



City of
Peterborough

To: Members of the Committee of the Whole

From: W.H. Jackson, Director of Utility Services

Meeting Date: May 2, 2016

Subject: Report USPW16-011
Award of Proposal P-12-16 for the Supply and Delivery of Five Trucks with Front Plows and Wings

Purpose

A report to award RFP P-12-16 for the Supply and Delivery of Five Trucks with Front Plows and Wings and “U” Body Combination Units.

Recommendation

That Council approve the recommendation outlined in Report USPW16-011 dated May 2, 2016 of the Director of Utility Services as follows:

That Proposal RFP P-12-16 for the Supply and Delivery of Five 60,000 GVW Cab and Chassis Trucks with Front Plows and Wings and “U” Body Combination Units be issued to Viking Cives Ltd., 1 Norfolk Drive, Mount Forest, ON, N0G 2L0, at a cost of \$1,039,440.00 plus \$135,127.20 HST for a total cost of \$1,174,567.20 with an option, at the City’s sole discretion, to enter into negotiations with Viking Cives Ltd. for an additional 15 units over the next five years.

Budget and Financial Implications

The total purchase of \$1,057,734.14 (net of HST rebate) can be accommodated within the 2016 Capital Budget (Project 5.8.05) “Public Works Vehicle and Equipment Replacement”.

Background

Equipment and RFP Overview

The City currently uses these types of trucks to perform various construction and maintenance activities in Public Works Operations. In addition, they play an integral role in Winter Control Operations. The 2004 and 2007 existing units have exceeded their life cycles and the acquisition of the new units will lower operating costs and improve operational efficiencies.



RFP P-12-16 was prepared by City staff, issued March 17, 2016 and closed on April 7, 2016. Within this RFP, at our sole discretion, the City has the opportunity to enter into negotiations with the successful proponent for an additional 15 units over the next five years. The purpose of this option is to ensure compatibility of new units with the recommended purchase. Such compatibility translates into enhanced efficiencies and decreased ownership costs over the life cycle of these units.

The existing units will be auctioned off after the new units are delivered

Method of Evaluating the Proposals

As required in the City's Purchasing By-law 14-127, RFP P-12-16 clearly set out that submissions would be awarded based on compatibility with the required specifications and the best mix of price, services and experience. The points assigned to each category were also clearly set out in the RFP document.

The RFP was advertised on a Biddingo hosted webpage.

An Evaluation Committee consisting of the Public Works Assistant Manager Fleet Services, Public Works Operations Supervisor and the Purchasing Administrator evaluated the three submissions received.

RFP Proponent Submission Evaluation Results

Chart 1, below, provides a summary of the RFP evaluation results.

The equipment described in RFP P-12-16 requires two suppliers to join together to submit a bid. One supplier is the truck cab and chassis manufacturer and other supplier is the upfitter (mounted equipment). Viking Cives Ltd. (upfitter for plows and box and sander equipment) was the primary bid on all of the three submissions received and they used a different Truck Manufacturer in each bid as the sub, or secondary bidder.

Chart 1 provides the criteria and evaluation results for this RFP.

Chart 1: RFP P-12-16 Criteria and Evaluation Results

| Criteria | Max Points | Viking Cives (International Cab and Chassis) | Viking Cives (Kenworth Cab and Chassis) | Viking Cives (Western Star Cab and Chassis) |
|-----------------------------------------|-------------------|-----------------------------------------------------|------------------------------------------------|----------------------------------------------------|
| Completeness | 4 | 3.5 | 3.5 | 3.5 |
| Specifications | 35 | 35 | 34.5 | 35 |
| Pricing | 20 | 19.8 | 18.8 | 20 |
| Compatibility | 10 | 10 | 10 | 10 |
| Delivery | 2 | 0 | 0 | 0 |
| References | 10 | 10 | 10 | 10 |
| Options | 2 | 0 | 0 | 0 |
| Warranty, Parts and Service | 12 | 11 | 11 | 11 |
| Safety | 2 | 2 | 2 | 2 |
| Body Builder/ Manufacturer Certificates | 3 | 2 | 2 | 2 |
| Total | 100 | 93.3 | 91.8 | 93.5 |
| Ranking | | 2 | 3 | 1 |

Based on this evaluation, staff is of the opinion the submission from Viking Cives with the Western Star Cab and Chassis should be accepted. The City has purchased other equipment from Viking Cives with very good results.

Timelines

If the recommendation is approved, a Purchase Order will be prepared and a pre-build meeting will be set with the supplier. The equipment would have an expected delivery date of November 2016.

Summary

RFP P-12-16 for the Supply and Delivery of Five 60,000 GVW Cab and Chassis Trucks with Front Plows and Wings and “U” Body Combination Units can be awarded in accordance with the City’s Purchasing By-law and contains a provision to purchase up to 15 additional units over the next five years.

Submitted by,

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Director of Utility Services

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