



**City of Kingston  
Report to Council  
Report Number 19-178**

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**To:** Mayor and Members of Council  
**From:** Sheila Kidd, Commissioner, Transportation & Public Works  
**Resource Staff:** Jeremy DaCosta, Director, Transit & Fleet Services  
**Date of Meeting:** June 18, 2019  
**Subject:** Award of Contract – One 2020 Model Year Forestry Aerial Truck

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**Executive Summary:**

Staff issued a Request for Proposals (RFP) for the purchase of one 2020 model year forestry aerial truck. This unit is a replacement for an existing aerial truck that has fulfilled lifecycle expectations. The delivery time of this vehicle is estimated at 12 months from the date the order is placed.

Only one proposal was received in response to the RFP therefore Council approval is required.

**Recommendation:**

**That** the Mayor and Clerk be authorized to enter into a contract, in a form satisfactory to the Director of Legal Services, with Altec Industries Ltd. for the purchase of one 2020 model year forestry aerial truck (F31-TIS-TS-FL-2019-08), for the total purchase price of \$285,712 plus applicable taxes.

June 18, 2019

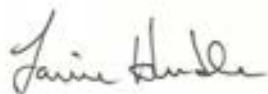
Page 2 of 4

**Authorizing Signatures:**



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



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**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

**June 18, 2019**

Page 3 of 4

**Options/Discussion:**

Staff issued a Request for Proposals (RFP) on behalf of the Public Works Department for the purchase of one 2020 model year forestry aerial truck. This unit is a replacement for an existing unit that has fulfilled lifecycle expectations. The submission was evaluated using the following criteria:

- Pricing and Related Costs - 45%
- Specification Compliant - 42%
- Warranty - 10%
- Accessibility Standards for Customer Service, Ontario Regulation 429/7 - 3%

One proposal was received in response to the RFP. The proposal submitted by Altec Industries Ltd. complied with all specifications requested in the RFP and the pricing and related costs are within approved budget. Staff recommends entering into a contract with Altec Industries Ltd. for the purchase of one 2020 model year forestry aerial truck for the total purchase price and related costs of \$285,712 plus applicable taxes.

The unit offered by Altec Industries Ltd. is a 2020 model year Freightliner cab and chassis coupled with an 11-foot chipper body, storage cabinetry and a 70-foot aerial device. This vehicle is propelled by a diesel-powered engine and there is no equivalent electric vehicle available on the market.

A forestry aerial truck is a specialized piece of equipment. There are a limited number of manufacturers that provide this type of equipment so a limited response to an RFP of this nature is not unusual.

The estimated delivery time is approximately 12 months from date of order.

**Existing Policy/By-Law:**

By-law Number 2000-134 "A By-law to Establish Purchasing Policies and Procedures for the City of Kingston", as amended

**Notice Provisions:**

Not applicable

**Accessibility Considerations:**

Not applicable

**Financial Considerations:**

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

**June 18, 2019**

Page 4 of 4

**Contacts:**

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

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

**Other City of Kingston Staff Consulted:**

Troy Stubinski, Operations Manager, Public Works

Gord Warner, Supervisor, Fleet Services

**Exhibits Attached:**

Not applicable