



CITY OF HAMILTON
COMMUNITY AND EMERGENCY SERVICES DEPARTMENT
Macassa and Wentworth Lodges

TO:	Chair and Members Emergency & Community Services Committee
COMMITTEE DATE:	October 24, 2016
SUBJECT/REPORT NO:	Standardization of Laundry Detergents, Chemicals and Related Supplies (Lodges) (CES16039) (Wards 6 and 13)
WARD(S) AFFECTED:	Wards 6 and 13
PREPARED BY:	Vicki Woodcox 905-546-2424 Ext. 4827 Gwen Enright 905-546-2424 Ext. 1930
SUBMITTED BY:	Joe-Anne Priel General Manager Community & Emergency Services Department
SIGNATURE:	

RECOMMENDATION

- (a) That Council approve the standardization of laundry detergents, chemicals and related supplies for use in Macassa and Wentworth Lodges and manufactured by Ecolab, pursuant to Procurement Policy #14 – Standardization, until December 10, 2018; and,
- (b) That the General Manager, Community & Emergency Services Department be authorized to negotiate, enter into and execute any required Contract and any ancillary documents required to give effect thereto with Complete Purchasing Services (CPS), a division of Aramark, the distributor of the Ecolab laundry detergents, chemicals and related supplies, in a form satisfactory to the City Solicitor.

EXECUTIVE SUMMARY

Laundry staff at both Lodges had been lifting and handling liquid cleaning products that pose a potential health risk to chemical exposures as well as ergonomic injury. In 2015, EcoLab developed a new cleaning product which is in a light, encapsulated powder form that mitigates potential injury and chemical exposure to the staff.

This EcoLab product uses low-temperature technology which results in decreased energy and water usage. The annual savings generated by this product which was introduced to the Lodges in February 2015 was \$22,139 which more than offset the 20% increase in the cost (\$5,800) of the product.

The Lodges currently have a 5 year single source contract with Complete Purchasing Services Inc. (CPS) for food and food related products. If staff purchase the EcoLab

product through the CPS they will reduce the laundry product expense by 2% through a volume rebate.

Currently EcoLab is the only provider of this cleaning product in encapsulated powder form. Staff are recommending that the Lodges single source EcoLab products through the Complete Purchasing Services Inc. group purchasing plan for laundry detergents, chemicals and supplies for a period of 5 years.

Alternatives for Consideration – Not Applicable

FINANCIAL – STAFFING – LEGAL IMPLICATIONS

Financial:

The 2017 projected cost to purchase the EcoLab laundry products for the Lodges is \$34,400 which is a 20% (\$6,938) increase from previous years. However, the energy and water savings realized in the past year were \$22,140 which results in a net overall saving benefit of \$15,202. In addition to this there is anticipated savings (cost avoidance) realized by the prevention of injury to staff through exposure to chemicals and ergonomic injuries related to the lifting of the previous liquid product. An additional 2% savings will be achieved by participating in the Complete Purchasing Services Inc. group purchasing plan.

Staffing:

There are no staffing implications associated with Report CES16039.

Legal:

Wentworth and Macassa Lodges have an obligation, under both the Health and Safety Legislation and the Long Term Care Act, 2007, to ensure the safety of staff. Where risk can be clearly identified, all reasonable mitigation must be applied in order to reduce liability should an injury occur as the result of error.

HISTORICAL BACKGROUND

EcoLab has supplied both lodges for several years with a liquid laundry detergent. In 2014, they introduced a combination of liquid and solid detergent and chemical products (a hybrid). In early 2015, EcoLab provided a new product line that changed to all solid.

This change resulted in a product that is safer to handle. Staff is no longer at risk of being splashed by bleach or other products. The compact, encapsulated solid product provides a light weight product that can easily be stored and dispensed without staff being exposed to the product itself. Low temperature chemistry, elimination of waste through precision closed-loop dispensing and the elimination of diluting prevents the risk of spills, which helps to keep our employees safe.

POLICY IMPLICATIONS AND LEGISLATED REQUIREMENTS

City of Hamilton's Procurement Policy By-law, Section 4.11 – Policy for Negotiations (Single Source) Policy 11 provides for the recommending of a single source vendor for the supply of a particular Good and/or Service when there is no other vendor that provides the same product.

RELEVANT CONSULTATION

Staff consulted with Procurement in the Financial Services Division in the Corporate Services Department who concurred with the recommendation of this report.

ANALYSIS AND RATIONALE FOR RECOMMENDATION

The EcoLab Aquanomic Laundry Program is formulated to reduce waste and ensure optimal results with low-temperature technology. EcoLab's Aquanomic System provides:

- Solid chemistry reducing plastic waste up to 74%
- Solid chemistry incorporated in small, lightweight packages for easy storage, handling and loading
- Solid chemistry that doesn't require diluting and prevents the risk of spills, promotes staff safety
- Closed loop dispensing and colour coded products to improve safety and reduce exposure to chemicals

Currently EcoLab is the only provider of this cleaning product in encapsulated powder form.

The Lodges currently have a 5 year Complete Purchasing Services Inc. purchasing plan for food and food supplies product. CPS purchases for 3,500 clients across Canada representing \$850 million in procurement value. The Lodges are provided access to tendered pricing with 450 manufacturers and over 80 distributor relations including significant participants in Canadian and Ontario supply chains. The City of Hamilton negotiating alone would not have the same purchasing power.

EcoLab is currently a member of the CPS group, offering their products at the same pricing that they can be purchased directly from the manufacturer. The Lodges would, however, reduce laundry product expense immediately by 2% through a volume rebate. Staff are recommending purchasing the EcoLab laundry products through the CPS group purchasing plan to realize these additional savings.

ALIGNMENT TO THE 2016 – 2025 STRATEGIC PLAN

Our People and Performance

Hamiltonians have a high level of trust and confidence in their City government.

APPENDICES AND SCHEDULES ATTACHED

None