




P.O. Box 1749
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Item No. 11.1.3
Halifax Regional Council
December 10, 2013

TO: Mayor Savage and Members of Halifax Regional Council

Original signed by 

SUBMITTED BY:

Richard Butts, Chief Administrative Officer

Original Signed by 

Mike Labrecque, Deputy Chief Administrative Officer

DATE: November 20, 2013

SUBJECT: **Contract Extension – Standing Offer to Supply Structural Firefighter
Bunker Gear**

ORIGIN

Expiry of the existing five (5) year standing offer to Supply Structural Firefighter Bunker Gear to Halifax Regional Fire and Emergency (HRFE).

LEGISLATIVE AUTHORITY

Under the HRM Charter, Section 79, Halifax Regional Council may expend money for municipal purposes. Administrative Order #35, The Procurement Policy, Section 8(10)(e) states: negotiations with one or more suppliers for the supply of goods, services, construction and facilities shall take place when: the extension, or reinstatement of existing contracts would be more cost effective or beneficial to the Municipality.

The following report conforms to the above Policy and Charter.

RECOMMENDATION

It is recommended that Halifax Regional Council extend the current standing offer with K&D Pratt to Supply Structural Firefighting Bunker Gear for a period of five (5) years in an amount not to exceed \$977,065.40 (HST included) with funding from Project No. CE010001 - Fire Equipment Replacement, as outlined in the Financial Implications section of this report.

BACKGROUND

In 2008, HRM solicited responses through RFP 08-073 for the Provision of Structural Firefighter Bunker Gear on an as is/needed basis for a period of five (5) years. K&D Pratt, exclusive authorized dealer of Globe Manufactured Structural Firefighter Bunker Gear, was awarded the standing offer with expiration in September 2013. The award was the result of a robust technical evaluation process that tested four (4) different manufacturers' turnout gear to ensure job functionality and that each type of gear met the minimum specifications and requirements outlined in the National Fire Protection Association (N.F.P.A) Standard. K&D Pratt met all specifications and requirements. The bunker gear has a shelf life of ten (10) years. Over the term of the contract, HRFE has purchased and replaced 860 sets of gear.

DISCUSSION

N.F.P.A standards require that each set of bunker gear be standardized. As a result, each squad member must be outfitted in the same bunker gear. There can be no mixing and matching of different brands. Standardization of the bunker gear allows members of the fire squad to identify important construction features, such as the drag rescue device and hook and eye closures on the bunker gear in an emergency situation where one member would be required to remove another member from a burning facility or be required to de-harness another from their burning gear.

HRM has undertaken a thorough review of its existing inventory to ascertain its future requirements. This review included a physical count and the implementation of an asset management tool. Based on this review and the 10-year shelf life of the bunker gear, it has been determined that HRFE requires an additional 450 sets of gear over the next five years, approximately 90 sets per year, to replace the Securitex gear that was purchased prior to 2008. This would complete the 10-year standardization process. This can best be achieved through extension of the current standing offer as it is the most beneficial and cost effective strategy for HRM. This will allow for a gradual replacement of bunker gear over the next five years and eliminate the need to re-size and re-fit 1000 squad members to remain compliant with the standardization standards set by the N.F.P.A. It will also prevent the need for training on an alternative brand of gear and completion of an intensive and robust solicitation process to secure a new supplier.

K&D Pratt is the exclusive authorized dealer of Globe Manufactured Structural Firefighter Bunker Gear in the Atlantic region. On September 24, 2013 HRM solicited a quote from K&D Pratt to Supply Globe Manufactured Structural Firefighter Bunker Gear on a standing offer. The unit price for one set of gear is \$2083.63 (HST included). Price is to remain firm for the next three (3) years with years four (4) and five (5) subject to a price increase matching the Globe Manufactured published price list, not to exceed 6%, or \$2,341.16 per unit (HST Included). When compared with other jurisdictions, the quote from K&D Pratt is extremely competitive.

