



City of North Bay Report to Council

Report No: CORP-2022-015

Date: January 28, 2022

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

John Ouellette
Manager, Fleet

Business Unit:
Corporate Services

Department:
Financial Services Department

Subject: Request for Proposal 2021-107 Tandem Snow Plow Trucks (3)

Closed Session: yes ☐ no ☒

Recommendation

That Council authorize the award of a contract to 930098 Ontario Limited o/a Freightliner North Bay in the amount of \$1,000,395.00 (plus HST) for the provision of three (3) tandem snow plow trucks.

Background

The Roads Department uses many large plow and sander trucks during Winter Control for clearing roadways to meet Minimum Maintenance Standards. These trucks are also utilized year round for road maintenance, material hauling and other duties. The dependability of these trucks is critical to providing winter maintenance service and supporting capital projects.

Three of the oldest trucks are due for replacement as they have exceeded their established Fleet Lifecycle. These trucks have been identified on the 2022 Fleet Capital Replacement Plan to ensure dependable trucks are operational and to reduce maintenance costs. Costs to maintain aged plow trucks continues to climb annually and ensuring a rotation of new vehicles and equipment significantly reduces overall maintenance, repairs and downtime.

Financial/Legal Implications

A formal bid request, which closed January 10, 2022, was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Two proposals were evaluated by the Purchasing Manager, Manager of Roads, Traffic & Landfill Operation, Fleet Supervisor, Parts Technician and the Fleet Manager. The evaluation considered mandatory technical requirements related to the vehicle's performance and features, build, durability, extra options, warranty, service, support and price.

The results are as follows:

Ranking	Company	Overall Score
1	930098 Ontario Limited o/a Freightliner North Bay	94.00
2	Lewis Motor Sales North Bay	87.03

The proposal from 930098 Ontario Limited o/a Freightliner North Bay scored 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. 8022FL – Vehicle and Equipment Life Cycle 2022 will be used to track this fleet purchase in accordance with the fleet governance model.

Corporate Strategic Plan

- | | |
|--|--|
| <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.

Options Analysis

Option 1: That City Council approves the award of a contract to 930098 Ontario Limited o/a Freightliner North Bay in the amount of \$1,000,395.00 (plus HST) for the provision of three (3) tandem snow plow trucks.

Option 2: Do not award a contract. This option is not recommended because maintaining aged plow trucks is not cost effective and increased downtime can be expected due to parts availability and frequent repairs on aged equipment.

Recommended Option

That Council authorize the award of a contract to 930098 Ontario Limited o/a Freightliner North Bay in the amount of \$1,000,395.00 (plus HST) for the provision of three (3) tandem snow plow trucks.

Respectfully submitted,

Name: Mary-Ann Kotylak, CPPB, CPPO
Title: Manager of Purchasing

Name: John Ouellette
Title: Manager, Fleet

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: John Ouellette
Title: Manager, Fleet