

Date: September 17, 2021	Originator's files:
To: Chair and Members of General Committee	
From: Jodi Robillos, Acting Commissioner of Community Services	Meeting date: October 20, 2021

Subject

Single Source Contract Award for the Supply and Delivery of FireAde AR AFFF Fire Suppression Foam for Mississauga Fire and Emergency Services

Recommendation

1. That the Corporate Report entitled, "Single Source Contract Award for the Supply and Delivery of FireAde AR- AFFF Fire Suppression Foam for Mississauga Fire and Emergency Services" dated, September 17, 2021 from the Acting Commissioner of Community Services be approved.
2. That the Purchasing Agent be authorized to execute a contract with A.J. Stone, for a five year period, ending December 31, 2026 in the estimated amount of \$400,000.00.

Executive Summary

- The existing single source contract for FireAde Foam with A.J. Stone expires March 3, 2022.
- MFES wants to standardize on a fire suppression foam. A review of available products indicates that FireAde AR-AFFF foam is the preferred product.
- Neighbouring Municipal Fire Departments, including Halton Hills, Oakville, Toronto, GTAA Pearson and CN Rail use FireAde AR-AFFF.
- FireAde AR-AFFF is an alcohol resistant foam that can be used in both Class A and Class B situations. This foam is compatible with the foam used by our mutual aid partners and has proven to be effective using our existing fire apparatus foam delivery systems.
- A.J. Stone Company is the authorized and sole source distributor for Ontario, Canada of all FireAde products manufactured by Fire Service Plus, Inc.

Background

Mississauga Fire & Emergency Services transitioned to FireAde AR-AFFF Fire Suppression Foam in 2021, from FireAde A/B foam. The AR-AFFF foam provides the ability for MFES to utilize a single foam for a large range of Class A and Class B fires, and maintain compatibility with neighbouring agencies, such as Halton Hills, Oakville, Toronto, GTAA Pearson and CN Rail. Compatibility allows for agencies to share resources and products during a mutual aid emergency response, training exercises and response planning. Ongoing use of the Fire-Ade AR-AFFF product is recommended.

In 2020 MFES applied approximately 2500 Litres of foam on 420 fires, in fire suppression incidents such as fuel spills, warehousing, storage tanks and manufacturing processing areas.

FireAde AR-AFFF is an alcohol resistant foam that can be used in both Class A and Class B situations:

Class A Foam: Used to extinguish Class A materials, such as wood, paper, and brush often used in structural firefighting.

Class B Foam: Used to extinguish Class B materials, which includes gasoline, oil and other fuels.

Comments

MFES wants to standardize on a single fire suppression foam and recommends Fire Ade AR-AFFF Fire Suppression Foam for the following reasons:

- Several surrounding municipalities, GTAA Pearson and CN Rail use the foam and it is operationally advantageous to be consistent for mutual aid situations, training and response planning.
- The product has an extended 20 year shelf life, and is stable in various climates the waste of product is substantially reduced.
- Environmentally good product, it contains zero hazardous materials.
- This foam is compatible with and has proven to be effective using our existing fire apparatus foam delivery systems, ultimately reducing equipment failures and costly repairs.
- Other Municipal fire departments are finding reduced maintenance and mechanical issues.
- Of the nine product specifications that were reviewed, FireAde was the only product that had all of the attributes listed above. Product specifications that were reviewed include ATP, National Foam (2), FireIce, Niagara, Solberg, Drench, PhosChek, FireAde.

- It is costly to switch products as existing inventory (in tank) would have to be flushed out and discarded.

FireAde products, manufactured by Fire Service Plus, Inc. are available through A.J. Stone Company who, as the only authorized distributor for Ontario, and are a single source supplier. The Purchasing By-law #374-2006, Schedule "A" provides for single source contract awards when: 1. (a) *The goods and services are only available from one supplier by reason of (the existence of exclusive rights such as patent, copyright or licence.*

Financial Impact

The annual estimated cost is \$100,000, funds are budgeted within the existing MFES operating budget via cost center 23002 Fire – Stores, element 715522.

The product cost \$228.00/pail (5 Gal or 18.9L), or \$221.77/pail if purchased as a skid quantity.

Conclusion

FireAde AR-AFFF is an alcohol resistant foam that can be used in both Class A and Class B situations. Establishing a 5 year contract for a stable supply of FireAde AR -FFF Fire Suppression Foam will provide operational consistency with surrounding mutual aid partners, reduce operating costs and improve the ability to combat Class A and B fires.



Jodi Robillos, Acting Commissioner of Community Services

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