



City of North Bay Report to Council

Report No: CORP-2023-039

Date: February 17, 2023

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 2023-07 Heavy Equipment Rental

Closed Session: yes ☐ no ☒

Recommendation

That City Council approves the award of contracts to the following companies based on the unit rates specified in their bid for RFQ 2023-07 for heavy equipment rentals, for a term of two (2) years, with an option in favour of the City to extend the agreement for three (3) additional terms of up to one year each as listed.

1. Award Canor Construction Inc. for the rental of
 - 1.(a) Rubber Tire Backhoe with operator
 - 3.(a) Rubber Tire Skid Steer with operator
 - 8.(a) Thirty (30) to Thirty-Six (36) Tonnes Excavator with operator
 - 11.(a) Utility Loader with operator
 - 11.(b) Utility Loader rental only
2. Award 2089871 Ontario Ltd. O/A Eastview Construction for the rental of
 - 2.(a) Grader with operator
 - 2.(b) Grader rental only
3. Award Bruman Construction Inc. for the rental of
 - 4.(a) Track Skid Steer with operator
 - 10.(a) Large Dozer with operator
 - 10.(b) Large Dozer rental only

4. Award Digsafe Contracting Inc. for the rental of
 - 5.(a) Six (6) Tonnes Excavator with operator
 - 6.(a) Twelve (12) Tonnes Excavator with operator
 - 7.(a) Twenty (20) Tonnes Excavator with operator
 - 9.(a) Trim Dozer with operator
5. Award Cooper Equipment Rentals Limited for the rental of
 - 1.(b) Rubber Tire Backhoe rental only
 - 3.(b) Rubber Tire Skid Steer rental only
 - 4.(b) Track Skid Steer rental only
 - 5.(b) Six (6) Tonnes Excavator rental only
 - 6.(b) Twelve (12) Tonnes Excavator rental only
 - 7.(b) Twenty (20) Tonnes Excavator rental only
 - 8.(b) Thirty (30) to Thirty-Six (36) Tonnes Excavator rental only
 - 9.(b) Trim Dozer rental only

Background

The City of North Bay does not have all the specialized heavy equipment required to complete various capital and operating projects. The City rents heavy equipment for these projects when required. The contract includes options for both equipment with an operator and equipment rental only. The latter option would utilize qualified and experienced City of North Bay staff to operate the equipment. Having a list of successful contractors allows departments to schedule necessary work in a timely manner.

Financial/Legal Implications

A formal bid request, which closed February 10, 2023, was administered by the Purchasing Department and was publically advertised in accordance with the City's Purchasing By-Law 2013-200. Eleven companies submitted bids for twenty-two different equipment categories. All submissions were evaluated by the Purchasing Manager and the Manager of Roads Traffic & Landfill Operations. The evaluation considered company ability & experience, operator qualifications, equipment and price.

The results and ranking have been summarized in Appendix A. The bid prices represent the cost for a forty-hour project for rentals with operator, or one week for equipment rental only, for years one and two of the contract. Under the terms of the contract, the City will pay the unit rates specified for each item bid and is not bound to any specific quantities. These 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 heavy equipment rental provided under this contract is managed within the operating and capital budgets of various departments. Funding for 2023 and future years will be requested during the budget process. Operational

departments will ensure that the quantity and value of work requested does not exceed the funding allocated in the following:

- 2023 Infrastructure and Operations Operating Budget.
- 2023 Water and Wastewater Operating Budget; and
- Any associated capital projects.

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 contracts to the companies recommended in RTC 2023-39 based on the unit rates specified in their bid for RFQ 2023-07 for the provision of heavy equipment rentals.

Option 2: Do not award a contract. This option is not recommended as the previous approach of obtaining 3 competitive quotes each time equipment is required is time consuming and not cost effective.

Recommended Option

That City Council approves the award of contracts to the companies recommended in RTC 2023-39 based on the unit rates specified in their bid for RFQ 2023-07 for the provision of heavy equipment rentals, for a term of two (2) years, with an option in favour of the City to extend the agreement for three (3) additional terms of up to one year each as listed.

