



# City of North Bay Report to Council

Report No: CORP 2021-21

Date: February 26, 2021

Originator: Mary-Ann Kotylak /Greg Saunders

Business Unit:  
Corporate Services

Department:  
Financial Services Department

Subject: Request for Proposal 2020-107 Bunker Gear

Closed Session: yes ☐ no ☒

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## Recommendation

That City Council approves the award of a contract to A.J. Stone Company Limited, based on the unit rates specified in their bid for RFP 2020-107 for the provision of bunker gear, for a term of five years, with an option in favour of the City to extend the contract for a term of up to one additional year.

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## Background

National Fire Protection Association (NFPA) 1851 standard “**Protective Ensembles for Structural Firefighting and Proximity Firefighting, 2018 Edition**” requires that bunker gear be replaced every 10 years. Compliance with this standard is enforced by the Ministry of Labour. The North Bay Fire Department needs to make a bulk purchase in 2021 for the replacement of the bunker gear that is reaching the end of its useful life. In the subsequent years, purchases will be made as needed to satisfy operational requirements such as for new hires or damaged gear. Purchases of bunker gear through this contract are necessary to ensure that the City’s firefighting personnel use personal protective equipment which meets the standards set out by NFPA.

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## Financial/Legal Implications

A formal bid request, which closed January 12, 2021, was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Five proposals were evaluated by the Purchasing Manager, firefighters, the Deputy Fire Chief and the Fire Chief. The evaluation considered mandatory technical requirements related to the product's performance and features, compliance to NFPA standards, design features and benefits, quality, comfort, lead time, company experience and price.

The results are as follows:

Ranking	Company	Overall Score
1	A.J Stone Company Limited	120.08
2	PPE Solutions Inc.	117.92
3	1929938 Ontario Limited o/a Trans Canada Safety Co.	85.51
4	Darch Fire Inc.	85.00
5	Safedesign Apparel Ltd.	73.56

The bid price of \$235,146.19 (plus HST) from A.J Stone Company Limited represents a total cost over a five-year term based on the estimated quantities specified in the RFQ. Under the terms of the contract, the City will pay the unit rate specified for each set of bunker gear and is not bound to any specific quantities. The proposal from A.J Stone Company Limited scored highest and provides the best overall value to the City. Their bid is considered fair and reasonable.

Sufficient funding for the initial bulk order purchase of approximately \$151,000.00 (plus HST) is available in Capital Project No. 6564FD- Fire Bunker Gear Replacement Program 2021 On-going. Funding necessary to purchase additional gear to meet operational and staffing requirements will be requested through future budgets.

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## Corporate Strategic Plan

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|---|--|
| <input type="checkbox"/> Natural North and Near                           | <input type="checkbox"/> Economic Prosperity     |
| <input type="checkbox"/> Affordable Balanced Growth                       | <input type="checkbox"/> Spirited Safe Community |
| <input checked="" type="checkbox"/> Responsible and Responsive Government |  |

## Specific Objectives

Ensure the City is prepared in the event of a Community Emergency.

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## Options Analysis

1. That City Council approves the award of a contract to A.J. Stone Company Limited, based on the unit rates specified in their bid for RFP 2020-107 for the provision of

bunker gear, for a term of five years, with an option in favour of the City to extend the contract for a term of up to one additional year.

2. Do not award a contract. This option is not recommended as the purchase of bunker gear is necessary to ensure that the Fire Service will continue to meet the National Fire Protection Association 1851 standards.
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### **Recommended Option**

That City Council approves the award of a contract to A.J. Stone Company Limited, based on the unit rates specified in their bid for RFP 2020-107 for the provision of bunker gear, for a term of five years, with an option in favour of the City to extend the contract for a term of up to one additional year.

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Respectfully submitted,

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Mary-Ann Kotylak  
Purchasing Manager

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Greg Saunders  
Deputy Fire Chief

We concur in this report and recommendation.

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Jason Whiteley  
Deputy Fire Chief

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Margaret Karpenko, CPA, CMA  
Chief Financial Officer/Treasurer

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David Euler, P.Eng., PMP  
Chief Administrative Officer

Personnel designated for continuance:  
Name: Greg Saunders  
Title: Deputy Fire Chief