



## Report to Council

Department: Infrastructure Services  
Division: Operations  
Date: October 21, 2024  
Prepared by: Norm Nussio C.E.T., CRS-I Manager, Operation & Drainage  
Report Number: Operations-2024-11  
Subject: Results of Tender-Winter Control Agreement for Truck, Salter, Plow and Wing Rental  
Number of Pages: 4

### Recommendation(s)

**That** Operations-2021-04 entitled Results of Tender-Winter Control Agreement for Truck, Salter, Plow and Wing Rental prepared by Norm Nussio Manager of Operations & Drainage dated October 21, 2024, be received, and

**That** Council award the Results of Request for Tender- Winter Control Agreements for Truck, Salter, Plow Wing Rental (RFT-ID-24-024) to 1839431 Ontario Ltd (Colchester Farms), and

**That** Council permit the Treasurer (with Chief Administrative Officer Approval) to fund any over expenditure in relation to the Salt Hauling contract, from the Winter Control Reserve.

### Purpose

According to procurement by-law 2129 section 26.00 and subsection 26.01-Contract Without Budgetary Approval, where a requirement exists to initiate a project for which goods and/or services are required and funds are not contained within the Council approved budget

to meet the proposed expenditure, the Department Head shall prior to commencement of the purchasing process, submit a report to Council containing:

- a) Information surrounding the requirement to Contract; and
- b) Information on the availability of the funds within in existing budgets, which were originally approved by Council for other purposes, or on the requirement of additional funds.
- c) Reports to Council shall be reviewed by the Treasurer prior to being placed on the Council agenda

## Background and Discussion

The Town sought tenders from qualified tenderers for the rental of a winter control truck, for the 2025-2026, 2026-2027 winter seasons, with operator(s) and 6 cubic yard salt/sand spreader body and one-way snow plow with a minimum 10-foot clearing width, and wing plow with a minimum 10-foot clearing width to the Town of Essex.

The Town has successfully utilized a rental truck in this capacity for the past 13 years. The rental truck allows the Town to provide improved and more complete winter control service, especially in peak winter conditions.

The tenders received were reviewed for arithmetic errors, completeness, legibility, revisions and irregularities, with the results below:

Bidder Name	Unit Price Per Hour for First Year (non-refundable axes)
1839431 Ontario Ltd. (Colchester Farms)	\$228.96

Prices during the remainder of the contract (i.e. 2025 – 2026 and 2026 – 2027 Winter Seasons) will be adjusted annually based on the year over year change in the Total Consumer Price Index as published by the Bank of Canada on October 01 each successive year until the end of the contract.

1839431 Ontario Ltd. (Colchester Farms), the previous supplier, submitted the only bid which satisfied all the tender specifications and requirements.

## **Financial Impact**

The average yearly expenditure for this work is approximately \$50,322 based on the average actuals for the last three years. In order to mitigate expenses, the successful contractor is called out only when needed to supplement Town staff. Winter Control budgets are based on a 3-5 year rolling averages to predict upcoming expenditures. Due to the uncontrollable nature of winter storm events, we may exceed this average. Provincial regulation sets out the minimum maintenance standards that must be met.

Currently this expenditure is funded through and within the annual 2024 approved operating budget.

## **Consultations**

Jackson Tang, Assistant Manager of Business Services

Ann Marie Unis Manager, Finance and Business Services

Kevin Girard, Director of Infrastructure Services

Kate Giurissevich, Director of Corporate Services/Treasurer

## Link to Strategic Priorities

- Embrace asset management best practices to build, maintain, and continuously improve our municipally owned infrastructure.
- Leverage our Town's competitive** advantages to promote jobs and economic investment.
- Take care of our natural environment and strengthen the sense of belonging to everyone **who makes Essex "home"**.
- Deliver friendly customer service in an efficient, effective, and transparent manner while providing an exceptional working environment for our employees.
- Build corporate-level and community-level climate resilience through community engagement and partnership and corporate objectives.

**Report Approval Details**

Document Title:	Results of Tender-Winter Control Agreement for Truck, Salter, Plow and Wing Rental - Operations-2024-11.docx
Attachments:	
Final Approval Date:	Oct 15, 2024

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



**Kevin Girard, Director, Infrastructure Services - Oct 15, 2024 - 11:51 AM**



**Kate Giurissevich, Director, Corporate Services - Oct 15, 2024 - 12:29 PM**



**Doug Sweet, Chief Administrative Officer - Oct 15, 2024 - 12:29 PM**