



Corporate Services Commission
Procurement Services Department
www.newmarket.ca

February 3, 2014

**Corporate Services Commission – Procurement Services
Development and Infrastructure Services Commission – Facility Services**

JOINT REPORT 2014-05

MEMORANDUM TO: Committee of the Whole

SUBJECT: Report on Single Source Purchase
Ice Resurfacing Machines
Award to: Zamboni Company Ltd

ORIGIN: Joint Report – Director, Public Works Services and the Manager,
Procurement Services

RECOMMENDATIONS

THAT Corporate Services Commission – Procurement Services and Development and Infrastructure Services Commission – Facility Services Joint Report 2014-05, dated February 3, 2014, regarding Single Source contract for Ice Resurfacers be received and the following recommendation be adopted.

1. THAT Council approve a five (5) year Single Source contract for the supply and delivery of Ice Resurfacers, as follows:

Estimated Delivery	Unit Cost	Quantity	Description	Extended Cost
2014	\$ 86,495.00	1	Zamboni 525	\$ 86,495.00
2015	\$ 88,000.00	1	Zamboni 525	\$ 88,000.00
2016	\$ 89,500.00	1	Zamboni 525	\$ 89,500.00
2017	\$ 90,750.00	3	Zamboni 525	\$ 272,250.00
2018	\$ 92,500.00	1	Zamboni 525	\$ 92,500.00
SUB TOTAL SINGLE SOURCE CONTRACT				\$ 628,745.00

COMMENTS

The Manager, Procurement Services supports the recommendation by the Manager, Facility Services and Fleet Supervisor that a single source contract be established with Zamboni Company Ltd for several reasons including but not limited to: both operators and mechanics would have to learn to operate and maintain two different manufacturer Ice Resurfacers, a second line of parts would need to be stocked and the Zamboni brand Ice Resurfer has a hydrostatic transmission vs automatic transmission provided by competitors.

A hydrostatic style transmission is hydraulically driven and the operator can infinitely vary the travel speed while maintaining a fixed engine speed. With this design of propulsion, the engine speed can be set and locked at an appropriate speed to operate the water pumps and hydraulic pumps needed to clean and resurface the ice, while still allowing the operator to slow the travel speed down to a crawl in the corners of the ice surface and increase the travel speeds while travelling the length of the ice surface. With an automotive style automatic transmission, the engine speed must be varied to either speed up or slow down the travel speed, which in turn, speeds up and slows down the other engine driven components such as water pumps and hydraulic pumps. This type of operation creates inconsistencies in ice surface quality

This contract was publicly bid in 2005 for a period of three (3) years with two (2) option years and the Town received only one (1) proposal submission from Zamboni Company Ltd. The Manager, Procurement Services has compared the proposed costs with other municipalities and the costs are in line with that paid by other municipalities.

This recommendation is being classified as a Single Source purchase.

Single Source Purchase rationale:

This purchase would be in accordance with Procurement bylaw 2011-78, 12.6, items i and iii which states, a Single Source purchasing may be conducted for the procurement for goods, service(s) or construction of any contract value without the competitive Bid process, when any of the following circumstances apply:

- i. For reasons of standardization, warranty, function or service, such as: technical qualifications;
- ii. Where compatibility with an existing product, equipment, facility or service is a paramount consideration;

CONSULTATION

The Manager, Procurement Services has been consulted and supports the recommendation.

BUDGET IMPACT (CURRENT AND FUTURE)

The 2014 Ice Resurfer is an approved capital budgeted item for 2013. All future purchases under this contract are subject to budget approval.

CONTACT

For more information on this report, contact: Gord Sears, Manager, Procurement Services at ext. 2351.



Gord Sears, CPPB, CPPO
Manager, Procurement Services



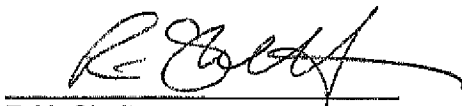
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Director, Public Works Services



Anita Moore
Commissioner, Corporate Services



Rob Prentice
Commissioner, Development &
Infrastructure Services



R.N. Shelton
Chief Administrative Officer

Return the signed report to the Procurement Services Department for filing under the public drive for reports.