

# INVITATION TO TENDER

## Tender #NWIT-18-25

### One New Ford F550 Reg Cab Man Lift Truck

Closing Time:

**November 1, 2018**

3:00 P.M., Local Vancouver Time

Closing Location:

Main Information Desk

City Hall

City of New Westminster

511 Royal Avenue,

New Westminster, B.C. V3L 1H9

This Invitation to Tender contains the following documents (hereafter referred to as the "Contract Documents") which Bidders must sign/initial on each page:

Invitation to Tender	Page 1
Bidding Instructions	Page 2
General Conditions	Page 4
Specifications	Page 7
Price and Delivery Schedule	Page 13

Further requests for information :

*Ron Gidda, Purchasing Supervisor*

**604-517-5406**

[nwpurchasing@newwestcity.ca](mailto:nwpurchasing@newwestcity.ca)

<b>COMPANY NAME</b>	
Address:	
Telephone number	
Email	
<u>Signature:</u> by officer with express authority to enter into contract	Dated

## **BIDDING INSTRUCTIONS**

### **1. Contacts**

Except for requests for further information to Technical and Administrative contacts listed on page 1, Bidders shall not contact City officers, City employees or elected officials directly or indirectly regarding this Invitation to Tender.

### **2. Acceptance**

The City:

- a) may not necessarily accept the lowest or any Tender and may, in its sole discretion, accept any Tender submitted, provided such Tender complies with the Contract Documents, except that the City may waive any minor informality or irregularity in Tenders received;
- b) reserves the right to reject any or all Tenders;
- c) has no obligation to receive further information, whether written or oral, from any Bidder nor to disclose the nature of any Tender received;
- d) may negotiate minor changes to the scope of work with any one or more Bidders without having any duty or obligation to advise any other Bidders or to allow them to vary their bid prices as a result of changes to the scope of work;
- e) may order, in whole or in part, items tendered and
- f) may accept a Tender by mailing a Purchase Order to the Bidder within the time specified herein for acceptance of Tenders or if not specified, within a reasonable time after Tenders have been opened.

### **3. Delivery Schedule**

Where the City does not specify in its Invitation to Tender a required delivery date, each Tenderer shall state in the Price and Delivery Schedule either 1) a specific date for delivery and/or completion or 2) the number of calendar days, following the City's acceptance of the Bidder's offer, within which the supply of Materials and/or Deliverables will be delivered and/or completed.

### **4. Signatures**

All Tenders shall contain the full name and address of the person or firm tendering and Tenders shall be signed in the spaces provided. In the case of companies or other corporate bodies, Tenders shall be signed by the person or persons legally authorized to do so by the organization involved.

### **5. Form of Tender and Closing Time**

All specifically designated pages of this Invitation to Tender must be completed and returned to the Closing Location. All Tender envelopes should be addressed to the Closing Location and clearly marked with the tender number.

**Fax and electronic mail submissions will not be accepted.**

Tenders must be received at the Closing Location prior to the time set for the Closing Time. The Time Date/Stamp Clock located at the Main Information Desk is the official clock for determining Closing Time. Late tenders will be returned unopened.

### **6. Ownership of Tenders and Freedom of Information**

All documents submitted to the City of New Westminster become the property of the City, and

as such, Bidders are advised that parts, or all, of their bids may be subject to the provisions of British Columbia's *Freedom of Information and Protection of Privacy (FIPP) and Community Charter*. Vendors who wish to ensure particular parts of their bids are protected from disclosure under the FIPP Act should specifically identify any information or records provided with their bids that constitute trade secrets, and that are supplied in confidence, and the release of which could significantly harm their competitive position. Information that does not meet all three of the foregoing categories may be subject to disclosure to third parties. Please refer to the Freedom of Information and Protection of Privacy Act for further information.

## **7. Alternate Tenders**

The "Specifications" herein describe the Materials and/or Deliverables which are considered necessary to meet the performance requirements of the City.

The City in its sole discretion may consider an alternate Tender which varies the Specifications (the "Alternate Tender") provided that the Alternate Tender is submitted in addition to and not in substitution for a tender which conforms to the Specifications and is submitted as a separate offer in the same format and clearly marked as an Alternate Tender.

