



## REPORT

Report Date: January 17, 2022  
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Meeting Date: February 8, 2022  
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TO: Vancouver City Council  
FROM: General Manager of Engineering Services and Chief Procurement Officer  
SUBJECT: Contract Award for Supply and Delivery of Ductile Iron Fittings

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, City's Director of Legal Services, and the City's Chief Procurement Officer and enter into a contract with EMCO Corporation, for supply and delivery of ductile iron fittings, for a term of three (3) years, with the option to extend for three (3) additional two (2) year terms, with an estimated contract value of \$2,168,627 plus applicable taxes over the initial 3-year term, to be funded through approved Engineering operational and capital budgets.
- B. THAT the Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services be authorized to execute on behalf of the City the contract contemplated by Recommendation A.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

### **REPORT SUMMARY**

The City issued a Request of Proposals ("RFP") No. PS20211174 on August 27, 2021 for Supply and Delivery of Ductile Iron Fittings. The RFP was advertised on City of Vancouver website and BC Bid and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008. City staff on the RFP evaluation committee and, subsequently, Bid Committee have considered the responses received, and on that basis

recommend that the City negotiate and if such negotiations are successful enter into a contract as describe above with EMCO Corporation.

### ***COUNCIL AUTHORITY/PREVIOUS DECISIONS***

The City's Procurement Policy ADMIN-008 requires that contracts with value over \$2 million must be approved by Council following review and recommendations by the Bid Committee. The Bid Committee has considered and recommended EMCO Corporation as the successful proponent.

### ***CITY MANAGER'S/GENERAL MANAGER'S COMMENTS***

The City Manager recommends approval of the foregoing.

### ***REPORT***

#### ***Background/Context***

The Waterworks Design department in Engineering Services requires a contract to address an ongoing demand for ductile iron fittings, in order to run and maintain the City's water main construction and service connection installations.

The purpose of the RFP is to identify a qualified supplier with the demonstrated capability and experience to efficiently and cost-effectively supply and deliver the City's estimated demand over the term of the proposed contract with competitive pricing, together with the best quality, services, innovation, and environmental or sustainability solutions that meets the City's service requirements.

#### ***Strategic Analysis***

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008.

The City received responses from four vendors in response to the RFP.

- EMCO Corporation
- Flocor Inc.
- Wolseley Canada Inc.
- Andrew Sheret Limited

The responses were reviewed by an evaluation team comprising representatives from Engineering Services (Waterworks Design and Operations group, Kent Operations), and SCM Warehouse & Inventory Operations under the stewardship of Supply Chain Management to ascertain if the responses offered good overall value to the City both quantitative and qualitative.

Some of the Criteria considered in the overall evaluation process included:

- Financial offering, including competitive pricing, rebates and discount solutions;

- Supplier's ability to meeting the City's requirements, including ability to offer a secure source of supply, quality control program, competitive product warranty, demonstrated satisfactory service level (inventory support, back-order management, delivery lead-time management, etc.);
- Business reputation and capabilities, including experience with other municipalities; and
- Ability to adhere to City values, including sustainability.

Based on the overall evaluation, the team concluded that the proposal submitted by EMCO Corporation best met the City's requirements and provided best overall value to the City.

### ***Financial***

Finance has reviewed and confirmed that funding is available from the approved Engineering operational and capital budgets.

As a result of the RFP, the City is able to achieve cost certainty over the initial three-year term, based on the City's estimated quantities stated in the RFP. Actual volumes will vary depending on project demand and approved available budgets.

### ***Environmental***

EMCO Corporation is committed to the sustainable operation of their business through focusing on various environmental commitments such as those identified below:

- Consolidating shipments of multiple orders to reduce the number of deliveries, thus reducing GHG emissions;
- Receiving and reshipping products in the packages provided by its suppliers and manufacturers;
- Fittings are made from recycled material comprised of 70% post-industrial material and 30% post-consumer material;
- Seeking to improve packing and shipping container methods with its suppliers and manufacturers. Many large volume items, previous packaged in multiple cartons, are now received and stored in reusable wooden crates; and
- Fittings are wrapped and shipped on wooden pallets.

### ***Legal***

The City's Procurement Policy requires that all contracts that have a total value in excess of \$2,000,000 and that require the approval of Council need to be concurred and signed by the Director of Legal Services.

**CONCLUSION**

In summary, City staff recommends that the City of Vancouver negotiate and enter into a three (3) year contract, with the option to extend the contract for an additional three (3) two (2) year terms, with EMCO Corporation, for supply and delivery of ductile iron fittings.

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