



To: General Purposes Committee
From: Andrew Nazareth
 Manager - Budgets & Accounting
Re: Towing Service Contract

Date: May 3, 2002
File: 0775-20-T.1441B

Staff Recommendation

That staff be authorized to renew Tender T.1441 "B", Towing Services Contract, to Rusty's Auto Towing Ltd. for the period July 1, 2002 to June 30, 2007.

Andrew Nazareth
 Manager - Budgets & Accounting

FOR ORIGINATING DIVISION USE ONLY		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Community Bylaws	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
R.C.M.P.	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
Law	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	

Staff Report

Origin

The main purpose of the City's Towing Service Contract is to set in place a qualified and responsive Towing Contractor for the RCMP to call upon to attend motor vehicle accidents. This contractor provides for the removal of damaged vehicles from the accident scene and cleans up the site. Payments for these services are conducted between the contractor and ICBC.

The Contractor also provides towing services for the City's for By-Law Enforcement needs and fleet operations.

This contract was last tendered in 1997 for a 3-year period of service which was subsequently amended to cover for a 5-year period. Provision was also included for two optional 5-year extensions upon mutual consent between the City and contractor. This report seeks Council approval for the first of these two contract extensions.

Analysis

A limiting ability of the marketplace to tender on this contract is that it calls for the provision of a towing service yard within the boundaries of the City of Richmond. There are only 2 business licenses issued by the City for operations of this nature namely, Rusty's Auto Towing Ltd. and their associated companies and to City Wide Towing and their associated companies.

When the initial contract was tendered in 1997 the *selection criteria* for awarding of the contract included:

- the Tenderers public relation skills
- the number and type of complaints against the Tenderer
- the past performance of the Tenderer
- the credibility of the Tenderer
- the Tenderer's character, integrity, reputation, judgement, experience and efficiency in the community
- the ability to perform the works
- fees for services
- revenue sharing proposal and
- location of the Towing firms yard

Upon review of the current contractors compliance with the existing contract and their performance and ability against the original selection criteria staff have determined that the City's interests and needs for towing services are best served through the existing contract.

The current contractor has indicated a desire to extend this contract for a further 5-year term and has agreed to provide additional services in the following areas:

- Spill response at motor vehicle accidents
- Off Street and On Street Parking enforcement assistance
- Increased revenue sharing contribution

Financial Impact

Most payments for services provided under this contract are borne by ICBC. Any expenses the City realizes for towing services is minimal. The current revenue of \$60,000 per year will be increased by 7%.

Conclusion

The current contractor has demonstrated their ability to carry out the works covered by this contract to the City and the RCMP.



W. Glenn McLaughlin
Senior Buyer/Risk Management Officer

WGM:wgm