

# City of Mississauga Corporate Report



Date: March 26, 2025	Originator's files:
To: Chair and Members of General Committee	
From: Nadia Paladino, Acting Commissioner of Community Services	Meeting date: May 7, 2025

## Subject

**Single Source Approval for Self Contained Breathing Apparatus (SCBA) Equipment for Mississauga Fire & Emergency Services**

## Recommendation

1. That the Chief Procurement Officer or designate be authorized to award and execute the single source contract with respect to the purchase between The Corporation of the City of Mississauga and A.J. Stone Company Ltd. for the supply and delivery of Self Contained Breathing Apparatus Equipment and associated licensing, maintenance, testing and support with an upset limit of \$785,000.00 exclusive of taxes, for a term of up to five years, as outlined in the corporate report entitled "Single Source Approval for Self Contained Breathing Apparatus (SCBA) Equipment for Mississauga Fire and Emergency Services" dated March 26, 2025 from the Commissioner of Community Services and all necessary agreements and related ancillary agreements, all in a form satisfactory to the City Solicitor, in accordance with the City's Procurement By-law 0013-2022, as amended.
2. That all necessary by-laws be enacted.

## Executive Summary

- SCBA equipment provides firefighters with a continuous supply of breathable air when entering hazardous environments during emergency responses, allowing to operate immediately in dangerous to life or health atmospheres.
- The current contract, obtained through a Request for Proposal, with A.J. Stone Company Ltd. with a contract term of 10 years for the purchase, maintenance, testing and warranty management of SCBA is expiring June 30, 2025.
- Staff is seeking approval to award a single source contract to A.J. Stone Company Ltd. for the purpose of purchasing SCBA equipment and components, testing and warranty management to address new station openings as well as continued maintenance and

repair requirements of the existing equipment.

- Mississauga Fire and Emergency Services (MFES) requires compatibility and consistency in SCBA equipment ensuring consistency in training, maintenance, and safety protocols. Switching manufacturers now, would require a significant capital investment and training costs.

## Background

SCBA is an essential component of ensuring the life safety of MFES employees while they carry out their duties as first responders. The SCBA is an integral part of a firefighter's personal protective ensemble (PPE). An SCBA unit allows the firefighter to breathe, work, and communicate in an environment that is immediately dangerous to life or health. MFES maintains a complement of approximately 260 SCBA packs, 870 SCBA compressed air cylinders, 650 SCBA facepieces, and other related hardware. Regular maintenance, calibration and annual certification of all SCBA equipment is required to ensure its operational readiness.

A request for proposal (RFP) was issued in 2014 for the supply, delivery, installation and maintenance of SCBA. The contract was awarded to A.J. Stone Company Ltd. for a 10-year term, expiring June 30, 2025. MFES' current SCBA equipment has consistently provided performance, safety, and seamless integration with existing systems. The department's existing SCBA inventory remains within its useful life cycle and warranty period of 15 years, ensuring continued manufacturer support and minimizing additional maintenance costs.

## Comments

A.J. Stone Company Ltd. is the exclusive distributor and service provider of MSA brand SCBA equipment in Ontario. Maintaining MSA brand SCBA equipment ensures (i) consistency in training, maintenance, and safety protocols; (ii) full compatibility and integration with MFES' existing inventory of facepieces, air cylinders, and associated equipment; (iii) continued support as the current equipment remains under warranty. The equipment is a trusted product with a proven track record in emergency scenarios, supporting MFES' operational requirements. Maintaining the equipment at this time would allow for continued manufacturer support, ensure compatibility and integration as well as avoid the significant capital cost to replace all the equipment with another manufacturer's product.

This contract is considered a Single Source Procurement as defined in the Procurement By-Law #0013-2022 which states under Schedule A (1)

- (c) The Goods and/or Services are unique to one particular supplier and no reasonable alternative or substitute exists due to exclusive rights such as patent, copyright, or license;

(h) For additional Goods and/or Services from the original Supplier that were not included in the original Procurement, if the change of Supplier for such additional Goods and/or Services cannot be made for:

(i) Economic or technical reasons such as requirements of interchangeability or interoperability with existing equipment, software, services or installations procured under the initial Procurement; and

(ii) Would cause significant inconvenience or substantial duplication of costs for the City.

## Financial Impact

There are no additional financial impacts resulting from the recommendations in this report. SCBA requirements, both replacement and new, have been anticipated and sufficiently budgeted. The estimated cost of \$785,000.00 is available in PN 25252 (capital purchases) and cost centre 23002 (maintenance and repair).

## Conclusion

The safety and well-being of our employees is a top priority. Having reliable, functioning SCBA gear is crucial to MFES' effectiveness in safeguarding our community. The ability to safely respond to emergency events in atmospheres that are immediately dangerous to life and health in the City requires the availability of PPE that includes SCBA gear.

A single source contract with A.J. Stone Company Ltd. for MSA brand SCBA equipment will support firefighter safety, enhance operational efficiency, and align with current departmental standard operating procedures and processes. The continued warranty coverage on existing inventory further justifies this procurement strategy by ensuring cost-effective maintenance and operational consistency.



Nadia Paladino, Acting Commissioner of Community Services

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