



Request to Speak before Council

Request to Make a Deputation/Presentation to
Council/Committee
City of Kawartha Lakes
City Clerk's Office
26 Francis Street, PO Box 9000
Lindsay, ON K9V 5R8
705-324-9411

RECEIVED

FEB 05 2020

OFFICE OF THE CITY CLERK
KAWARTHA LAKES

Name: *

DENNIS CLARKE
BLAKE CLARKE

Address: *

1047 COUNTRY LANE
69 THOMAS DRIVE

City/Town/Village:

CAMERON
FENELON FALLS

Province: *

ONTARIO
ONTARIO

Postal Code:

KOM 1G0
KOM 1N0

Telephone: *

1-905-872-1272
1-705-706-0324

Email: *

dennisc@currietruck.com
blakeclarke@currietruck.com

There can be a maximum of two speakers for each deputation. Please list the name(s) of the individual(s) who will be speaking. The names that are listed here will be included on the Council Meeting Agenda.

Deputant One:

BLAKE CLARKE

Deputant Two:

DENNIS CLARKE

Please provide details of the matter to which you wish to speak: *

WE WOULD LIKE TO SPEAK REGARDING THE CITY OF KAWARTHA LAKES REQUEST FOR QUOTATIONS FOR 2020-02-CQ SUPPLY AND DELIVERY OF TWO (2) SINGLE AXLE AND FOUR (4) TANDEM AXLE TRUCKS

PLEASE REFER TO THE ATTACHED MATERIAL SUBMITTED WITH THIS REQUEST TO SPEAK BEFORE COUNCIL

Please attach any additional supporting documents you wish to provide and submit with this completed form.

Have you discussed this matter with City Staff?

Yes

No

If yes, Which department and staff member(s) have you spoken to?

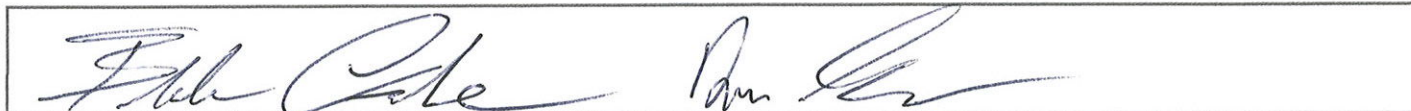
LAUNA MACEY- SUPERVISOR, PROCUREMENT DIVISION

What action are you hoping will result from your presentation/deputation? *

THE CITY OF KAWARTHA LAKES SHOULD RECONSIDER THEIR PROCUREMENT POLICY FOR THIS TYPE OF EQUIPMENT IN THE BEST INTEREST OF ALL THE RATEPAYERS.

By signing this form you are acknowledging that all of the information you are providing on this form is true, and giving the City permission to collect your personal information for the principal purpose of a request to make a deputation to Committee or Council as outlined below.

Signature:

A rectangular box containing two handwritten signatures in black ink. The first signature is on the left and the second is on the right.

Date:

FEBRUARY 5, 2020

The personal information is being collected by the City of Kawartha Lakes for the principal purpose of a request to make a deputation to Committee or Council pursuant to the City's procedural by-law. This information, including all attachments submitted may be circulated to members of Council, staff, the general public and posted on the City website. Questions about the collection of this information should be directed to the City Clerk or Deputy Clerk at 705 324-9411 ext. 1295 or 1322.

Do you understand how your information will be used and agree to allow the City to use your personal information provided on this form, including any attachments for the purposes of requesting to make a deputation to Committee or Council? *

Yes

Please complete this form and return to the City Clerk's Office by submitting it online or:
Fax: 705-324-8110 Email: agendaitems@kawarthalakes.ca



Currie Truck Centre
Box 20150
Barrie, ON
L4M 6E9
(705) 734-1953

His Worship Mayor Andy Letham and Council
Corporation of the City of Kawartha Lakes
P.O. Box 9000, 26 Francis St.
Lindsay, ON
K9V 5R8

Wednesday, February 5th, 2020

Dear Mayor Letham and Council,

As a vendor who would like the opportunity to participate in the RFQ process for the City of Kawartha Lakes and as a personal taxpayer within the municipality; I would like to address RFQ 2020-02-CQ for the delivery of two (2) single axle and four (4) tandem axle plow trucks.

