Initial Term –Year 1: August 1, 2024 to December 31, 2024	\$163,552
Initial Term –Year 1: January 1, 2025 to July 31, 2025	\$227,036
Option Year 1: August 1, 2025 to July 31, 2026	\$402,305
Option Year 2: August 1, 2026 to July 31, 2027	\$414,374
Option Year 3: August 1, 2027 to July 31, 2028	\$426,805
Option Year 4: August 1, 2028 to July 31, 2029	\$439,610
Grand Total	\$2,073,682

Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd. – Part D, E, I and J

The total potential contract award identified in this report is \$6,604,667 including all applicable taxes and charges. The total potential cost to the City is \$5,947,707 net of HST recoveries.

Funding is available in the 2024 Approved Operating Budget and Outlook Year for Toronto Fire Services. Should the City choose to exercise its option to renew for the additional four (4) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2025 – 2029 Operating Budget Submissions for Fire Services Division. Funding details are provided in Table 2 below.

Table 2: Financial Impact Summary Recommended Contracts (net of HST recoveries)

Cost Centre: FR0024, Cost Element: 2120, 2710, 3099 Cost Centre: FR0025, Cost Element: 2710, 3099 Cost Centre: FR0026, Cost Element: 3099	Net of HST Recoveries
Initial Term –Year 1: August 1, 2024 to December 31, 2024	\$469,097
Initial Term –Year 1: January 1, 2025 to July 31, 2025	\$ 651,181
Option Year 1: August 1, 2025 to July 31, 2026	\$1,153,886
Option Year 2: August 1, 2026 to July 31, 2027	\$1,188,503
Option Year 3: August 1, 2027 to July 31, 2028	\$1,224,158
Option Year 4: August 1, 2028 to July 31, 2029	\$1,260,883
Grand Total	\$5,947,707

A.J. Stone Company Ltd. – Part F

The total potential contract award identified in this report is \$698,025 including all applicable taxes and charges. The total potential cost to the City is \$628,593 net of HST recoveries.

Funding is available in the 2024 Approved Operating Budget and Outlook Year for Toronto Fire Services. Should the City choose to exercise its option to renew for the additional four (4) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2025 – 2029 Operating Budget Submissions for Fire Services Division. Funding details are provided in Table 3 below.

Table 3: Financial Impact Summary Recommended Contracts (net of HST recoveries)

Cost Centre: FR0038, Cost Element: 3080	Net of HST Recoveries
Initial Term –Year 1: August 1, 2024 to December 31, 2024	\$49,577
Initial Term –Year 1: January 1, 2025 to July 31, 2025	\$ 68,821
Option Year 1: August 1, 2025 to July 31, 2026	\$121,950
Option Year 2: August 1, 2026 to July 31, 2027	\$125,609
Option Year 3: August 1, 2027 to July 31, 2028	\$129,377
Option Year 4: August 1, 2028 to July 31, 2029	\$133,258
Grand Total	\$628,593

Maple Leaf Ropes Inc – Part G

The total potential contract award identified in this report is \$1,752,998 including all applicable taxes and charges. The total potential cost to the City is \$1,578,629 net of HST recoveries.

Funding is available in the 2024 Approved Operating Budget and Outlook Year for Toronto Fire Services. Should the City choose to exercise its option to renew for the additional four (4) separate one (1) year periods, then appropriate additional funding, if needed, will be included in the 2025 – 2029 Operating Budget Submissions for Fire Services Division. Funding details are provided in Table 4 below.

Table 4: Financial Impact Summary Recommended Contracts (net of HST recoveries)

Cost Centre: FR0024, Cost Element: 2590, 2710 Cost Centre: FR0025, Cost Element: 2710	Net of HST Recoveries
Initial Term –Year 1: August 1, 2024 to December 31, 2024	\$124,507
Initial Term –Year 1: January 1, 2025 to July 31, 2025	\$172,835
Option Year 1: August 1, 2025 to July 31, 2026	\$306,262
Option Year 2: August 1, 2026 to July 31, 2027	\$315,450
Option Year 3: August 1, 2027 to July 31, 2028	\$324,914
Option Year 4: August 1, 2028 to July 31, 2029	\$334,661
Grand Total	\$1,578,629

The Chief Financial Officer and Treasurer has reviewed this report and agrees with information included in the Financial Impact section.

SOLICITATION SUMMARY

Solicitation Issued: January 24, 2024 **Solicitation Closed:** February 2, 2024

Number of Addenda Issued: None

Number of Bids: Six (6)

Table 5: Summary of Bids Received including bid price

Part A - Nozzles	
Supplier Name	Bid Price
A.J. Stone Company Ltd.*	\$161,248*
3635112 Canada Inc. o/a M&L Supply, Fire & Safety	\$164,740
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$172,080

*Supplier was found non-compliant with mandatory requirements.

Part B - Fittings	
Supplier Name	Bid Price
3635112 Canada Inc. o/a M&L Supply, Fire & Safety	\$65,735
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$70,140
Canadian Safety Equipment Inc.	\$73,210
A.J. Stone Company Ltd.	\$87,210

Part C - Streamlight	
Supplier Name	Bid Price
3635112 Canada Inc. o/a M&L Supply, Fire & Safety	\$86,398
A.J. Stone Company Ltd.	\$90,213

Canadian Safety Equipment Inc.	\$100,235
Resqtech Systems Inc.	\$108,343
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$110,080
Maple Leaf Ropes Inc	\$128,193

Part D - Fire Fighting	
Supplier Name	Bid Price
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$324,900
Canadian Safety Equipment Inc.	\$374,058

Part E – Safety Ladders	
Supplier Name	Bid Price
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$185,250

Part F – Water Rescue	
Supplier Name	Bid Price
A.J. Stone Company Ltd.	\$105,773
Canadian Safety Equipment Inc.	\$116,955

Part G – Rescue Ropes	
Supplier Name	Bid Price
Maple Leaf Ropes Inc	\$265,636
Canadian Safety Equipment Inc.	\$333,143

Part H – FDC-Standpipe Kit	
Supplier Name	Bid Price
3635112 Canada Inc. o/a M&L Supply, Fire & Safety	\$32,065
Canadian Safety Equipment Inc.	\$41,280

Part I – Stihl & Generator	
Supplier Name	Bid Price
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$256,280

Part J – Vent Fans	
Supplier Name	Bid Price (excluding H.S.T and 10% for Miscellaneous Items)
Dependable Emergency Vehicles, DIV Dependable Truck and Tank, Ltd.	\$234,390

DIVISION CONTACTS

Clarman Yang, Manager, Purchasing Client Services, Purchasing and Materials Management Division, 416-392-1302, Clarman.Yang@toronto.ca

Kevin Hamilton, Acting Deputy Fire Chief Director, Fire Services Division, 416-338-7198, Kevin.Hamilton@toronto.ca

Rob Anselmi, Division Chief, 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 Supplier meeting specifications or to the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the solicitation;

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. the Solicitation document was advertised on the City's internet website and bids or proposals were submitted electronically in Ariba; and

e. 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 Solicitations are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Geneviève Sharkey
Chief Procurement Officer