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: John Severino, P.Eng, MBA

Title: Interim Chief Administrative Officer

Personnel designated for continuance:

Name: Scott Franks

Title: Manager of Roads, Traffic & Landfill Operations

Attachments:

Appendix A – 2023-07 Evaluation Tables

Appendix A 2023-07 Evaluation Tables

1.(a) Rubber Tire Backhoe with Operator

Ranking	Company	Bid Price
1	Canor Construction Inc.	\$7,872.00
2	Bruman Construction Inc.	\$8,850.80
3	Ed Seguin & Sons Trucking & Paving Ltd.	\$12,717.38
4	Robinson Haulage Inc.	\$12,800.00

2.(a) Grader with Operator

Ranking	Company	Bid Price
1	2089871 Ontario Ltd. O/A Eastview Construction	\$12,495.00
2	Canor Construction Inc.	\$14,760.00
3	Robinson Haulage Inc.	\$17,200.00
4	Ed Seguin & Sons Trucking & Paving Ltd.	\$20,028.58

3.(a) Rubber Tire Skid Steer with Operator

Ranking	Company	Bid Price
1	Canor Construction Inc.	\$6,610.00
*	Robinson Haulage Inc.	-

* The equipment from respondents marked with an asterisk did not meet the mandatory technical requirements

4.(a) Track Skid Steer with Operator

Ranking	Company	Bid Price
1	Bruman Construction Inc.	\$6,410.80
2	Digsafe Contracting Inc.	\$7,200.00
3	Canor Construction Inc.	\$7,570.00
4	Robinson Haulage Inc.	\$12,400.00

5.(a) Six (6) Tonnes Excavator with Operator

Ranking	Company	Bid Price
1	Digsafe Contracting Inc.	\$8,000.00
2	Canor Construction Inc	\$9,540.00
3	Robinson Haulage Inc.	\$13,600.00

6.(a) Twelve (12) Tonnes Excavator with Operator

Ranking	Company	Bid Price
1	Digsafe Contracting Inc.	\$9,600.00
2	Canor Construction Inc.	\$10,500.00
3	Bruman Construction Inc.	\$10,880.80
4	Robinson Haulage Inc.	\$18,400.00
5	Agg-Flo Haulage Inc.	\$22,680.00

7.(a) Twenty (20) Tonnes Excavator with Operator

Ranking	Company	Bid Price
1	Digsafe Contracting Inc.	\$10,800.00
2	Bruman Construction Inc.	\$11,690.80
3	Canor Construction Inc.	\$11,700.00
4	2089871 Ontario Ltd. O/A Eastview Construction	\$12,660.00
5	Robinson Haulage Inc.	\$19,600.00

8.(a) Thirty (30) to Thirty-Six (36) Tonnes Excavator with Operator

Ranking	Company	Bid Price
1	Canor Construction Inc.	\$15,300.00
2	Bruman Construction Inc.	\$15,750.80
3	2089871 Ontario Ltd. O/A Eastview Construction	\$19,910.00
4	Ed Seguin & Sons Trucking & Paving Ltd.	\$21,305.00
5	Robinson Haulage Inc.	\$23,200.00

9.(a) Trim Dozer with Operator

Ranking	Company	Bid Price
1	Digsafe Contracting Inc.	\$8,800.00
2	Canor Construction Inc.	\$11,300.00
3	Ed Seguin & Sons Trucking & Paving Ltd.	\$12,240.00
4	Robinson Haulage Inc.	\$13,200.00
*	Bruman Construction Inc.	-
*	Agg-Flo Haulage Inc.	-

* The equipment from respondents marked with an asterisk did not meet the mandatory technical requirements

10.(a) Large Dozer with Operator

Ranking	Company	Bid Price
1	Bruman Construction Inc.	\$10,554.80
2	Canor Construction Inc.	\$13,300.00
3	Ed Seguin & Sons Trucking & Paving Ltd.	\$18,450.00

