



## City of North Bay Report to Council

Report No: CORP-2022-024

Date: February 11, 2022

Originator: Mary-Ann Kotylak, CPPB, CPPO  
Manager of Purchasing

Scott Franks  
Manager of Roads, Traffic & Landfill Operations

Business Unit:  
Corporate Services

Department:  
Financial Services Department

Subject: Request for Quote 2022-04 Haulage

Closed Session: yes ☐ no ☒

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### Recommendation

That City Council approves the award of contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., 1686250 Ontario Inc. o/a Tetreault Construction, Canor Construction Inc. and 2543943 Ontario Inc. O/A Northscapes Landscaping, based on the unit rates specified in their bid for RFQ 2022-04 for the provision of haulage services, for a term of three years.

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### Background

The City of North Bay contracts haulage services during the summer and winter operating seasons. Haulage services are used during the summer construction season for hauling materials to and from construction sites for various capital and operating projects. During the winter, these services are primarily used to support the snow removal program. The City keeps a roster of trucking companies on contract to support operational requirements and trucks are called out to provide haulage services as required in the order of their bid prices from lowest to highest. The current contract for haulage is expiring.

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### Financial/Legal Implications

A formal bid request, which closed January 24, 2022, was administered by the Purchasing Department and was publically advertised in accordance with the

City's Purchasing By-Law 2013-200. Seven quotes were evaluated by the Purchasing Manager and the Manager of Roads Traffic & Landfill Operations. The evaluation considered company ability, experience and price.

The results are as follows:

Ranking	Company	Bid Price
1	1938409 Ontario Ltd. o/a KDW Trucking	\$1,224,000.00
2	Digsafe Contracting Inc.	\$1,359,600.00
3	1686250 Ontario Inc. o/a Tetreault Construction	\$1,634,320.00
4	Canor Construction Inc.	\$1,672,800.00
5	2543943 Ontario Inc. O/A Northscapes Landscaping	\$1,698,000.00
6	Trapper City Paving	\$1,858,800.00
7	Ed Seguin and Sons	\$2,048,700.00

The bid prices represent the total cost over the entire three year term based on the estimated quantities specified in the RFQ. Under the terms of the contract, the City will pay the hourly rate and is not bound to any specific quantities. The companies with the five lowest bids are being recommended for award. These five companies can provide the City with access to call-up twenty-two trucks which exceeds the City's maximum call out rate of twelve trucks.

The actual quantity and value of the work requested will vary based on operational requirements and budget availability. Funding for haulage services provided under this contract is managed within the operating and capital budgets of various departments. Operational departments will ensure that the quantity and value of work requested does not exceed the funding allocated in the following:

- 2022 Infrastructure and Operations Operating Budget;
- 2022 Water and Wastewater Operating Budget; and
- Any associated capital projects.

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 checked="" type="checkbox"/> Responsible and Responsive Government |  |

## Specific Objectives

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

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

Option 1: That City Council approves the award of contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., 1686250 Ontario Inc. o/a Tetreault Construction, Canor Construction Inc. and 2543943 Ontario Inc. O/A Northscapes Landscaping, based on the unit rates specified in their bid for RFQ 2022-04 for the provision of haulage services, for a term of three years.

Option 2: Do not award a contract. This option is not recommended because the City requires these services to ensure efficient and cost effective summer and winter operations.

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## Recommended Option

That City Council approves the award of contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., 1686250 Ontario Inc. o/a Tetreault Construction, Canor Construction Inc. and 2543943 Ontario Inc. O/A Northscapes Landscaping, based on the unit rates specified in their bid for RFQ 2022-04 for the provision of haulage services, for a term of three years.

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Respectfully submitted,

Name: Mary-Ann Kotylak, CPPB, CPPO

Title: Manager of Purchasing

Name: Scott Franks

Title: Manager of Roads, Traffic & Landfill Operations

## **We concur with this report and recommendation.**

Name: Domenic Schiavone

Title: Director Public Works & Parks

Name: Margaret Karpenko, CPA, CMA

Title: Chief Financial Officer /Treasurer

Name: David Euler, P.Eng., PMP

Title: Chief Administrative Officer

Personnel designated for continuance:

Name: Scott Franks

Title: Manager of Roads, Traffic & Landfill Operations