



**City of Kingston
Report to Council
Report Number 17- 309**

To: Mayor and Members of Council

From: Denis Leger, Commissioner of Corporate and Emergency Services

Resource Staff: Shawn Armstrong, Fire Chief

Date of Meeting: November 21, 2017

Subject: Award of Contract – Firefighting Bunker Gear

Executive Summary:

Kingston Fire & Rescue issued a Request for Proposals (RFP) F31-CES-F&R-2017-3 for the Fitting, Supply and Delivery of Bunker Gear that is needed to replace bunker gear that has reached its expected life cycle of 10 years as well as to outfit new staff. Five (5) submissions to the RFP were received. The submissions were evaluated and vendor demonstrations were conducted with all proponents. The vendor equipment demos assisted in completing the evaluations and as a result of the complete evaluation, staff is not recommending the lowest bid. Therefore subject to section 3.4 of the purchasing by-law Council approval is required.

Recommendation:

That Council authorize the Mayor and Clerk to enter into agreement, pursuant to RFP F31-CES-F&R-2017-3, with AJ Stone Company Ltd for the purchase of Innotex bunker gear, for the total purchase price of \$2,133 per set plus applicable taxes and that the agreement be in a form satisfactory to the Director of Legal Services.

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Authorizing Signatures:

ORIGINAL SIGNED BY COMMISSIONER

**Denis Leger, Commissioner of
Corporate and Emergency
Services**

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER

Gerard Hunt, Chief Administrative Officer

Consultation with the following Members of the Corporate Management Team:

Lanie Hurdle, Commissioner, Community Services	Not required
Desiree Kennedy, Chief Financial Officer & City Treasurer	Not required
Mark Van Buren, Acting Commissioner, Transportation & Infrastructure Services	Not required

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Options/Discussion:

The bunker gear used by Kingston Fire & Rescue is an integral piece of personal protective equipment worn by firefighters while undertaking fire & rescue activities. A complete set of bunker gear consists of a coat and pants that are each comprised of three (3) layers: an outer shell, a moisture barrier and a thermal barrier. Bunker gear is designed to protect firefighters from the extreme environments of fires as well as to provide protection from other hazards involved with emergency response.

Kingston Fire & Rescue, (KFR) issued a Request for Proposals (RFP) for the purchase of bunker gear to replace worn out bunker gear that has reached its normal life cycle expectation of 10 years. Each year, old bunker gear is replaced and additionally, when required, new gear is purchased when new firefighters join KFR. KFR purchases approximately thirty (30) sets of bunker gear each year. The submissions were evaluated using the following criteria and weighting specified in the RFP.

Price	45%
Quality, Suitability, Consistency & Customer Service	40%
Company Profile, Resources & Experience	12%
AODA	3%

The results of the evaluation, in order of ranking, are as follows:

	Points	Price Per Suit
1. AJ Stone Company Ltd. (Innotex)	90	\$2,133
2. Canadian Safety Equipment (Fire-Dex)	88	\$1,794
3. PPE Solutions (Starfield)	85	\$1,949
4. M&L Supply (Lakeland)	79	\$2,314
5. Safe Design Apparel (Globe)	72.5	\$2,478

All Proponents represented well known manufacturers of bunker gear and are the primary suppliers/distributors for this class of personal protective equipment. The five (5) submissions received provided a good representation of bunker gear used across the fire services in North America.

The proposal submitted by AJ Stone Company Ltd., (Innotex brand) is the highest ranking supplier. The Innotex brand of bunker gear attained the highest overall score in the staff evaluation. Innotex was the strong leader in the comparative evaluation of “Product Quality, Suitability, Consistency and Customer Service”. This included the ease of product use, ergonomic design, comfort, warranty and value added components. The highest-ranking proponent surpassed all other submissions in the detailed evaluation.

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As part of the submission, each proponent provided a presentation to the evaluation committee on their company profile, the features, advantages and benefits of each proponent's bunker gear product and service. The evaluation committee was given a set of bunker gear from each of the suppliers. Several staff tried on the bunker gear and provided feedback on all aspects of each suit.

Factors that contributed to this advantage for Innotex are the rugged features and thoughtful construction of the bunker gear. Innotex gear has built in air flow channeling and dual metabolic zones allowing unwanted heat to disperse from the suit which in turn reduces the risk of heat related injuries. The ergonomic design of the suit allows for easier movement and higher comfort levels during extreme working conditions. The RFP process yielded a lower unit price than the price that had been established under the most recent procurement process. The preferred vendor status would be for a period of 3 years.

Existing Policy/By-law:

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

Notice Provisions:

Not Applicable

Accessibility Considerations:

Not Applicable

Financial Considerations:

This purchase will be funded from monies previously approved in the 2017 fire equipment capital budget.

Contacts:

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Kevin Donaldson, Deputy Fire Chief, 613-548-4001, extension 5655
Melanie Jones, Chief Training Officer, 613-548-4001, extension 5210

Exhibits Attached:

Not Applicable