The City will not review nor accept an Alternate Tender from a Bidder unless:

- a) that Bidder has also submitted the tender conforming to the Specifications which would have been accepted by the City in preference to other conforming tenders, if no Alternative Tenders had been invited; and
- b) the Alternate Tender is lower in price than the Bidder's conforming tender.

The City is not obliged to review or to accept any Alternate Tender and retains the sole right to determine what constitutes an acceptable alternative.

Alternate Tenderers shall clearly indicate any variances from the City's "Contract Documents" including the "Specifications", no matter how slight. The attachment of descriptive literature from which variations may be gleaned will not be considered as a sufficient statement of variations.

## **8. Cost of Tender Response**

All costs related to response to this Tender are the responsibility of the Bidder.

## **9. Revision or Withdrawal**

A Bidder may revise or withdraw its Tender only if written notice of such revision or withdrawal is Date/Stamped at the Main Information Desk and provided to the City Representative prior to the time set for the closing of Tenders.

All Tenders shall be irrevocable and open for acceptance for a period of 60 business days after closing of Tenders unless otherwise specified in the Pricing and Delivery Schedule.

## **10. Tender Opening**

Tenders will not be opened in public.

## GENERAL CONDITIONS

Tenders are subject to the terms and conditions of the Contract Documents listed on page 1.

### 1. **Contract Authority**

The City's City Representative is authorized to administer this contract on behalf of the City.

### 2. **Extras**

Unless expressly authorized by the Contract Documents or by written request approved in writing by the City's City Representative or designate, no payment for extras shall be made.

### 3. **Inspection**

The City Representative may inspect all Materials and/or Deliverables. The inspection and testing may, at the option of the City Representative, be carried out at the Tenderer's place of business. The Tenderer shall assist the City Representative in the inspection or testing of the Materials and/or Deliverables.

If, in the opinion of the City Representative, whose decision is final and binding on the parties, any Materials and/or Deliverables are defective or otherwise fail to conform with the Contract Documents, the City Representative may: 1) reject the Materials and/or Deliverables and terminate this contract, or 2) reject the Materials and/or Deliverables and require that they be replaced or corrected to his satisfaction within a specified time at no cost to the City.

Where Materials and/or Deliverables are required to be replaced or corrected pursuant to General Condition subsection b above, the City Representative may require that the Materials and/or Deliverables be removed from City property by the Tenderer until corrected or replaced.

The City may deduct from the money owing to the Tenderer any expenses it incurs as a result of the need to correct or replace the Materials and /or Deliverables.

### 4. **Responsibility**

The Materials and/or Deliverables remain at the risk of the Bidder at all times prior to their delivery to the designated delivery point and their acceptance by the City. If the Materials and /or Deliverables are inspected and rejected by the City, they remain at all times at the risk of the Bidder.

### 5. **Indemnity**

The Bidder indemnifies, protects and saves harmless, the City, its elected officials, officers, agents, servants and employees from and against all claims, suits, expenses, costs, or damages arising from the supply of Materials and /or Deliverables to the City, or arising from all liens, claims, inventions, copyrights, patents, patent rights or trademarks infringed upon.

### 6. **Schedule for Delivery of Materials and/or Deliverables**

If the Bidder fails to affect supply within the delivery time specified within its Tender, the Bidder shall be liable to the City for the costs incurred by the City as a result of the delay. The Bidder agrees that the City may deduct such costs from the money owing to the Bidder.

**7. Inspection**

All goods and services are subject to inspection and approval by the City upon delivery. The City reserves the right to refuse acceptance of any goods and/or services which are not in accordance with our specifications, or not in compliance with the vendor's warranty (expressed or implied). Goods not accepted will be returned to the vendor at the vendor's expense.

The City will not be deemed to have accepted any goods and/or services by virtue of a partial or full payment for them and in no event unless and until the City gives the vendor written confirmation of acceptance following the City's receipt, inspection and approval of the goods and/or services.

