



Date: May 26, 2025

To: Mayor and Council

Author: Erica Allen, Manager of Public Works and Water/Wastewater

RE: 2025 Fleet Procurement Report

RECOMMENDED ACTION

1. That the purchase of one (1) 2026 International HV615 Tandem Axle Dump Truck/Snow Plow at the cost of \$415,948, plus HST **BE APPROVED**.

BACKGROUND

One snowplow is listed for replacement in the 2025 capital program. This vehicle has reached the end of its useful lifecycle and is beginning to incur significant maintenance and repair costs. The fleet vehicle listed in the 2024 schedule is the following:

Department	Description	Budget
Public Works	Replacement - 13-03, a 2013 International 70S 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 to determine 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. This Tandem Truck was manufactured in 2013 and has required an escalating amount of upkeep and maintenance over the last few years to keep it 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 of 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
2026 Freightliner FL114SD+ Tandem Axle Cab and Chassis	\$409,902	Q3 2026
2026 International HV615 Tandem Axle Cab and Chassis	\$415,948	Q1 2026
2026 Western Star 47x Tandem Axle Cab and Chassis	\$418,681	Q1 2026

Based on the cost and delivery dates, Administration is recommending the following:

- (1) 2026 International HVV615 Tandem Axle Side Dump Truck equipped with a Viking Cives One Way Snow Plow and Force America Salter.

FINANCIAL CONSIDERATIONS

The net cost of the replacement vehicle is outlined below.

Asset	Cost	Est. Trade in Value	New Total Cost	Approved Funding	Balance
2026 International HV615	\$415,948	\$20,000	\$395,948	\$400,000	\$4,052

We are recommending the procurement of one (1) 2026 International HV615 Cab and Chassis/Snow Plow at an increased cost of \$6,000 due to its earlier Q1 2026 delivery date and our established familiarity with the International brand. Currently, our fleet includes 4 International trucks, so our operators have prior experience maintaining and identifying issues. We also stock a limited inventory of replacement parts in-house to

support quick, simple repairs. Additionally, we maintain a strong working relationship with the Leamington-based service contractor, who prioritizes our service needs.

In the first 4 months of 2025, we have already incurred approximately \$5,000 in repair costs for this vehicle up for replacement. Administration believes that the cost implications of waiting until Q3 2026 would be over the \$6,000 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

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