



# City of North Bay Report to Council

Report No: CORP 2021-22

Date: March 12, 2021

Originator: Mary-Ann Kotylak / John Ouellette

Business Unit:  
Corporate Services

Department:  
Financial Services Department

Subject: Request for Proposal 2021-18 Loader

Closed Session: yes ☐ no ☒

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## Recommendation

That City Council approves the award of a contract to Brandt Tractor Ltd. in the amount of \$344,680.72 (plus HST) for the provision of a loader with an additional bucket, boom jib arm, and extended warranty.

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## Background

A heavy-duty loader is essential to Roads operations as it is used throughout the City operating a variety of equipment to complete snow clearing tasks and other specialized activities such as asphalt grinding. Since the dependability of this machine is vital for the department's critical operations, it has been identified for replacement due to the high maintenance costs on this unit and frequent downtime.

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## Financial/Legal Implications

A formal bid request, which closed February 19, 2021, was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Five proposals were evaluated by the Purchasing Manager, Fleet Manager, Manager of Roads Traffic & Landfill Operations, Supervisor Fleet, Fleet Coordinator and Operations Staff. The evaluation considered mandatory technical requirements related to the product's performance and features, company

experience, qualifications, build, durability, extra options, warranty, service, support, operator evaluations and price.

The results are as follows:

Ranking	Company	Overall Score
1	Brandt Tractor Ltd	94.00
2	Toromont CAT	92.44
3	GF Preston Sales and Service Ltd.	82.94
4	Strongco Limited Corporation	81.28
5	J.R. Brisson Equipement Ltee.	79.39

The proposal from Brandt Tractor Ltd scored the highest and provides the best overall value to the City. Their bid is considered fair and reasonable.

Sufficient funding for this purchase is available in the Fleet Life Cycle Reserve No. 99586R and will be transferred in accordance with Council Resolution 2018-92 as explained in Report to Council 2018-22. Capital Project No. 8021FL – Vehicle and Equipment Life Cycle 2021 will be used to track this fleet purchase in accordance with the fleet governance model.

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## Corporate Strategic Plan

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|--|--|
| <input type="checkbox"/> Natural North and Near                | <input type="checkbox"/> Economic Prosperity     |
| <input checked="" type="checkbox"/> Affordable Balanced Growth | <input type="checkbox"/> Spirited Safe Community |
| <input type="checkbox"/> Responsible and Responsive Government |  |

## Specific Objectives

Maintain infrastructure across the city in a good state of repair.

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## Options Analysis

1. That City Council approves the award of a contract to Brandt Tractor Ltd. in the amount of \$344,680.72 (plus HST) for the provision of a loader with an additional bucket, boom jib arm, and extended warranty.
  2. Do not award a contract. This option is not recommended because the Roads department requires a dependable loader and downtime is a critical issue. If the City continues to operate the existing loader increased downtime is expected and repairs will be cost-prohibitive.
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## **Recommended Option**

That City Council approves the award of a contract to Brandt Tractor Ltd. in the amount of \$344,680.72 (plus HST) for the provision of a loader with an additional bucket, boom jib arm, and extended warranty.

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Respectfully submitted,

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Mary-Ann Kotylak  
Purchasing Manager

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John Ouellette  
Manager Fleet

We concur in this report and recommendation.

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Domenic Schiavone  
Director Public Works & Parks

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Margaret Karpenko, CPA, CMA  
Chief Financial Officer/Treasurer

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David Euler, P.Eng., PMP  
Chief Administrative Officer

Personnel designated for continuance:  
Name: John Ouellette  
Title: Manager Fleet