**8. Default**

- a) The City may terminate the whole or any part of this contract by delivering notice of default to the Bidder where the Bidder fails to deliver the Materials and /or Deliverables within the time specified by the Contract Documents, fails to correct a defect or replace Materials and /or Deliverables within the time specified by the City Representative pursuant to Section 3 of the General Conditions or the City Representative is of the opinion that the Bidder will not, or will be unable to, perform this contract within the specified time.
- b) If the City terminates this contract for any reason the City Representative may acquire comparable replacement Materials and /or Deliverables on terms he in his sole direction deems appropriate and the Bidder shall forthwith on demand pay to the City any excess cost the City incurs in acquiring these replacement Materials and /or Deliverables.
- c) Time is of the essence of this contract.

**9. Assignment**

This contract may not be assigned without the prior written consent of the City.

**10. Payments**

Unless otherwise specified herein, and following delivery and acceptance by the City of Materials and/or Deliverables, payment by the City shall be made to the Tenderer within thirty (30) calendar days after receipt by the City of an invoice or invoices properly prepared by the Tenderer which clearly provide for any applicable deductions from the amount payable.

**11. Definitions**

The following definitions apply to the Contract Documents, as defined below:

- a) "Materials" - means goods, equipment or other articles of whatever kind or nature required, intended or contemplated to be supplied to the City pursuant to this contract.
- b) "Deliverables" means documents, reports and or services of whatever kind or nature required, intended or contemplated to be supplied to the City pursuant to this contract
- c) "City" or "Owner" – means the Corporation of the City of New Westminster.
- d) "Bidder" or "Tenderer" - includes a person or persons who have undertaken to submit a Tender in accordance with the Contract Documents or, who, as a result of the City's acceptance of its Tender, has undertaken to supply Materials and/or Deliverables.
- e) "City Representative" - means the person filling the office of the Purchasing Agent for the City or the person then acting as such.
- f) "City Engineer" or "Engineer" – means the Director of Engineering for the City and his duly authorized assistants or such consulting or other professional engineers as may be appointed to act for the City in that capacity.

- g) "Contractor" – means the entity that enters into a contract for the supply of Materials and /or Deliverables as a result of this Invitation to Tender.

**12. Conflict**

- a) In the event of conflict between Contract Documents, the documents shall have the following precedence:
  - (1) Price and Delivery Schedule
  - (2) Special Conditions, if present
  - (3) General Conditions
  - (4) Bidder Instructions
  - (5) Specifications
  - (6) Invitation to Tender and
  - (7) Plans or Drawings, if present
- b) With respect to all of the Contract Documents, a later date shall govern unless a contrary intention is specified.

### SPECIFICATIONS

Specifications For: 1 New Ford F550 Reg Cab with Manlift

Make: \_\_\_\_\_

Model and Year: 2018-2019

Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
1.	<b>Description</b>	<ul style="list-style-type: none"> <li>▪ New Ford F550 Super Duty Cab &amp; Chassis truck Dually</li> <li>▪ 2 door regular cab model.</li> <li>▪ F550 205" WB &amp; 60" CA to accommodate requested vehicle size.</li> <li>▪ Aerial Basket manufacturer proposed</li> </ul>	<p>State</p>    <p>State:</p>
2.	<b>GVWR</b>	<ul style="list-style-type: none"> <li>▪ Minimum 19,500 lbs (F550)</li> <li>▪ <b>State GVW capacity</b></li> </ul>	<p>State</p>
3.	<b>Engine</b>	<ul style="list-style-type: none"> <li>▪ <b>Type:</b> 10cyl 6.8L gas, describe fully; must come with hardened valves and seats for propane conversion.</li> <li>▪ <b>Alternator:</b> heavy duty alternator max rating available battery min. 240 Amp 800CCA.</li> <li>▪ <b>State dual battery system if available.</b></li> </ul>	<p>State:</p>  <p>State:</p>  <p>State:</p>
4.	<b>Transmission</b>	<ul style="list-style-type: none"> <li>▪ Automatic min 6spd with aux. cooler if avail</li> <li>▪ Mobile PTO compatible for hydraulic system if available. (preferred) To allow hydraulics to work in drive. (Live Drive)</li> <li>▪ <b>State: PTO drive design tendered.</b></li> </ul>	<p>State</p>
5.	<b>Axles &amp; Suspension</b>	<ul style="list-style-type: none"> <li>▪ Heavy duty suspension available for model of truck front and rear stabilizer bars. Front solid twin-coil moonbeam axle.</li> <li>▪ Extra Heavy Service rear Suspension Package for use with no stabilizers</li> <li>▪ Heavy duty shock absorbers front and rear</li> <li>▪ Limited slip rear Differential 4:88 ratio</li> </ul>	<p>State</p>  <p>State</p> <p>State</p>
6.	<b>Steering</b>	<ul style="list-style-type: none"> <li>▪ Power or electric steering with tilt steering wheel</li> </ul>	<p>State</p>
7.	<b>Brakes</b>	<ul style="list-style-type: none"> <li>▪ Self-adjusting 4 wheel disc power hydraulic brakes with ABS and stability system</li> </ul>	<p>State</p>
8.	<b>Tires</b>	<ul style="list-style-type: none"> <li>▪ Steel belted radials, black wall, all season</li> <li>▪ Front steer tires, Dual rear traction tires load rating to match max. axle ratings</li> <li>▪ Including full size spare (rear on rim)</li> </ul>	<p>State</p>

Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
9.	<b>Bumpers</b>	<ul style="list-style-type: none"> <li>▪ Front – mfg. std.</li> <li>▪ Rear – not required Platform</li> </ul>	State
10.	<b>Cab</b>	<ul style="list-style-type: none"> <li>▪ <b>Reg Cab;</b> with 2 doors</li> <li>▪ <b>Seats:</b> 40/20/40 type seats front, cloth.</li> <li>▪ <b>Windshield Wipers:</b> dual electric, intermittent speed c/w dash controlled windshield washers</li> <li>▪ <b>Heater/Defroster:</b> climate control with A/C and rear defroster</li> <li>▪ <b>Mirrors:</b> Dual power, heated, telescoping trailer mirrors.</li> <li>▪ <b>Carpet &amp; Mats:</b> HD vinyl flooring and mats</li> <li>▪ <b>Power point:</b> 2 required</li> <li>▪ <b>110V/400W aux inverter</b></li> <li>▪ <b>Radio:</b> manufacturer's Factory AM/FM with factory Bluetooth.</li> <li>▪ <b>Windows &amp; locks;</b> (power equipment group) Power and factory keyless entry at least 5 keys and fobs programmed (power equipment group)</li> <li>▪ <b>Switches:</b> Up fitter package with 4-6 aux switches.</li> <li>▪ Full gage package with hour meter if available.</li> <li>▪ All lighting is to meet CMVSS Regulations</li> <li>▪ All lighting to be LED if possible</li> </ul>	State



Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
11.	<b>Aerial Device &amp; Basket</b>	<ul style="list-style-type: none"> <li>▪ Manufacturer to install a hydraulic telescoping aerial man lift with a working height of 40' – 44'.</li> <li>▪ Oversized single man basket approx. 24"X30"x42". 350lb capacity. Moulded steps inside and outside with a liner, arc flash safety belt and lanyard. Basket to have lifting hook on bottom. No steel reinforcement.</li> <li>▪ Basket must level hydraulically throughout the entire articulation of the boom, and be able to fully tilt for clean out and rescue purposes. Include foam filled cover and lanyard.</li> <li>▪ The Aerial device must be mounted to a frame that is integral to the vehicle frame. Must be capable of passing ANSI 92.2 stability tests when installed on the chassis.</li> <li>▪ The Aerial device shall be mounted behind the cab with basket stowed to the rear. Stowed height not to exceed 10' 6".</li> <li>▪ The Aerial device articulation shall be minimum 0 degrees to +93 degrees lower boom and -17 degrees to +75 degrees upper boom.</li> <li>▪ The Aerial device rotation shall be provided by worm gear drive, driving an induction hardened sheer ball bearing rotation gear or equivalent. Must have continuous and unrestricted 360 degrees rotation in either direction at a speed of approx. one rotation in 60secs. Must have capability of being rotated manually in case of hydraulic failure.</li> <li>▪ No outriggers. Torsion bar stabilizers installed on rear axle, level-ride or approved equal, with rubber cushions installed on the front axle.</li> <li>▪ Upper basket controls to be full pressure and self-centering. Controls for upper boom shall be single lever metering type controls. There shall be a separate control for lower boom functions. Controls will rotate with the basket and be protected by a guard.</li> <li>▪ Lower controls will be multiple levers and have the capacity to over-ride the upper controls.</li> <li>▪ Outer boom and lower boom shall be constructed of steel tube and weldment of min. 50,000psi yield strength. All pivot pins shall be hardened steel with a min. tensile strength of 160,000psi. Pivot pins shall turn on replaceable bushings.</li> </ul>	<p>State:</p>
		Tenderer's Initials _____	Page 9 of 14

Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
12.	<b>Aerial Device Con't</b>	<ul style="list-style-type: none"> <li>▪ Booms to have compensated linkage.</li> <li>▪ The inner boom shall have approx. 147" computer controlled epoxy rectangular filament wound fibreglass for accurate fibre placement and compression moulded for void free laminate, to provide the boom with dielectric insulation in accordance with ANSI 92.2 class "C" Aerial device.</li> <li>▪ The inner boom shall extend by a double acting hydraulic cylinder.</li> <li>▪ The lower boom will have a fibreglass insert providing 12" of isolation. When fully retracted it shall maintain 8" of insolation gap.</li> <li>▪ All hoses shall be inside boom and must be housed in a cat track to prevent rubbing.</li> <li>▪ A heavy duty boom rest is to be furnished with tie-downs for the booms.</li> </ul>	State:
13.	<b>Service Body</b>	<ul style="list-style-type: none"> <li>▪ Body size approx. 108" long, 96" wide, 40" high, 20" compartment depth and floor 56" wide.</li> <li>▪ Steel line service body with min 6 cabinets. Wheel chock holders designed in box above right side wheels.</li> <li>▪ Service body to be two sided A60 galvanneal steel with zinc alloy coating. 16ga. outside and end panels.</li> <li>▪ 18ga. galvanized shelving with approx. 2" lip.</li> <li>▪ 18ga. double panelled doors with hat section reinforcement and built in drainage. Vertical doors to have double spring over centre door closures.</li> <li>▪ 12ga. smooth plate floor with structural channel cross members, includes integral unit mounting built into the body frame.</li> <li>▪ Top of the body to be 12ga. smooth plate with integral drip rail formed into the plate.</li> <li>▪ Stainless steel flush type latches riveted to each door to be accessible with gloved hand. Including locks keyed alike. 5/16" diameter continuous full length piano style hinge rod formed into each door edge. All doors to have a neoprene weather tight seal installed.</li> <li>▪ Adjustable shelf clips on all vertical compartments</li> <li>▪ All exposed edges to be rolled for strength and safety</li> </ul>	

Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
14.	<b>Body Con't</b>	<ul style="list-style-type: none"> <li>▪ Installation of body to include floor with 12ga. smooth plate and protective head panel before pedestal.</li> <li>▪ Mud flaps behind rear wheels.</li> <li>▪ LED lighting to comply with DOT &amp; FMVSS requirements. All rear lights to be recessed.</li> <li>▪ 36" tail shelf platform is requires for bucket protection and access. Right side step with grab handles on rear of compartments and side of steps.</li> <li>▪ Low profile traffic advisor to be installed inside rear platform.</li> </ul>	
15.	<b>Compartmentation</b>	<ul style="list-style-type: none"> <li>▪ Street Side:</li> <li>▪ Compartment #1 approx. 33" wide 2 adjustable shelves with 3 dividers.</li> <li>▪ Compartment #2 approx. 48" wide 1 middle shelf that can slide out fully, with 8 dividers</li> <li>▪ Compartment #3 approx. 27" wide no shelves</li> <li>▪ Curb Side:</li> <li>▪ Compartment #1 approx. 33" wide 2 adjustable shelves with 3 dividers. Aux battery to be located at bottom</li> <li>▪ Compartment #2 approx. 48" wide 1 middle shelf that can slide out fully, with 8 dividers</li> <li>▪ Compartment #3 approx. 27" wide no shelves</li> <li>▪ Exterior 110V outlet at backside of cabinet run to inverter.</li> <li>▪ Primer white colour painted inside.</li> </ul>	State:
16.	<b>Hydraulics</b>	<ul style="list-style-type: none"> <li>▪ Hydraulic drive system shall be a PTO and pump combination that will deliver the necessary output to operate at maximum performance.</li> <li>▪ Hydraulic Piston pump design, min. 12Gal hydraulic tank to be integral to the pedestal and contain an in-tank full-flow easily accessible return and flow oil filters. Tank to have integrated filter pressure gauge on return side.</li> <li>▪ 12V DC emergency power to be provided.</li> <li>▪ Hydraulics to run at approx. 4400psi / 9GPM.</li> <li>▪ Must incorporate holding valves or pilot check valves to protect load from hydraulic hose failure. Prefer 3 spool electric valve and pressure limiting.</li> </ul>	

