

Report to Community and Protective Services Committee

To: Chair and Members,
Community and Protective Services Committee

From: Cheryl Smith, Deputy City Manager, Neighbourhood and
Community-Wide Services

Subject: SS-2025-074: London Fire Department Single Source Bunker
Gear Renewal

Date: April 7, 2025

Recommendation

That, on the recommendation of the Deputy City Manager, Neighbourhood and Community-Wide Services, the following actions be taken with respect to the single source procurement of bunker gear:

- a) in accordance with Section 14.4(g) of the Procurement of Goods and Services Policy, Fire Administration **BE AUTHORIZED** to enter into negotiations with AJ Stone Company Ltd., 62 Bradwick Dr, Concord, ON L4K 1K8, for pricing for a single source contract for one (1) year with two (2) option years for the provision of bunker gear to the London Fire Department;
- b) the approval a) above, **BE CONDITIONAL** upon The Corporation of the City of London negotiating satisfactory prices, terms, conditions, and entering into a contract with AJ Stone Company Ltd. to provide bunker gear to the London Fire Department;
- c) Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with the authorization set out in parts a) and b) above;
- d) the funding for this procurement **BE APPROVED** as set out in the Source of Financing Report attached hereto as Appendix A; and,
- e) the Mayor and Clerk **BE AUTHORIZED** to execute any contract or other documents, as required, to give effect to these recommendations.

Executive Summary

This report requests authorization from Council for the London Fire Department's continued single source procurement of bunker gear under Section 14.4(d) of the Procurement of Goods and Services Policy.

Linkage to the Corporate Strategic Plan

The London Fire Department Single Source Bunker Gear Renewal report is aligned with the following strategic areas of focus, outcomes and expected results from the City of London Strategic Plan 2023-2027:

Wellbeing and Safety: London has safe, vibrant, and healthy neighbourhoods and communities.

- Londoners feel safe across the city, in the core, and in their neighbourhoods and communities.
- Improved emergency services response time and reporting.

Well-Run City: Londoners experience good stewardship, exceptional and valued service.

- London's finances are maintained in a transparent, sustainable, and well-planned manner, incorporating intergenerational equity, affordability, and environmental, social, and governance considerations.

Analysis

1.0 Background Information

1.1 Previous Reports Related to this Matter

- [SS-2023-151: London Fire Department Single Source Bunker Gear](#) (CPSC: May 24, 2023)

1.2 Context

The London Fire Department ('LFD') follows the Occupational Health and Safety Act [O. Reg. 714/94 \(Firefighters – Protective Equipment\)](#) and the [Section 21 Guidance Note 4-1](#) when outfitting its firefighters. As such, each employee of the LFD who has the potential to be involved in fire suppression, training, or investigation activities receives two sets of bunker gear. A set of bunker gear includes a coat, trousers, suspenders, and a balaclava. This gear serves as personal protective equipment and is designed to protect the user from heat, dangerous contaminants, and other hazards that LFD personnel face in the course of their duties. By applicable standards, the life cycle of bunker gear is currently ten (10) years.

The LFD has standardized its bunker gear to the Innotex Energy model and has a single source contract in place with the Canoe Buying Group of Canada ('Canoe') until May 7, 2025. Innotex Inc. will not be renewing its contract on Canoe. However, Innotex Inc. has an authorized vendor, AJ Stone Company Ltd. ('AJ Stone'), and have recently confirmed that all Innotex gear continues to be designed and manufactured in Canada, in addition to being the only Canadian-owned bunker gear company.

2.0 Discussion and Considerations

2.1 Case for Single Source Procurement

The LFD has approximately eight hundred (800) sets of bunker gear actively in use, and per the Occupational Health and Safety Act, this gear must be replaced every ten (10) years or as it is decommissioned (i.e., if it does not pass bi-annual testing or is severely damaged). It is expected that approximately three hundred (300) sets of gear will be required for lifecycle replacements in the next two years, as well as approximately sixty (60) sets annually for new recruits and unanticipated replacements due to decommissioning.

To ensure continued standardization of personal protective equipment in the LFD, the Deputy City Manager, Neighbourhood and Community-Wide Services, seeks authorization to enter into a contract with AJ Stone Company Ltd. utilizing the single source procurement clause as outlined in section 14.4(d) of the Procurement of Goods and Services Policy below.

Section 14.4(d) of the Procurement of Goods & Services Policy

14.4 Single Source

Single Source means that there is more than one source of supply in the open market, but only one source is recommended due to predetermined and approved specifications. The procurement may be conducted using a Single Source process if the goods and/or services are available from more than one source, but there are valid and sufficient reasons for selecting one supplier in particular, as follows:

- d. There is a need for compatibility with goods and/or services previously acquired or the required goods and/or services will be additional to similar goods and/or services being supplied under an existing contract (i.e., contract renewal).

2.2 **Details of Purchase**

Innotex bunker gear is available for purchase from AJ Stone. From 2025 to 2026, the estimated price of the required sets of gear is \$1,747,200 CAD (excluding HST).

In 2027, the estimated price of the required sets of gear is \$274,560 (excluding HST).

The total cost of the requested contract, if both option years are exercised, will be approximately \$2,021,760 (excluding HST).

3.0 **Next Steps**

The LFD will continue to replace bunker gear on a ten- (10-) year lifecycle as legislated, and as required for onboarding personnel and replacement of decommissioned suits. The gear will continue to be maintained as recommended in the National Fire Protection Association 1851 standard.

4.0 **Financial Impact/Considerations**

Per the Source of Financing Report attached as Appendix A, funding for the bunker gear purchases is available in the approved Fire capital budgets in 2025, 2026, and 2027. Future purchases will be incorporated in the next Multi-Year Budget.

Conclusion

It is recommended that Council authorize the single source procurement of bunker gear per Section 14.4(d) of the Procurement of Goods and Services Policy, allowing for the continued standardization of bunker gear across the London Fire Department and lifecycle replacements as laid out by the Occupational Health and Safety Act.

Prepared by: **Katerina Barton, Manager, Planning and Finance, Fire Services**

Submitted by: **Lori Hamer, Fire Chief**

Recommended by: **Cheryl Smith, Deputy City Manager, Neighbourhood and Community-Wide Services**

- c: Vakul Arora, Senior Manager, Procurement and Supply
 Jason Davies, Manager, Financial Planning and Policy
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Appendix A: Source of Financing Report