



City of North Bay Report to Council

Report No: CORP-2022-094

Date: July 29, 2022

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

John Ouellette
Manager, Fleet

Business Unit:
Corporate Services

Department:
Financial Services Department

Subject: RFQ 2022-75 Sweeper Vacuum Unit

Closed Session: yes ☐ no ☒

Recommendation

That City Council approves the award of a contract to Cubex Ltd. in the amount of \$128,335.77 (plus HST) for the provision of a compact sweeper vacuum unit.

Background

Parks and Downtown operations utilizes a compact litter vacuum utility vehicle to maintain cleanliness on sidewalks, alleys, parking lots and other City owned areas. The existing litter vacuum exceeds the established Fleet lifecycle and has already incurred significant and costly repairs over its useful life. As this unit approached end of life, Fleet and Parks reviewed alternative replacement vehicle types in order to improve the effectiveness of the equipment and operations.

A demonstration of a new type of sweeper vehicle was conducted Downtown in May 2022 where a combination vehicle (sweeper, litter vacuum and pressure washer) was tested on City walkways. The sweeper-vac unit was easy to operate and performed a deep cleaning of Downtown areas that impressed all staff in attendance. The level of cleaning provided by the sweeper-vac would really improve Downtown cleanliness and would be an immense improvement for the pedestrians and vendors that use the space.

Purchase of this sweeper-vac will allow Central City Maintenance to provide better and more efficient service, reduce maintenance costs on the aged equipment and support Fleet rates by meeting established Fleet lifecycles.

Financial/Legal Implications

A formal bid request, which closed July 19, 2022 was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Eight quotes were evaluated by the Purchasing Manager and the Manager Fleet. The evaluation considered mandatory technical requirements related to the product's performance and features, company ability, experience and price.

The results are as follows:

Ranking	Company	Bid Price
1	Cubex Ltd. Bid 1	\$128,335.77
2	Kaercher Municipal North America	\$136,503.20
3	Cubex Ltd. Bid 2	\$137,562.89
4	JD Brule Inc. Bid 1	\$156,000.00
5	JD Brule Inc. Bid 2	\$161,000.00
6	Aebi-Schmidt Canada Inc.	\$166,830.00
7	Nexgen Municipal Inc.	\$233,641.27
-	Masters Golf Carts Inc.	*

* Respondents marked with an asterisk failed to meet the mandatory submission requirements

The quote from Cubex Ltd. was the lowest bid 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 Cubex Ltd. in

the amount of \$128,335.77 (plus HST) for the provision of a compact sweeper vacuum unit.

Option 2: Do not award a contract. This option is not recommended because the existing litter vacuum will require significant and costly repairs to continue operating past its useful life.

Recommended Option

That City Council approves the award of a contract to Cubex Ltd. in the amount of \$128,335.77 (plus HST) for the provision of a compact sweeper vacuum unit.

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