



**City of Kingston
Report to Council
Report Number 19-149**

To: Mayor and Members of Council

From: Sheila Kidd, Commissioner Transportation & Public Works

Resource Staff: Jeremy DaCosta, Director Transit & Fleet Services

Date of Meeting: May 21, 2019

Subject: Award of Contract – 2019 Model 11-Foot Rotary Rough Mower

Executive Summary:

Staff issued a Request for Proposals (RFP) for the purchase of one 2019 model 11-foot rotary rough mower. This mower is a replacement for an existing unit that has fulfilled lifecycle expectations. Staff have confirmed that there are no electric equivalents for this equipment. This mower is used by Public Works for grass cutting of wide areas and sports fields.

It is recommended that the contract be awarded to Turf Care Products Canada Ltd., the highest scoring proponent, based on the evaluation criteria set out in the RFP. Council approval is required as the lowest bid is not being recommended and the contract amount is below trade treaty thresholds.

Recommendation:

That Mayor and Clerk be authorized to enter into a contract, in a form satisfactory to the Director of Legal Services, with Turf Care Products Canada Ltd. for the purchase of one 2019 model 11-foot rotary rough mower (F31-TPES-TS-FL-2019-10) for the total purchase price of \$83,847 plus applicable taxes.

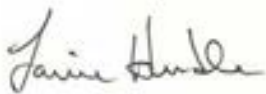
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Authorizing Signatures:



**Sheila Kidd, Commissioner,
Transportation & Public Works**



**Lanie Hurdle, Acting Chief
Administrative Officer**

Consultation with the following Members of the Corporate Management Team:

Gary Dyke, Commissioner, Corporate Enterprise Services	Not required
Peter Huigenbos, Acting Commissioner, Community Services	Not required
Jim Keech, President & CEO, Utilities Kingston	Not required
Desirée Kennedy, Chief Financial Officer & City Treasurer	Not required

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Options/Discussion:

Staff issued a Request for Proposals (RFP) for the purchase of one 2019 model 11-foot rotary rough mower. This mower is a replacement for an existing unit that has fulfilled lifecycle expectations. This type of mower is used by Public Works crews for wide area mowing and the maintenance of sports fields where an 11-foot wide mowing path is utilized. The submissions were evaluated using the following criteria:

- Pricing and Related Costs - 45%
- Specification Compliant - 32%
- Parts and service support -10%
- Warranty - 10%
- Accessibility Standards for Customer Service, Ontario Regulation 429/7 - 3%

Three submissions were received. The staff evaluation resulted in the following ranking:

Proposal	Ranking	Evaluation Score (out of 100)
Turf Care Products Canada Ltd.	1	89
Green Tractors Inc.	2	84
G.C. Duke Equipment Ltd.	3	78

The unit offered by Turf Care Products Canada Ltd. (Turf Care) is a new model year 11-foot rotary rough mower for the purchase price of \$83,847 plus applicable taxes. G.C. Duke Equipment Ltd. proposed a purchase price of \$81,090 plus applicable taxes and Green Tractors Inc. proposed a purchase price of \$72,805 plus applicable taxes.

The submission from Turf Care is being recommended as it attained the highest overall score in the evaluation process. The Turf Care proposal received the highest evaluation ranking as a result of specification compliance and parts and service support.

The Turf Care proposal complied with all specifications requested within the RFP document. The mower provides the most efficient mowing path with a zero turn radius capability of leaving no uncut path when it turns in the opposite direction. The driver’s seat is isolated from the main chassis on floating rubber mounts to minimize the vibration, which optimizes the driver seat ergonomics. This unit provided the lowest overall fuel consumption and greenhouse gas emissions. The Turf Care mower uses 6 litres of fuel per hour compared to the G.C. Duke unit at 7 litres per hour and the Green Tractor submission at 12 litres per hour. When projected over the expected 5000-hour lifecycle, the fuel savings and reduced emission contribution to the environment are substantial. The recommended Turf Care Products Canada Ltd. unit has a Tier 4 emissions rating, which means it complies with the latest emission standards available.

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The parts and service section of the RFP was designed to evaluate the proponents ability to provide mechanical service as well as their available of parts inventory relative to the mower proposed. Turf Care provided the best option by providing mechanical service at two service outlets in Ontario as well as the most in stock inventory compared to the other proposals. The availability of service and parts is important to maximize the availability of the equipment for Public Works service delivery.

Policy/By-Law:

By-law 2000 Kingston -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:

Sufficient funds are approved in the Fleet capital budget for this purchase.

Contacts:

Jeremy DaCosta, Director of Transit & Fleet Services, 613-546-4291 extension 1310

Robert (Bud) Steele, Manager of Fleet, 613-546-4291 extension 2216

Other City of Kingston Staff Consulted:

Bill Linnen, Director of Public Works Services

Exhibits Attached:

Not applicable