

City of North Bay Report to Council

Report No: CORP-2025-079

Date: August 1, 2025

Originator: Lori Jackson
Manager, Purchasing

Scott Franks
Manager, Roads, Traffic & Landfill Operations

Business Unit:
Corporate Services

Department:
Financial Services Department

Subject: Request for Quote 2025-021 Haulage Roster

Closed Session: yes ☐ no ☒

Recommendation

That City Council approves the award of contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., Trapper City Paving, Canor Construction Inc., 1686250 Ontario Inc. o/a Tetreault Construction, and Robinson Haulage Inc., based on the unit rates specified in their bid for RFQ 2025-021 for the provision of haulage services, for a term of two (2) years, with an option in favour of the City to extend the agreement for two (2) additional terms up to one (1) year each.

Background

The City of North Bay contracts haulage services during the summer and winter operating seasons. Haulage services are used during the summer construction season for hauling materials to and from construction sites for various capital and operating projects. During the winter, these services are primarily used to support the snow removal program. The City keeps a roster of trucking companies on contract to support operational requirements and trucks are called out to provide haulage services as required in the order of their bid prices from lowest to highest. The current contract for haulage is expiring.

Financial/Legal Implications

A formal bid request, which closed July 25, 2025, was administered by the Purchasing Department and was publicly advertised in accordance with the City's Purchasing By-Law 2013-200, as amended. Six bids were evaluated by the Purchasing Manager and the Manager of Roads Traffic & Landfill Operations. Price was the sole criteria being evaluated.

The results are as follows:

Ranking	Company	Bid Price
1	1938409 Ontario Ltd. o/a KDW Trucking	\$952,000
2	Digsafe Contracting Inc.	\$1,298,460
3	Trapper City Paving	\$1,543,600
4	Canor Construction Inc.	\$1,564,000
5	1686250 Ontario Inc. o/a Tetreault Construction	\$1,697,280
6	Robinson Haulage Inc.	\$2,057,000

The bid prices represent the total cost over the entire two (2) 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.

Funding for haulage 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:

- 2025 Infrastructure and Operations Operating Budget;
- 2025 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 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 contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., Trapper

City Paving, Canor Construction Inc., 1686250 Ontario Inc. o/a Tetreault Construction, and Robinson Haulage Inc.,, based on the unit rates specified in their bid for RFQ 2025-021 for the provision of haulage services, for a term of two years.

Option 2: Do not award a contract. This option is not recommended because the City requires these services to ensure efficient and cost-effective summer and winter operations.

Recommended Option

That City Council approves the award of contracts to 1938409 Ontario Ltd. o/a KDW Trucking, Digsafe Contracting Inc., Trapper City Paving, Canor Construction Inc., 1686250 Ontario Inc. o/a Tetreault Construction, and Robinson Haulage Inc., based on the unit rates specified in their bid for RFQ 2025-021 for the provision of haulage services, for a term of two years.

Respectfully submitted,

Name: Lori Jackson
Title: Manager, Purchasing

Name: Scott Franks
Title: Manager, Roads, Traffic & Landfill Operations

We concur with this report and recommendation.

Name: Scott Franks
Title: Manager, Roads, Traffic & Landfill Operations

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

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: Scott Franks
Title: Manager, Roads, Traffic & Landfill Operations