



# City of North Bay Report to Council

Report No: CORP 2021-46

Date: May 7, 2021

Originator: Mary-Ann Kotylak / John Ouellette

Business Unit:  
Corporate Services

Department:  
Financial Services Department

Subject: Request for Proposal 2021-31 Landfill Compactor

Closed Session: yes ☐ no ☒

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## Recommendation

That City Council approves the award of a contract to Toromont CAT in the amount of \$959,500.00 (plus HST) for the supply and delivery of a 2019 Demo Class Caterpillar 826K landfill compactor plus a maintenance and repair contract based on the rates specified in their proposal.

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## Background

As per Council Resolution # 2021-108, Council approved for the City to take over the operations at the Merrick Landfill site beginning January 1, 2022. Staff was directed to make all necessary preparations, as outlined in Report to Council IO 2021-01 dated February 12, 2021 by Karin Pratte and as outlined in the submitted presentation to the Infrastructure and Operations committee on March 9, 2021, to ensure the transition and City operations begin January 1, 2022. A landfill compactor is required to support this work. This is a specialized piece of equipment designed to manage waste and is the primary means to ensure effective compaction on a landfill site. Efficient use and proper maintenance of the compactor will be key to the operational success. The purchase of a compactor and provision of a total all-in maintenance program were both included in the Request for Proposal.

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## Financial/Legal Implications

A formal bid request, which closed April 20, 2021, was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Three proposals were evaluated by the Purchasing Manager, Fleet Manager, Manager of Roads Traffic & Landfill Operations, Fleet Coordinator and the Director Public Works & Parks. The evaluation considered mandatory technical requirements related to the product's performance and features, experience, qualifications, service, support, build, durability, extra options and price.

The results are as follows:

Ranking	Company	Overall Score
1	Toromont CAT Proposal 1	94.00
2	Toromont CAT Proposal 2	90.71
3	Strongco LP	79.21

The first proposal from Toromont CAT scored highest and provides the best overall value to the City. Their total bid price included \$959,500.00 (plus HST) for the compactor plus \$455,857.50 (plus HST) over 7 years for a total all-inclusive maintenance and repair services agreement. A revised scope for a more standard maintenance and repair contract was negotiated with the selected vendor, which reduced the anticipated maintenance costs to \$407,474.97 (plus HST). Under the terms of the contract, the City will pay the rate specified based on the actual hours of usage that occurs on the compactor so the value of the service contract work requested will vary based on operational requirements. Their bid is considered fair and reasonable.

The funding plan for the initial purchase was outlined in the presentation to the Infrastructure and Operations committee on March 9, 2021. Accordingly, the supply and delivery of the compactor will be funded from the Merrick Landfill Reserve (99515R). Capital Project No. 4131GD – Landfill Start-Up will be used to track this purchase.

The maintenance and repair contract will be managed by the Fleet Department and will be funded through the annual fleet rental rates charged to landfill operations. Sufficient funding will continue to be requested in future years.

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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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Ensure the efficient and effective operations of the city, with particular consideration to the impact of decisions on the property tax rate.

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## Options Analysis

1. That City Council approves the award of a contract to Toromont CAT in the amount of \$959,500.00 (plus HST) for the supply and delivery of a 2019 Demo Class Caterpillar 826K landfill compactor plus a total all-inclusive maintenance repair services agreement for 7 years based on the rates specified in their proposal.
  2. Do not award a contract. This option is not recommended because the landfill will be unable to operate, manage waste and compaction without a compactor.
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## Recommended Option

That City Council approves the award of a contract to Toromont CAT in the amount of \$959,500.00 (plus HST) for the supply and delivery of a 2019 Demo Class Caterpillar 826K landfill compactor plus a total all-inclusive maintenance repair services agreement for 7 years based on the rates specified in their proposal.

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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