11.(a) Utility Loader with Operator

Ranking	Company	Bid Price
1	Canor Construction Inc.	\$10,865.00
2	Bruman Construction Inc.	\$10,880.80
3	Ed Seguin & Sons Trucking & Paving Ltd.	\$15,680.00
4	Robinson Haulage Inc.	\$17,200.00

1.(b) Rubber Tire Backhoe Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$3,090.00
2	United Rentals of Canada Inc.	\$4,050.15
3	Battlefield Equipment Rentals	\$5,305.00
4	Bruman Construction Inc.	\$7,380.80
5	Canor Construction Inc.	\$8,400.00

2.(b) Grader Rental Only

Ranking	Company	Bid Price
1	2089871 Ontario Ltd. O/A Eastview Construction	\$9,720.00
2	Canor Construction Inc.	\$15,700.00
*	United Rentals of Canada Inc.	\$13,550.65

3.(b) Rubber Tire Skid Steer Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$2,010.00
2	Battlefield Equipment Rentals	\$3,710.00
3	United Rentals of Canada Inc.	\$3,743.10
4	Canor Construction Inc.	\$3,750.00

4.(b) Track Skid Steer Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$2,900.00
2	United Rentals of Canada Inc.	\$4,740.80
3	Bruman Construction Inc.	\$5,349.05
4	Canor Construction Inc.	\$5,750.00
5	Battlefield Equipment Rentals	\$5,820.00

5.(b) Six (6) Tonnes Excavator Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$3,550.00
2	United Rentals of Canada Inc.	\$4,190.20
3	Battlefield Equipment Rentals	\$5,545.00
4	Canor Construction Inc.	\$5,700.00

6.(b) Twelve (12) Tonnes Excavator Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$5,590.00
2	Battlefield Equipment Rentals	\$8,510.00
3	Canor Construction Inc.	\$9,700.00
4	Bruman Construction Inc.	\$9,916.55
5	United Rentals of Canada Inc.	\$10,775.00
6	RTI Equipment Solutions Inc.	\$12,783.00

7.(b) Twenty (20) Tonnes Excavator Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$7,190.00
2	2089871 Ontario Limited O/A Eastview Construction	\$9,830.00
3	Canor Construction Inc.	\$10,700.00
4	Bruman Construction Inc.	\$10,931.40
5	United Rentals of Canada Inc.	\$13,267.85
6	RTI Equipment Solutions Inc.	\$15,925.00

8.(b) Thirty (30) to Thirty-Six (36) Tonnes Excavator Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$11,650.00
2	Canor Construction Inc.	\$15,700.00
3	Bruman Construction Inc.	\$16,006.55
4	2089871 Ontario Ltd O/A Eastview Construction	\$16,710.00
5	United Rentals of Canada Inc.	\$17,954.00
6	RTI Equipment Solutions Inc.	\$18,920.00

9.(b) Trim Dozer Rental Only

Ranking	Company	Bid Price
1	Cooper Equipment Rentals Limited	\$5,930.00
2	Bruman Construction Inc.	\$6,339.05
3	Battlefield Equipment Rentals	\$9,880.00
4	Canor Construction Inc.	\$10,700.00
5	United Rentals of Canada Inc.	\$12,277.50
6	RTI Equipment Solutions Inc.	\$14,993.00

10.(b) Large Dozer Rental Only

Ranking	Company	Bid Price
1	Bruman Construction Inc.	\$9,510.55
2	Cooper Equipment Rentals Limited	\$11,800.00
3	Canor Construction Inc.	\$13,700.00
4	RTI Equipment Solutions Inc.	\$18,920.00

11.(b) Utility Loader Rental Only

Ranking	Company	Bid Price
1	Canor Construction Inc.	\$10,400.00
2	United Rentals of Canada Inc.	\$14,352.00
3	RTI Equipment Solutions Inc.	\$18,920.00
*	Cooper Equipment Rentals Limited	-
*	Bruman Construction Inc.	-

* The equipment from respondents marked with an asterisk did not meet the mandatory technical requirements