Following completion of this five-year period when the inventory is standardized, HRFE will move forward with a replacement program which replenishes bunker gear that is consistent with the shelf life as outlined in the N.F.P.A standard.

FINANCIAL IMPLICATIONS

Future standing offer purchases would come from Project No. CE010001 - Fire Equipment Replacement, as funding permits.

Quotation	Estimated Annual Units	Year 1 (Incl. net HST)	Year 2 (Incl. net HST)	Year 3 (Incl. net HST)	*Year 4 (Incl. net HST)	*Year 5 (Incl. net HST)
Bunker Set	90	\$ 187,527.09	\$ 187,527.09	\$ 187,527.09	\$ 198,778.71	\$ 210,705.43
**Additional Features						\$5,000.00
Total						\$ 977,065.40

*Year four (4) and five (5) are subject to a price increase matching the Globe Manufactured published price list, not to exceed 6%. Prices shown are at maximum value.

**Extra charges can be associated with each set of gear and are dependent on the following: an extra-large zipper, additional cost of \$31.00; placing firefighter names on the back of the turnout coats, additional cost \$1.40/letter).

ENVIRONMENTAL IMPLICATIONS

Implications not identified.

ALTERNATIVES

Council could choose not to extend the standing offer with K&D Pratt for an additional five (5) years. Under this alternative, HRM would be required to do the following:

- Extend the current standing offer for another year to provide the amount of time needed to secure a supplier for the required goods over a ten (10) year period.
- Complete an intensive and robust technical evaluation process to ensure equipment meets the requirements and specifications outlined by the N.F.P.A.

Given the successful proponent is an alternative to K&D Pratt, HRM would be required to complete the following:

- Provide training to 1000 members on the use and functionality of the new gear.
- Fit, re-size and outfit 1000 members of HRFE. This would occur over a five-year period with 500 sets of bunker gear needed in the first year and the remaining 500 to be acquired equally at 125 sets per year over the remaining four years in order to remain compliant with the standards set out by the N.F.P.A. which states that all sets of bunker gear must be standardized.

The alternative is not recommended as it is not in the best interest of HRM and is not the most beneficial and cost effective long term strategy. There are too many variables to determine the cost differential of this alternative and the recommended strategy as it is dependent on the outcome of the solicitation, which will dictate the amount of gear required over the term of the contract, and the proposed unit cost for each set of gear.

ATTACHMENTS

Attachment A- Notice of Dealer Authorization

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.

Report Prepared by: Deputy Fire Chief Roy Hollett, 490-5036

Procurement Review:

Anne Feist, Manager, Procurement (490-4200)

Report Approved by:

Doug Trussler, Fire Chief, Halifax Regional Fire & Emergency 490-4239

Report Approved by:

Jane Fraser, Director, Planning & Infrastructure 490-7166

Financial Approval by:

Greg Keefe, Director of Finance & ICT/CFO, 490-6308



**NOTICE
--OF--
DEALER AUTHORIZATION**

August 21, 2013

To Whom It May Concern:

Please be advised that K&D Pratt Inc. with its principal office located at 126 Glencoe Drive, Donovan's Industrial Park, Mt Pearl, Newfoundland A1N 4P7 Tel: (709) 722-5690 and Fax: (709) 722-6975, are the exclusive authorized dealer representative of Safedesign Apparel Ltd. within the provinces of Newfoundland, Nova Scotia and New Brunswick for Globe fire Suits, Globe leather firefighter and rescue boots, Shelby Gloves, PGI Hoods and other miscellaneous products so carried by Safedesign Apparel Ltd.

As the exclusively authorized dealer representative for the supply of the above referenced personal protective equipment, K&D Pratt Inc. will receive full factory support in product training, technical support and any claims of product warranty.

Should further clarification of the foregoing be required, you may contact the undersigned directly.

Yours truly,

SAFEDESIGN APPAREL LTD.

Original Signed

William Sparfel
President