As you are aware, the RFQ specifically excludes all original equipment manufacturers with the exception of International and Mack Trucks. International was the only bid submitted for your 2019 RFQ, and International and Currie Truck Centre (Freightliner) were the only bids in 2020. While Mack is permitted to bid on the RFQ according to the bid documents, it looks as though the RFQ specifications are such that they would not have been able to meet them as requested; according to the questions and answers contained in the RFQ addendum # 2. As a result, International is the only bidder with any chance of success.

The basis for these exclusions appears to accomplish the goal of the municipality to standardize the City's fleet as laid out in both the RFQ itself and supported under Council Purchasing Policy CP2017-009 dated April 18, 2017. However, in meeting this single rationale, the remaining goals within the procurement process are significantly impacted. I would like to know how the goals of objectivity, accountability and transparency are achieved in a RFQ process that is essentially awarded before it goes out to a RFQ.

The specific questions I'd like to have addressed relating to this RFQ are as follows:

Section 4.1 of CP2017-009- **Procurement process**- States:

"A competitive procurement process will be advertised when the Goods and Service is valued over \$100,000.

Question: In a RFQ where there can only be one successful bidder, was this a competitive procurement process, and do you feel that this process has resulted in the needs of the municipality and taxpayers being met when a single bidder responds to an RFQ?

Section 7.3 of CP2017-009-**Standardization of Equipment**

The City, wherever possible, shall standardize the procurement of goods and services to allow for:

- a) Standardization of equipment;
- b) Reduced the number of goods and services required;
- c) Maximize volume buying opportunities;**
- d) Provide Economies of scale;**
- e) Reduced handling training and storage costs;
- f) Minimize maintenance costs;
- g) Co-operative purchasing activities;
- h) Competitive bid results; and**
- i) Reduced overall cost**

We don't disagree that the standardization of equipment as it relates to point e) may result in some cost savings/convenience to a municipality, and perhaps point f) though neither would be substantial. However, to make standardization the overriding goal that precludes the municipality from considering competitive bids for a purchase of this nature, is to accept significant risk. As you'll note in comparing the bids submitted for the 2020 RFQ, the goals in c), d), h) and i) were clearly not met in this instance.

The bids were as follows:

Winslow-Gerolamy Motors Limited	\$1,658,726
Currie Truck Centre	\$1,607,642
Difference	\$51,084

The difference per unit on these bids is \$8,514. While we can only comment on the difference of the current RFQ, if these results held true for the 62 plow trucks in the City of Kawartha Lakes fleet, the additional cost to the municipality would be \$527,868.00.

Question: as above, do you feel that this process has resulted in the needs of the municipality and taxpayers being met with this RFQ?

As a vendor, I'm disappointed that we cannot bid for the City of Kawartha Lakes equipment requirements, as I know we can offer a competitive product that will work exceptionally well for the municipality. I knew in advance that our bid would not be accepted, but I wanted to ensure that a price for a competitive bid was submitted and noted within the RFQ. As a taxpayer, I'm disappointed in the consideration given to our tax dollars.

Regards,



Blake Clarke
Currie Truck Centre



Financial Services
P.O. Box 9000, 26 Francis St.,
Lindsay, Ontario K9V 5R8
Tel: (705) 324-9411
1 888-822-2225
Fax: (705) 324-7058
lmacey@kawarthalakes.ca

February 3, 2020

VIA Email

Dennis Clarke
Sales Representative
Currie Truck Centre Bracebridge
370 Ecclestone Drive
Bracebridge, ON P1L 1R1
Phone: 905-872-1272
Email: dennisc@currietruck.com

Dear Mr. Clarke,

The City would like to thank you for taking the time to submit a quotation for RFQ 2020-02-CQ Supply and Delivery of Two (2) Single Axle and Four (4) Tandem Axle Trucks.

While evaluating the submissions, it was determined that the specifications provided in your submission were for Freightliner trucks. The quotation specifically requested International or Mack trucks. As per the Purchasing Policy/Management Directive an unsolicited alternative offer shall not be considered. This is a major irregularity resulting in an automatic rejection of the submission.

In order to allow for a substitute item, the question must be asked before the question deadline.

If you have any questions, please don't hesitate to contact me.

Sincerely,

Launa Macey

Launa Macey
Supervisor, Procurement Division

c: File 2020-02-CQ