



City of North Bay Report to Council

Report No: CORP-2022-011

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 2022-02 Concrete Ready Mix

Closed Session: yes ☐ no ☒

Recommendation

That City Council approves the award of a contract to Rainbow Concrete Industries as the primary vendor and Lafarge Canada Inc. as the secondary vendor, based on the unit rates specified in their bid for RFQ 2022-02 for the supply and delivery of concrete ready mix, for a term of two years, with an option in favour of the City to extend the agreement for an additional term of up to one year.

Background

The City requires the supply and delivery of concrete ready mix for restoration of various capital and operating projects managed by Public Works and Parks Department throughout the City each year. The intent of this Request for Quotation is to award a contract to a Primary and a Secondary vendor. The Primary vendor will get a call-up first for any required material, and if unavailable to meet the City's schedule, the City will call-up the Secondary vendor. Awarding to a primary and secondary vendor allows departments to schedule necessary work in a timely manner. The current contract for concrete ready mix is expiring.

Financial/Legal Implications

A formal bid request, which closed January 25, 2022 was administered by the

Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Three quotes were evaluated by the Purchasing Manager, and the Manager of Roads, Traffic & Landfill Operation. The evaluation considered company experience, ability and price.

The results are as follows:

Ranking	Company	Bid Price
1	Rainbow Concrete Industries	\$160,084.30
2	Lafarge Canada Inc.	\$171,803.25
3	Fisher Wavy Inc.	\$174,367.00

The bid price of \$160,084.30 (plus HST) from Rainbow Concrete Industries and \$171,803.25 from Lafarge Canada Inc. each represents a total cost over the initial two year term based on the estimated quantities specified in the RFQ. Under the terms of the contract, the City will pay the unit rate specified for each item bid and is not bound to any specific quantities. The quotes from Rainbow Concrete Industries and Lafarge Canada Inc. provide the best overall value to the City. Their bids are considered fair and reasonable.

The actual quantity and value of the work requested will vary based on operational requirements and budget availability. Funding for concrete ready mix 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.

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 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.

Options Analysis

Option 1: That City Council approves the award of a contract to Rainbow

Concrete Industries as the primary vendor and Lafarge Canada Inc. as the secondary vendor, based on the unit rates specified in their bid for RFQ 2022-02 for the supply and delivery of concrete ready mix, for a term of two years, with an option in favour of the City to extend the agreement for an additional term of up to one year.

Option 2: Do not award a contract. This option is not recommended because ongoing maintenance and project work requires the supply of ready mix concrete.

Recommended Option

That City Council approves the award of a contract to Rainbow Concrete Industries as the primary vendor and Lafarge Canada Inc. as the secondary vendor, based on the unit rates specified in their bid for RFQ 2022-02 for the supply and delivery of concrete ready mix, for a term of two years, with an option in favour of the City to extend the agreement for an additional term of up to one year.

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