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**Date:** July 8, 2019  
**To:** Mayor and Council  
**Author:** Shaun Martinho  
**RE:** Sign Truck Replacement  
**Report No.:** MS 2019-08

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## **AIM**

To move the replacement of unit 12-08, a 1997 International 40S, from 2024 into 2019.

## **BACKGROUND**

Over the last several years, the Town has received an increasing number of requests for beautification works in the downtown core. For instance, during a recent delegation to Council, members from the Salute to Veterans Banner Project requested an additional 35 banner installations on poles in Cottam, Kingsville, and Ruthven. This prompted a review of the critical assets required for this type of work.

## **DISCUSSION**

Historically, when Public Works replaces the downtown banners we request the use of an aerial boom truck from one of our local contractors. However, with the escalating number of requests for this type of work, it has become a challenge to schedule the use of this truck.

In 2012, the Municipal Services Department purchased a 1997 International 4300 to use for its sign replacement program. Due to the passing of Bill 8, the *Ontario Underground Infrastructure Notification System Act 2012*, the technology on this truck became antiquated. Due to its limited capabilities, Municipal Services liquidated the asset at the beginning of 2019. To better serve the community we are proposing that its replacement be equipped with a Telescopic Aerial Device. This would provide us with a more versatile truck that could be used for the following:

- Installation of banners, snowflakes, and decorative items in the downtown core

- Improved maintenance of downtown streetlight poles (cleaning, painting etc.)
- Sign replacement and installation
- Tree upkeep, care, and maintenance
- Replacement of light fixtures at Town facilities
- Minor repairs on traffic signals
- Maintenance of flagpoles



## LINK TO STRATEGIC PLAN

Effectively manage corporate resources and maximize performance in day-to-day operations.

## FINANCIAL CONSIDERATIONS

Municipal Services has received several quotes from local vendors for the purchase of an aerial boom truck and completed a financial review of the proposal.

### Rent versus Buy

	Unit Rates	Hours (based on current use)	Total
Operator	\$73.00	80 hours	\$5840.00
Truck	\$55.00	80 hours	\$4400.00
			\$10,240.00

Asset	Total Value	Life	Remaining Balance	Lifecycle contribution
12-08 (1997)	\$260,000.00	12	\$108,333.35	\$21,666.67
Boom Truck	\$150,000.00	12	\$150,000.00	\$12,500.00

The total estimated cost of this asset would be \$149,888.41 including the HST burden. This calculation does not include the \$5000.00 in revenue we received from surplus of the existing vehicle. The total cost of this asset is significantly lower than the estimated replacement cost of the sign truck. This purchase would reduce annual lifecycle contributions by approximately 40%. This purchase would be fully funded through unallocated fleet reserves.

Current estimates for the fabrication of a new vehicle are approximately 1.5 years from the time of tendering. In an effort to expedite this purchase, the Municipal Service Department completed a search looking for stock trucks that are available for immediate sale. The following trucks meet all the specifications required by the Town.

Brand	Cost
Altec AT37G (Ford F550)	\$ 149,888.41
Terex LT40 (Ford 550)	\$ 159,330.72
DuraLift DTAX39FP (Ford F550)	\$ 168,921.60
Versalift SST-40-EIH (Ford F550)	\$ 176,044.80
Rocwin SkyJacker (Ford F550)	\$ 189,653.55

## CONSULTATIONS

Municipal Services Department including outside staff  
Director of Financial Services

## RECOMMENDATION

That Council approves the use of \$149,888.41 in unallocated fleet reserves for the early replacement of unit 12-08 for an Altec AT37G mounted on a Ford 550 chassis.

Respectfully submitted,

Shaun Martinho

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Director of Municipal Services

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