



PO Box 1749  
Halifax, Nova Scotia  
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## Item No.11.1.1

Halifax Regional Council  
June 22, 2010

**TO:** Mayor Kelly and Member of Halifax Regional Council

**SUBMITTED BY:**

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Dan English, Chief Administrative Officer

A handwritten signature in cursive script, appearing to read "Wayne Anstey".

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Wayne Anstey, Deputy Chief Administrative Officer

**DATE:** June 3, 2010

**SUBJECT:** Award - Request for Proposal No. 10-035, Supply of Para-Transit Buses

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### ORIGIN

The reports originates from the Early Tender Transit Vehicles report approved by Halifax Regional Council on December 2, 2008 for 100% advanced capital funding for the purchase of expansion and replacement Access-A-Bus vehicles.

### RECOMMENDATION

It is recommended that Halifax Regional Council:

1. authorize the award of RFP No. 10-035, to the highest ranking proponent, Crestline Coach Ltd., Aerotech Model, at a cost of \$1,186,910.96 (net HST included) for fourteen (14) Para-Transit Buses with funding from Capital Accounts CVD00429 and CVD00430 as outlined in the Budget Implications section of this report; and
2. authorize staff to enter into negotiations with Crestline Coach Ltd. to secure an additional three (3) Para-Transit Buses at a cost of \$268,494.90 (net HST included ) with funding from Capital Account CVD00430 as outlined in the Budget Implications section of this report.

## **BACKGROUND**

Metro Transit's 2010/11 Annual Service Plan includes a provision for expanded Access-A-Bus service totalling 13,080 annual hours of service. This expanded service represents the first significant increase to this important service in some time and is an increase of roughly 25%. In order to deliver this service, an additional six (6) vehicles are required. The approved 2010/11 Operating Budget includes the necessary resources to operate this service in 2010/11.

The current fleet of Access-A-Bus vehicles total twenty-four, with eighteen required on a daily basis to meet service commitments. The balance are used as spare vehicles to allow for on-going maintenance and to ensure service reliability in the event of vehicle failures. These vehicles are medium-duty vehicles with an expected life of five years. Due to budget issues in the past, eleven of these vehicles have passed their useful life and require replacement.

Request for Proposal No. 10-035 was issued on March 9, 2010 and closed on April 7, 2010. The original Request For Proposal was to supply a total of fourteen (14) vehicles, six (6) for expansion and eight (8) for replacement. The submissions received were very competitively priced and the total cost is well below the available capital funding. In light of this, it is recommended that Metro Transit take advantage of the competitive pricing to acquire three (3) additional vehicles, bringing the total replacements to eleven (11) and the total number of vehicles purchased to seventeen (17).

## **DISCUSSION**

Four companies responded to the Request for Proposals:

- Crestline Coach Ltd., Aerotech Model
- Crestline Coach Ltd., GC11 Model
- Girardin
- Overland, EC11 Model
- Overland, Glaval Model
- Perry Rand

The proposal review team included staff from Corporate Fleet, Metro Transit and Financial Services. Proposals were evaluated in five (5) key areas: technical, miscellaneous, financial, operating costs and bus operation. The proposals from Perry Rand and Girardin were deemed to be incomplete, and subsequent evaluations of the Glaval Model from Overland was also deemed to be unsuitable. Please refer to Appendix "A" which provides a scoring summary and pricing details for the remaining three proposals, with the Crestline Coach Ltd., Aerotech Model proposal receiving the highest overall score. Therefore, staff is recommending award of the agreement to Crestline Coach Ltd.

