

Town of Pelham Council Report

Wednesday, March 05, 2025

Subject: Purchase of Two Combination Snowplow and Spreader Units Through the Canoe Procurement Group

Prepared By: Ryan Cook, Manager of Public Works

Department: Public Works

Recommendation:

BE IT RESOLVED THAT Council receive report 2025-0069 “Purchase of Two Combination Snowplow/Spreader Units Through the Canoe Procurement Group,” for information;

AND THAT Council approve the purchase of two combination snowplow/spreader units through the Canoe Procurement Group for \$721,790 (including net HST);

AND THAT Council direct staff to fund the budget variance of \$21,790 utilizing the 2024 Capital Fleet Project VEH-01-24 budget surplus of \$19,741 and the remaining from the Fleet reserve for \$2,049.

Background:

On September 4, 2024, Council received report #2024-0176 Update on Changes to Town Purchasing Process and resolved that Council direct the Chief Administrative Office to take all necessary steps for Pelham to formally join the ‘Canoe Procurement Group’ (Canoe) operated by LAS. This direction was complied with.

At its regular meeting on December 4, 2024, Council approved the 2025 Capital Budget, including all motions made by Council at the Committee of the Whole meeting on November 18, 2024. The Capital Fleet Budget included two Single-Axle Combination Snowplow and Spreader units. One unit was a replacement for a 2010 International, and the other was an addition to the fleet due to growth and funded through Development Charges. The total approved budget for the two snowplow units is \$700,000.

Analysis:

In 2024, staff completed the tendering process for VEH-01-24, a Single-Axle Combination Snowplow and Spreader unit with a square-body dump box and two-way plow and wing. This tender received three submissions, ranging from \$325,500 for an International Chassis to \$371,500 for a Kenworth Chassis. Freightliner came in at \$344,500.

The VEH-01-24 was awarded to Rush Truck Centre on an International Chassis for \$325,500 in February of 2024, with a budget savings of \$24,500. This unit is not expected to be delivered until later in 2025. A similar unit tendered and awarded in 2023 was not received until October 2024.

With the Town's enrollment in the Canoe Procurement Group, staff engaged and received a quote from the Canoe-approved vendor for supplying two single axle u-body type combination snowplow and spreader units. While square-body dump boxes are marginally more economical and are better suited for hauling non-aggregate materials such as brush and large debris, staff have found that u-body dump boxes are better suited for sand/salt application and the hauling aggregate material, which will be the primary function of these two units.

The quote received for the two units, built on Freightliner chassis, is \$709,306, or \$354,653 each, plus applicable taxes of \$12,484 for a total of \$721,790. The quoted amount represents a 3% increase from the tendered amount received for a Freightliner chassis with a square body dump box in 2024. Because the vendor has the chassis in stock, the delivery date is anticipated to be in Q3 of this year.

The unit identified for replacement has been in operation since the 2010-2011 winter season and is in poor condition. The conventional tender and award process could require this unit to remain in service through the 2025-2026 winter season, which would, in turn, necessitate significant and costly repairs to obtain its annual safety certificate and pass emissions testing. Early delivery of the second unit would allow the reorganization of plow routes to provide better service not only to newly constructed roads in East Fonthill but throughout the transportation system, as it will reduce route cycle times in urban areas, where the bulk of the population resides.

Financial Considerations:

In 2024 and 2025, the Town of Pelham's Capital budget included the purchase of three single-axle combination Snowplow and spreader units for a total cost of \$1,050,000. With the purchase of two units through Canoe the total budget spend is \$1,052,049 taxes included.

VEH 01-24 Combination Snow Plow and Spreader will have a savings of \$19,741. The remainder of the shortfall of \$2,049 will be covered by the Fleet Reserve.

Alternatives Reviewed:

Staff reviewed several options, including conventional tendering of these units and joint tendering with the Niagara Region. Conventional tendering will likely lead to significant delays in receiving the trucks. At the time of the authoring of this report, the Niagara Region was seeking approval to sole-source tandem axle snowplows; however, the Town's specification of single-axle trucks would not conform.

Strategic Plan Relationship: Infrastructure Investment and Renewal

The timely replacement and addition of the fleet will positively impact the department's ability to operate efficiently while meeting the requirements under the Minimum Maintenance Standards and public expectations.

Consultation:

The Director of Corporate Services and Treasurer, and the Supervisor of Roads were consulted during the preparation of this report.

Other Pertinent Reports/Attachments:

2024-0176 Update on Changes to Town Purchasing Process

Approved and Submitted by:

David Cribbs, BA, MA, JD, MPA
Chief Administrative Officer