

# STAFF REPORT

THE CORPORATION OF THE TOWN OF COBOURG



<b>Report to:</b>	Mayor and Council Members	<b>Priority:</b>	<input type="checkbox"/> High <input checked="" type="checkbox"/> Low
<b>Submitted by:</b>	Ted Sokay, Manager, Roads/Sewers, Public Works tsokay@cobourg.ca	<b>Meeting Type:</b>  Open Session <input checked="" type="checkbox"/> Closed Session <input type="checkbox"/>	
<b>Meeting Date:</b>	December 6, 2021		
<b>Report No.:</b>	Public Works-077-21		
<a href="#">Submit comments to Council</a>			

**Subject/Title:** Replace Combination Snowplow/Dump Truck – Slide In Spreader Award

## RECOMMENDATION:

THAT Council approve the bid of \$93,696.94 (price includes non-refundable HST), submitted by Joe Johnson Equipment Inc.

## 1. STRATEGIC PLAN

N/A

## 2. PUBLIC ENGAGEMENT

N/A

## 3. PURPOSE

To replace a 2009 combination snow plow / dump truck.

## 4. ORIGIN AND LEGISLATION

To replace a 2009 combination snow plow / dump truck which is scheduled for replacement in 2021 in accordance with the Vehicle and Equipment Reserve Fund By-law 078-2014.

## 5. BACKGROUND

Vehicles in the Town fleet are replaced in accordance with the Vehicle and Equipment Reserve Fund By-law where the reserve fund shall only be used to finance vehicles and equipment under the following criteria;

- a) Replacement of vehicles or equipment which have reached the end of their economic utility determined either by age or use;
- b) The additional cost of upgrading vehicles or equipment;
- c) Replacement of other equipment as may be determined by Council.

Currently large vehicles like plow trucks are scheduled for replacement after 12 years, with an appraisal by a qualified mechanic that the unit has in fact reached a stage where continued repairs are no longer feasible. Staff have found that the best overall purchase price for a new, fully equipped snow plow/dump truck can be achieved by letting out three separate tenders; the first for a cab and chassis, the second for the dump box with attachments and the third for the slide-in salt/sand spreader.

## 6. ANALYSIS

A tender for a new or demo slide in salt/sand spreader was issued and advertised on Biddingo. The following bids, not including non-refundable HST, were received by the deadline time and date:

<b>Bidder</b>	<b>Price (excl. Taxes)</b>
Cubex Ltd – new spreader	\$86,723.50
Joe Johnson Equipment Inc – new spreader	\$92,076.40
<b>Difference of:</b>	<b>\$5,352.90</b>

The first tender issued for the cab and chassis came in at \$111,228.00 plus non-refundable HST.

The second tender for dump box with attachments is \$103,153.19 plus non-refundable HST.

With the purchase of the slide-in salt/sand spreader this will complete the purchase of this truck.

Even though the bid by Joe Johnson Equipment Inc is \$5,352.90 more than the Cubex LTD bid, it meets or exceeds all bid specifications while still ensuring the complete purchase of this truck remains under budget.

The tenders were reviewed for accuracy and compliance and the bid submitted by Joe Johnson Equipment Inc for an Epoke spreader met or exceeded the bid specifications in all regards. The Cubex Ltd bid for a Rasco spreader did not meet all bid specifications

as per the tender document in a number of important areas, too numerous to list them all however a brief summary of the major non complying specifications is provided below.

*Bid spec - the bidder shall supply a minimum of ten municipal end user references for this product in the province of Ontario.* Cubex Ltd. only provided 3 references, one from a municipality in New Brunswick and two from companies in Finland.

*Bid spec: hopper must have 10 year rust through warranty with an authentic manufactures support document* – Cubex Ltd. did not provide this.

*Bid spec – spreader shall be able to spread from 2 - 12m wide for all material types.* Cubex Ltd. Rasco spreader spreads from 3 - 12m width. The 2m spread width is necessary on some of the narrower streets in Town as this allows better control and placement of the de-icing materials on the street and not on boulevards.

*Bid spec – folding front legs must be each rated at 5500kg. Each leg must be clearly labeled with a factory certification of carrying capacity.* Cubex Ltd. indicated that the Rasco spreader is rated for full spreader weight but not labeled. Having labeled factory certification on the spreader legs ensures all staff are aware of allowable weights should the unit need to be unloaded from the truck with a full load of salt. Not providing a factory weight certification is a health & safety issue.

*Bid spec – folding rear legs must have a 4500kg rating for each leg. Rear legs must be clearly factory label to display load carrying capacity.* Cubex Ltd. indicated that the Rasco spreader is rated for full spreader weight but not labeled. Having labeled factory certification on the spreader legs ensures all staff are aware of allowable weights should the unit need to be unloaded from the truck with a full load of salt. Not providing a factory weight certification is a health & safety issue.

*Bid spec – unit to be supplied with Epomaster X1 controller or approved equivalent. Controller must be compatible with Town's AVL system.* Cubex Ltd. is providing a Rasco Epos30 controller but never contacted Public Works to inquire what AVL system provider we are using to confirm that their controller would work with our AVL system.

*Bid spec – 15 year parts availability written guarantee must be provided.* Cubex Ltd. indicated N/A (not applicable) and no written parts guarantee provided.

*Bid spec – warranty to be 100% parts and labour against defects in materials and workmanship with the following minimum coverage, 1 year full onsite warranty work, 2 years on all electrical components with warranty work to be performed onsite, 10 years against hopper rust perforation, warranty work performed at nearest dealer, 15 year parts availability written guarantee.* Cubex Ltd. Is providing a limited 2 year warranty and no 15 year parts availability written guarantee provided.

Public Works currently has 5 Epoke spreaders in its fleet. Adding another Epoke spreader to the fleet would eliminate the need to carry additional parts in stock for two different types of spreaders. The Epokes and controllers are interchangeable from one truck to another. In order to make the Rasco spreader interchangeable between trucks, additional work would be required to the hydraulics and electronics on the trucks resulting in an added expense.

## 7. FINANCIAL IMPLICATIONS/BUDGET IMPACTS

The approved 2021 capital budget for all three components of the replacement truck is \$315,000.00.

Description	\$ Cost
	(includes non-refundable HST)
Approved New Cab & Chassis	\$113,185.61
Approved New Dump Box/Plow Equipment	\$104,968.69
Subject Slide-in Salt/Sand Spreader	\$93,696.94
<b>Sub-Total</b>	<b>\$311,851.24</b>

## 8. CONCLUSION

It is recommended that the bid in the amount of \$92,076.40 (\$93,696.94 including non-refundable HST), submitted by Joe Johnson Equipment Inc for the slide-in salt/sand spreader be approved for award.

## Report Approval Details

Document Title:	Replace Combination Snow Plow Dump Truck - Public Works-077-21.docx
Attachments:	
Final Approval Date:	Nov 25, 2021

This report and all of its attachments were approved and signed as outlined below:

**Laurie Wills, Director of Public Works - Nov 24, 2021 - 3:13 PM**

**Tracey Vaughan, Chief Administrative Officer - Nov 25, 2021 - 9:06 AM**