



City of North Bay Report to Council

Report No: CORP-2024-017

Date: February 16, 2024

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

John Ouellette
Manager, Fleet

Business Unit:
Corporate Services

Department:
Financial Services Department

Subject: Request for Quote 2024-05 Hybrid Pickup Trucks (2)

Closed Session: yes no

Recommendation

That City Council approves the award of a contract to Fraser Ford Sales Limited in the amount of \$141,008.96 (plus HST) for the provision of two hybrid pickup trucks.

Background

Half ton pickups are widely used by many departments for daily operations and emergency response as required. Two older trucks are due for replacement following the Fleet replacement plan to meet cost effective life cycles. Newer trucks have been standardized by Fleet to reduce maintenance costs, provide safety features and allow the Fleet department to optimize vehicle usage by rotating vehicles between different departments.

Replacement of these two pickup trucks with hybrid electric vehicles (HEV) provides Fleet with an opportunity to realize fuel savings and reduce maintenance by using improved hybrid technologies.

Financial/Legal Implications

A formal bid request, which closed January 23, 2024, was administered by the Purchasing Department and was publicly advertised in accordance with the City's Purchasing By-Law 2013-200. Four quotes were evaluated by the Purchasing Manager and the Warranty Central Stores Analyst. The evaluation

considered mandatory technical requirements related to the product's performance and features, and price.

The results are as follows:

Ranking	Company	Bid Price
1	Fraser Fold Sales Limited	\$70,504.48
2	East Court Metro Ford Lincoln Sales Ltd.	\$77,733.85
3	Brock Ford Sales Inc.	\$77,855.00
4	North Bay Toyota	\$85,083.12

The quote from Fraser Fold Sales Limited was based on a single truck and was the lowest bid. Their bid is considered fair and reasonable. Although the City went out for a separate bid for a fully electric vehicle, it was decided to order two hybrids and cancel the other Request for Quote as it provides the best overall value to the City.

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. 8024FL – Vehicle and Equipment Life Cycle 2024 will be used to track this fleet purchase in accordance with the fleet governance model.

Corporate Strategic Plan

- Natural North and Near
- Affordable Balanced Growth
- Responsible and Responsive Government
- Economic Prosperity
- Spirited Safe Community

Specific Objectives

Invest in technology and work practices to reduce the city's energy consumption.

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 Fraser Ford Sales Limited in the amount of \$141,008.96 (plus HST) for the provision of two hybrid pickup trucks.

Option 2: Do not award a contract. This option is not recommended because the vehicles identified for replacement are in poor condition and are not cost effective to repair and maintain.

Recommended Option

That City Council approves the award of a contract to Fraser Ford Sales Limited in the amount of \$141,008.96 (plus HST) for the provision of two hybrid pickup trucks.

Respectfully submitted,

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

We concur with this report and recommendation.

Name: David Jackowski, P.Eng.
Title: Manager, Special Projects

Name: Alan Korell, P.Eng.
Title: Interim City Engineer

Name: Shannon Saucier, CPA, CA
Title: Director, Financial Services / Deputy Treasurer

Name: Margaret Karpenko, CPA, CMA
Title: Chief Financial Officer /Treasurer

Name: John Severino, P.Eng, MBA
Title: Chief Administrative Officer

Personnel designated for continuance:

Name: John Ouellette
Title: Manager, Fleet