



BID AWARD PANEL CONTRACT AWARD

Award of Doc4300538767 to A.J. Stone Company Ltd. for the non-exclusive supply and delivery of Structural Firefighter Protective Helmets for Toronto Fire Services

Date: September 12, 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 Doc4300538767

Description:
For the non-exclusive supply and delivery of Structural Firefighter Protective Helmets for Toronto 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:
A.J. Stone Company Ltd.

Contract Award Value:
\$329,544 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$372,385 including HST and all applicable charges
\$335,344 net of HST recoveries

The contract is expected to start on October 1, 2024 and end on September 30, 2025.

Option Year 1: October 1, 2025 to September 30, 2026
\$339,430 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$383,556 including all applicable taxes and charges
\$345,404 net of HST recoveries

Option Year 2: October 1, 2026 to September 30, 2027
\$2,505,561 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$2,831,284 including all applicable taxes and charges
\$2,549,659 net of HST recoveries

Option Year 3: October 1, 2027 to September 30, 2028
\$360,102 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$406,915 including all applicable taxes and charges
\$366,439 net of HST recoveries

Option Year 4: October 1, 2028 to September 30, 2029
\$370,905 net of all applicable taxes and charges (including 20% for Miscellaneous Items)
\$419,122 including all applicable taxes and charges
\$377,433 net of HST recoveries

The total potential contract award identified in this report, including all options years is \$3,905,542 net of all taxes and \$4,413,263 including all applicable taxes and charges.
The total potential cost to the City, including all option years, is \$3,974,280 net of HST recoveries.

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

FINANCIAL IMPACT

The total potential contract award identified in this report is \$4,413,263 including all applicable taxes and charges. The total potential cost to the City is \$3,974,280 net of HST recoveries.

Funding is available in the 2024 Approved Operating Budget and Outlook Year for Toronto Fire Services. Funding for the term of the contract beyond 2024 will be included in the 2025 Toronto Fire Services Operating Budget submission.

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 and the 2025-2034 Capital Budget and Plan Submission for Fire Services. Funding details are provided in Table 1 below.

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

Cost Centre / WBS Element	Contract Term	Total (Net of HST Recoveries)
FR0019 GL 2665	1st Term: October 1, 2024 to December 31, 2024	\$84,067
	1st Term: January 1, 2025 to September 30, 2025	\$251,277
	Initial Term Total	\$335,344
FR0019 GL 2665	Option Year 1: October 1, 2025 to September 30, 2026	\$345,404
CFR119-01	Option Year 2: October 1, 2026, to September 30, 2027	\$2,000,000
FR0019 GL 2665	Option Year 2: October 1, 2026 to September 30, 2027	\$549,659
FR0019 GL 2665	Option Year 3: October 1, 2027 to September 30, 2028	\$366,439
FR0019 GL 2665	Option Year 3: October 1, 2028 to September 30, 2029	\$377,433
	Option Years Total	\$3,638,936
	Grand Total Including Option Years	\$3,974,280

The Chief Financial Officer and Treasurer has been advised of the financial impacts associated with this program to be considered along with other priorities in future budget processes.

SOLICITATION SUMMARY

Solicitation Issued: May 30, 2024 **Solicitation Closed:** June 27, 2024

Number of Addenda Issued: three (3)

Number of Bids: two (2)

Table 2: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding taxes and charges)
A.J. Stone Company Ltd.	\$ 274,620
PPE Solutions Inc.	\$ 477,650

DIVISION CONTACTS

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

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

Therese Chen, Division Chief, Fire Services, 416-338-9190, Therese.Chen@toronto.ca

COMMENTS

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

a. the firm recommended for award is the Supplier with the lowest bid meeting specifications or 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