



City of North Bay Report to Council

Report No: CORP-2024-042

Date: April 26, 2024

Originator: David Allan
Interim Purchasing Manager

John Ouellette
Manager, Fleet

Business Unit:
Corporate Services

Department:
Financial Services Department

Subject: Request for Proposal 2024-02 Grader

Closed Session: yes ☐ no ☒

Recommendation

That Council approve the award of a contract to Brandt Tractor Ltd. in the amount of \$692,296.04 (plus HST) for the provision of a Grader with attachments.

Background

The Roads department relies on a large motor grader for snow and ice removal during the winter control season and throughout the rest of the year the grader serves as an indispensable piece of equipment for grading unpaved roadways and surface preparation. The current grader has experienced significant usage and has been identified as requiring replacement to prevent increasing downtime and questionable reliability due to its lifecycle, age, operation hours and mechanical condition.

The purchase of a new motor grader is necessary to replace the City's only unit which is no longer cost-effective to maintain as it approaches the end of its useful life. The operation and uptime of this specialized equipment is critical for providing essential services that cannot be carried out by any other piece of equipment in the fleet. Rental graders are very costly and not always available on demand. As downtime greatly affects the department operations a new motor grader will provide the City with efficient and dependable service for many years.

Financial/Legal Implications

A formal bid request, which closed April 8, 2024, was administered by the Purchasing Department and was publicly advertised in accordance with the City's Purchasing By-Law 2013-200. Four (4) bids were evaluated by the Interim Purchasing Manager, the Warranty & Central Stores Analyst, Supervisor, Fleet, and Fleet Coordinator. The evaluation considered mandatory technical requirements related to the vehicle's performance and features, the company's experience and qualifications, build and durability, warranty, service and support, and price.

The results are as follows:

Ranking	Company	Overall Score
1	Brandt Tractor Ltd. Submission 1	93.00
2	Toromont Cat: Submission 1	92.00
3	Brandt Tractor Ltd. Submission 2	89.12
4	Toromont Cat Submission 2	88.78

The proposal from Brandt Tractor Ltd scored highest and provides the best overall value to the City. Their proposal 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. 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

- | | |
|--|--|
| <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 Brandt Tractor Ltd. in the amount of \$692,296.04 (plus HST) for the provision of a Grader with attachments.

Option 2: Do not award a contract. This option is not recommended because the existing unit is no longer cost-effective to maintain, and the increasing downtime negatively affects essential service operations.

Recommended Option

That City Council approves the award of a contract to Brandt Tractor Ltd. in the amount of \$692,296.04 (plus HST) for the provision of a Grader with attachments.

Respectfully submitted,

Name: David Allan

Title: Interim Purchasing Manager

Name: John Ouellette

Title: Manager, Fleet

We concur with this report and recommendation.

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