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**Date:** November 8, 2017  
**To:** Mayor and Council  
**Author:** Tim Del Greco, Manager of Facilities and Properties  
**RE:** Arena Generator  
**Report No.:** MS 2017 - 50

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## **AIM**

To seek Council approval to proceed with the purchase of a generator for Kingsville Arena from the selected vendor.

## **BACKGROUND**

During 2017 budgetary deliberations an account was approved to facilitate the purchase and installation of a generator at Kingsville Arena. This generator will provide backup power during outages enabling the arena to serve as an emergency shelter when required. Other benefits during outages include:

- continued rink refrigeration
- no disruption to public services when the building is occupied
- sustained power to IT equipment resulting in less damage and repair costs

## **DISCUSSION**

Electrical design and sizing of a generator suitable for the arena is now complete. The design process concluded with two recommended options:

- A 230kw generator capable of powering the arena with only partial refrigeration
- A 300kw generator capable of powering the arena with full refrigeration

During the design process, the Town was approached by Phasor Industrial (Kingsville) with a sales proposition. Phasor was recently awarded work to supply and install a Sommers 300kw generator at a local greenhouse operation. This work however unfortunately failed to materialize following Phasor's receipt of the generator. Phasor has indicated their willingness to part with this unit at cost (without profit) as the value of this unit is too great to be sitting in inventory.

Pricing has been received direct from Sommers in an effort to verify the cost savings through Phasor. The following table summarizes this differential and also identifies additional quotes received:

| <b>Vendor</b>                       | <b>Manufacturer</b> | <b>Price (excluding HST)</b> |
|-------------------------------------|---------------------|------------------------------|
| Phasor Industrial                   | Sommers             | \$74,995                     |
| Lighthouse Electric Generator Sales | T&T Power Group     | \$75,000                     |
| Sommers Generator Systems           | Sommers             | \$80,295                     |
| Genrep                              | Seneca              | \$97,700                     |
| Toromont Cat Power Systems          | Caterpillar         | \$125,000                    |

The generators quoted by Phasor Industrial and Lighthouse Electric are extremely similar in design and pricing. The identical Volvo engine is used in each of these models. Both generators are assembled in Ontario and replacement parts as well as local technicians will be readily available when required.

Although challenging to differentiate between the top two proposals, it should be noted that Phasor Industrial has historically provided local, dependable, and quality service to the Town when called upon. As such, recommendation is to proceed with the proposal from Phasor Industrial.

Pending approval of this report, a "Request for Proposal" (RFP) will be advertised in an effort to secure pricing for installation.

## **LINK TO STRATEGIC PLAN**

To promote a safe community.

## **FINANCIAL CONSIDERATIONS**

\$105,000 was approved in the 2017 Budget for the supply and installation of a generator at Kingsville Arena.

## **CONSULTATIONS**

Municipal Services  
Phasor Industrial  
Sommers Generator Systems  
Lighthouse Electric Generator Sales  
Dillon Consulting Ltd.

## **RECOMMENDATION**

Recommend Council approve the proposal submitted by Phasor Industrial in the amount of \$74,995 (excluding HST) for the supply of a 300kw Sommers generator to Kingsville Arena.

*Tim Del Greco*

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*Peggy Van Mierlo-West*

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