



**Date:** March 11, 2024

**To:** Mayor and Council

**Author:** Erica Allen, Manager of Public Works and Environmental Services

**RE:** 2024 Fleet Procurement Report

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## RECOMMENDED ACTION

1. That the purchase of one (1) 2024 Western Star 47X Tandem Axle Dump Truck/Snow Plow at the cost of \$383,775, plus HST **BE APPROVED**; and,
2. That the purchase of one (1) 2025 Freightliner FL114SD+ Tandem Axle Dump Truck/Snow Plow at the cost of \$369,275, plus HST **BE APPROVED**.

## BACKGROUND

Two snowplows are listed for replacement in the 2024 capital program. These vehicles have reached the end of their useful lifecycle and are beginning to incur unnecessary maintenance and repair costs. The fleet vehicles listed in the 2024 schedule include the following:

Department	Description	Budget
Public Works / Water	Replacement- 12-01, a 2012 International Workstar 70S Tandem Axle Dump Truck equipped with a Scmitt Drop-in salter, and a Viking-Cives snowplow.	\$ 400,000
Public Works	Replacement- 12-03, a 2012 International 7500 Tandem Axle Dump Truck equipped with a Viking-Cives snowplow, custom U-line body and Force America Salter.	\$ 400,000

## DISCUSSION

The Town's Fleet Procurement Plan uses an age-based approach for determining the service life of fleet assets. The goal is to set a lifespan that minimizes the total cost of ownership, including acquisition and maintenance costs. Both Tandem Trucks were manufactured in 2012 and have required an escalating amount of upkeep and maintenance over the last few years to keep them operational.

The Public Operations Department used Canoe, the Municipal Group Buying Program offered through the Association for Municipalities Ontario (AMO), to solicit quotes for this equipment. Their program is one of the leading public sector buying groups in Canada. All vendors have undergone a formal competitive bid process that ensures compliance with international trade agreements.

Upon review Canoe's "Snow and Ice Handling Equipment, Supplies and Accessories" RFP, Administration recommends acquiring the new snowplows from Viking Cives Ltd ("Viking"). Viking ranked third out of the 28 vendors that Canoe evaluated. The first and second ranked vendors supply equipment that is not compatible with our existing fleet set ups. We are sole sourcing based on our procurement By-Law 53-2002, section 122 (c) "To maintain technical compatibility with existing systems". It would not be cost effective to service our fleet with varying equipment. We have had a positive experience with Viking Cives and our operators have been trained and are familiar with their operating systems.

Once Viking was selected as the vendor of choice for the snow equipment, the Town was provided with the following quotes from 3 different manufacturers to supply the cab and chassis on which to build the required snow plows:

Truck	Cost of Truck and Equipment (excluding HST)	Delivery Date
2024 Western Star 47X Tandem Axle	\$383,775	Late 2024
2025 Freightliner FL114SD+ Tandem Axle	\$369,275	Q2 2025
2025 International HV613	\$369,815	Q1 2026

Based on the cost and delivery dates, Administration recommends the following:

- (1) 2024 Western Star 47X Tandem Axle Side Dump Truck equipped with a Viking Cives One Way Snow Plow and Force America Salter.
- (1) 2025 Freightliner FL114SD+ Tandem Axle Side Dump Truck equipped with a Viking Cives One Way Snow Plow and Force America Salter.

## **FINANCIAL CONSIDERATIONS**

The net cost of each of the replacement vehicles are outlined below.

Asset	Cost	Est. Trade in Value	New Total Cost	Approved Funding	Balance
2024 Western Star 47X	\$383,775	\$10,000	\$373,775	\$400,000	\$26,225
2025 Freightliner FL114SD+	\$369,275	\$10,000	\$359,575	\$400,000	\$40,425

We are recommending the procurement of one 2025 Freightliner FL114SD+ as it is the lowest bid of the 3 requested quotes. It has a delivery date of Q2 2025.

We are recommending the procurement of one 2024 Wester Start 47X at an increased cost of \$14,500 because of its late 2024 delivery date. Viking has the truck in stock and can begin the build immediately.

In 2024, we have already incurred approximately \$11,000 in repair costs for the two vehicles up for replacement. It is administrations belief that the cost implications of waiting until 2025 for the delivery of both trucks would be well over the \$14,500 difference in bid pricing. There have also been supply chain issues over the last few years. If there are unforeseen issues, the delivery dates may be pushed further out forcing the extended use of our past-due equipment.

## ENVIRONMENTAL CONSIDERATIONS

When compared to the current assets, the replacement vehicles are equipped with new and improved features that minimize harmful emissions and meet the goals and objectives of the Town's Efficient Vehicle Policy.

## CONSULTATIONS

Director, Manager, Supervisor and Outside Staff - Public Operations Department  
Director of Finance and Corporate Services

PREPARED BY:



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Manager of Public Works and Environmental Services

REVIEWED BY:



Shaun Martinho, HBSc., MBA  
Director of Public Operations

A handwritten signature in black ink, appearing to read 'Ry McLeod', with a long horizontal flourish extending to the right.

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Ryan McLeod  
Director of Finance and Corporate Services/Acting CAO