**BUDGET IMPLICATIONS**

Budget Summary: Capital Account NO.CVD00429 - Six (6) Access-A-Bus Expansion

Cumulative Unspent Budget	\$906,316.90
Less: RFP # 10-035	<u>\$497,350.67</u>
Uncommitted Budget	\$408,966.23

Capital Account No. CVD00430 - Eight (8) Access-A-Bus Replacement

Cumulative Unspent Budget	\$1,473,002.36
Less: RFP # 10-035	<u>\$ 689,560.29</u>
Uncommitted Budget	\$ 783,442.07

Capital Account No. CVD00430 - Three (3) Access-A-Bus Replacement

Cumulative Unspent Budget	\$783,442.07
Less: RFP # 10-035	<u>\$268,494.90</u>
Uncommitted Budget	\$514,947.17

As identified in the submission by Crestline Coach Ltd. the first ten (10) units are to be 2010 model chassis that are currently in stock at \$82,891.78 per unit. The remaining four (4) units are to be 2011 models at \$89,498.30 per unit (pricing includes all applicable taxes).

The budget for these units was estimated in the 2010/11 Capital Budget to be significantly higher at \$100,000 per unit (including applicable taxes). As stated above, this provides an opportunity to acquire three additional vehicles at a preferential price. The balance of available funds in Capital Projects CVD00429 and CVD00430 will be used to fund fit-up costs for the new vehicles as well as future Access-A-Bus development.

The budget availability has been confirmed by Financial Services.

**FINANCIAL MANAGEMENT POLICIES/BUSINESS PLAN**

This report complies with the Municipality's Multi-Year Financial Strategy, the approved Operating, Project and Reserve budgets, policies and procedures regarding withdrawals from the utilization of Project and Operating reserves, as well as any relevant legislation.

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**COMMUNITY ENGAGEMENT**

Metro Transit is currently undertaking an Access-A-Bus review as a supplementary report to the recently approved 5 Year Strategic Operations Plan. As part of the scope of this study, several Public Open Houses and stakeholder engagement sessions have been held to help shape the future of para-transit in Halifax Regional Municipality.

**ALTERNATIVES**

Defer replacement/expansion of Access-A-Buses until a later date. This alternative is not recommended as it will result in higher operating costs and decreased reliability due to the age of the existing buses requiring replacement, and will also limit expansion of Access-A-Bus services to the public.

**ATTACHMENTS**

Appendix "A" - Evaluation Matrix.

A copy of this report can be obtained online at <http://www.halifax.ca/council/agendasc/cagenda.html> then choose the appropriate meeting date, or by contacting the Office of the Municipal Clerk at 490-4210, or Fax 490-4208.

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Business Unit Review:



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Procurement Review:



Anne Feist, Operations Manager of Procurement (490-4200)

Report Approved by:



Ken Reashor, P.Eng., A/Director, Transportation and Public Works (490-4855)

<b>Appendix "A"</b> <b>HALIFAX REGIONAL MUNICIPALITY</b> Request for Proposals # 10-035 <b>Para-Transit Buses</b>					
	Criteria	Max Score	Overland Model EC-11	Crestline Model Aerotech	Crestline Model GC11
<b>1</b>	<b>Technical:</b>  Compliance with performance evaluation, body/structure/interior/doors, power train, suspension, steering, communication information system, electrical, HVAC, etc.	<b>30</b>	29.3	<b>29.3</b>	29.3
<b>2</b>	<b>Miscellaneous:</b>  Durability(Altoona and other product testing information), delivery, training.	<b>15</b>	12.3	<b>12.6</b>	13
<b>3</b>	<b>Financial:</b>  Price per Bus including training, tooling, warranties, maintenance and operating costs.	<b>30</b>	26.0 (\$1,368,607.70 net HST included)	<b>30</b> <b>(\$1,186,910.96 net HST included)</b>	28.8 (\$1,236,524.50 net HST included)
<b>4</b>	<b>Operating:</b>  Fuel economy	<b>10</b>	8.5	<b>9.2</b>	9.6
<b>5</b>	<b>Bus Operation:</b>  Workstation ergonomics, ease of operation, "driveability" and vehicle controls	<b>15</b>	10.3	<b>14</b>	14
<b>TOTAL</b>		<b>100</b>	86.4	<b>95.1*</b>	94.7

\* recommended proponent