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**Subject:** Award of Contract 2024-T-148 – Supply and Delivery of 12 Dump Trucks with Winter Control Equipment

**Report to:** Public Works Committee

**Report date:** Tuesday, October 8, 2024

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## Recommendations

1. That Contract 2024-T-148 – Supply and Delivery of 12 Dump Trucks with Winter Control Equipment, **BE AWARDED** to the lowest compliant bidder, Rush Truck Centres of Canada, at their bid price of \$6,739,382 (including 13% HST).

## Key Facts

- This report seeks Council's approval to award Contract 2024-T-148 – Supply and Delivery of 12 Dump Trucks with Winter Control Equipment, to the lowest compliant bidder Rush Truck Centres of Canada.
- A public tender process was initiated through Procurement and a total of four (4) bids were received. Rush Truck Centres of Canada is the lowest compliant bidder at the bid price of \$5,964,054 (excluding taxes).
- The Purchasing By-law 02-2016, as amended, in accordance with Schedule B, requires that Council approve tender awards greater than \$5,000,000.

## Financial Considerations

**The total Capital Project approved budgets for these vehicles is \$6,387,000.**

- Council initially approved \$2,354,100 in the 2022 capital budget for Project 20001630 for the purchase of seven (7) new snowplows.
- Due to market escalation, Council approved an additional \$1,335,900 in the 2024 capital budget to top-up the 2022 approved capital budget for Project 20001630 which brought the total for the purchase of seven (7) snowplows to \$3,690,000.
- Council approved Project 20001778 in the 2024 capital budget for the replacement of an additional five (5) snowplows in the amount of \$2,697,000.

**The tender award for the purchase of 12 new snowplow trucks is within the approved capital budgets.**

- Staff publicly tendered the Supply and Delivery of 12 Dump Trucks with Winter Control Equipment, and is recommending award to the lowest compliant bidder, Rush Truck Centres of Canada, at their bid price of \$6,069,034 (including non-recoverable HST).
- Sufficient budget exists in capital projects 20001630 and 20001778 to facilitate the issuance of a purchase order to the successful bidder.

**Analysis**

**Maintaining a fleet of snowplows in fit state of repair is essential to providing winter operations at our current level of service.**

Regional road operations perform winter maintenance for more than 1,100 Lane/Km (62%) of roads throughout the region using a fleet of 22 snowplows. These plows must be maintained in a fit state of repair to respond to weather conditions each winter.

In recent years our snowplows have been taken out of service to perform emergency repairs at key times during the winter months, reducing the number of snowplows available to maintain expected levels of service during inclement weather.

**The current fleet of Regional snowplows is past their useful life and require regular repair.**

The existing fleet of snowplows are aging, ranging from 2013 to 2018 model years, and the snowplows identified for replacement have far exceeded their expected useful life. The trucks have experienced an accelerated deterioration in recent years due to age/condition and deterioration being in frequent contact with de-icing salts. It is critical for the Region to ensure that during winter operations we can respond to conditions and keep roads safe for our residents.

### **Snowplow purchasing has been bundled to realize economy of scale pricing.**

Council approved two (2) projects in 2022 and 2024 respectively, to purchase 12 new snowplows (approximately half of the fleet). The projects were combined and tendered to gain the most competitive price.

Four (4) tender submissions were received. The lowest compliant tender was within the current approved budget, subject to approval of this report a purchase order will be issued to the successful vendor.

### **Alternatives Reviewed**

Council could decline to approve this report; however that is not recommended noting the pressing need to replenish the fleet for critical service delivery and the fact that the recommend award is the result of an open competitive procurement process conducted in compliance with the Procurement By-law.

### **Relationship to Council Strategic Priorities**

Effective Region, the Regional road network serves to provide critical links for the movement of goods throughout the Region. Many transport services rely upon the Regional road network to assist in the movement of goods to businesses across the Region. Businesses count on the continuity of the Regional road system to effectively plan routing to minimize travel times and maximize efficiencies. The recommendations in this report are intended to allow for the purchase of critical operational equipment that is essential to maintain the Regional road system in passable condition during winter conditions.

Prosperous Region, the current recommendation helps ensure clear access to transit, active transportation, and other transportation systems throughout the winter months. Safe passage coupled with frequent communication allows for safe operation of Regional road system in a manner that allows for the required delivery of goods and services year-round.

### **Other Pertinent Reports**

None

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**Recommended by:**

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**Submitted by:**

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Chief Administrative Officer

This report was prepared in consultation with Janet Rose, Communications Consultant Office of the Deputy CAO; Derek M<sup>c</sup>Gaghey, Associate Director Transportation Integrated Services; Jim Thompson, Manager Fleet Services; Brian McMahon, Program Financial Specialist; and reviewed by Brian Wilson, Legal Counsel and Michelle Rasiulis, Procurement Manager.