Spec. #	Description	Required by Corporation	State <u>Yes</u> if you conform, State <u>No</u> with detail
17.	<b>Misc.</b>	<ul style="list-style-type: none"> <li>▪ Strobe location Traffic advisor TBD.</li> <li>▪ Testing dielectrically</li> <li>▪ Training to be provided by body builder</li> </ul>	
18.	<b>Accessories</b>	<ul style="list-style-type: none"> <li>▪ 40Gal aft of axle fuel tank.</li> <li>▪ Mud flaps front and rear</li> <li>▪ 2 front tow hooks.</li> </ul>	State
19.	<b>Colour</b>	<ul style="list-style-type: none"> <li>▪ Manufacturer's Red cab, work box and boom.</li> </ul>	State
20.	<b>Manuals &amp; Specs</b>	<ul style="list-style-type: none"> <li>▪ Require: (1) one service manual and operational manual</li> <li>▪ The completed unit must be dielectrically certified and meet all requirements including but not limited to ANSI, OSHA &amp; DOT.</li> </ul>	
21.	<b>Delivery</b>	<ul style="list-style-type: none"> <li>▪ FOB City Garage, 901 First Street, New Westminster, BC V3L 2J1</li> </ul>	
22.	<b>Option</b>	<p><b>Do Not Include in Cost of Vehicle</b></p> <ul style="list-style-type: none"> <li>a) Window vent Visors</li> <li>b) Diesel engine option</li> <li>c) Cab Side running boards or equivalent steps.</li> <li>d) Shielded back-up camera on rear platform</li> </ul>	<p>State Cost</p> <p style="margin-left: 200px;">\$ _____</p> <p style="margin-left: 200px;">\$ _____</p> <p style="margin-left: 200px;">\$ _____</p> <p style="margin-left: 200px;">\$ _____</p>

**PRICE AND DELIVERY SCHEDULE**

**PRICE**

In accordance with the Contract Documents, which terms and conditions we have carefully examined and agree to, the undersigned hereby submits a firm Tender to supply the vehicle(s) in accordance with the Specifications, for the price(s) as listed below, delivered FOB City of New Westminister Works Yard 901 1<sup>st</sup> Street, New Westminister BC.

<b>1) PRICING OPTION #1 with no Trade-in(s)</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extended Price</b>
	<b>1</b>	\$ _____	\$ _____
		PST 7%	\$ _____
		GST 5%	\$ _____
		Environmental Tax	\$ _____
		<b>Total Tendered Price</b>	<b>\$ _____</b>

All Tenders shall be irrevocable and open for acceptance for a period of 60 days after closing of Tenders.

**Price Discrepancies**

If there are any discrepancies between the unit prices and the extended totals, then the unit price shall be deemed to be correct, and the corresponding corrections shall be made to the extended totals. If the unit price is given but the corresponding extended total has been omitted the following shall apply:

- a) If a unit price is given but the corresponding extended total has been omitted, then the extended total shall be calculated from the unit price and the quantity, and inserted as the extended total:
- b) If the extended total is given but the corresponding unit price has been omitted, then the price shall be calculated from the extended total and the quantity, and inserted as the price.

**DELIVERY SCHEDULE** (to be completed by Tenderer)

Shall be complete within \_\_\_\_\_ calendar days following City's acceptance of the Bidder's offer.

All goods and services are subject to inspection and approval by the City upon delivery. The City may take up to 7 days for inspection and a written confirmation will be given when completed.

If the Bidder fails to affect supply within the delivery time specified within its Tender, the Bidder shall be liable to the City for the costs incurred by the City as a result of the delay