



## Administration and Operations Committee Report

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**To:** The Chair and Members of the Administration and Operations Committee  
**From:** Greg Demers, Director of Roads  
**Date:** December 10, 2024  
**Report #:** RPT-0541-24  
**Subject:** Purchase Vehicles outfitted for Winter Operations  
**Purpose:** For Approval

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### Recommendation

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Whereas the Roads Division report RPT-21-291 was passed by Council November 23, 2021, authorizing County of Brant (County) staff to enter into direct negotiations with Metro Freightliner and Viking-Cives to replenish scheduled winter equipment for a four (4) year period (2022-2025);

And Whereas the vehicles and winter equipment put forward in this report are essential to maintaining the County's road network;

That the following purchases be approved:

1. Two (2) 28,000 kg/62,000 lbs. G.V.W.R Tandem Axle Cab and Chassis Diesel Truck to be awarded to Metro Freightliner Brantford, being the vehicle has met all required specifications at fair current market value; \$201,452 per unit plus tax
2. That the purchase of winter control equipment package for one (1) Tandem axle cab and chassis be awarded to Viking-Cives, being that the winter equipment and specifications have been met at current fair market value; \$215,795 plus tax.
3. That the purchase of one plow/roll off body be awarded to Viking-Cives, being that the specifications have been met at current fair market value; \$217,610 plus tax

And Whereas this winter equipment has been approved by Council through RPT-0483-24 for the 2025 budget approval process and is to be funded through the Capital Fleet reserve.

### Strategic Plan Priority

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Strategic Priority 4 - Reliable Infrastructure

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## Impacts and Mitigation

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### Social Impacts

Maintaining safe driving conditions is a priority for our community and by achieving this, residents can complete their daily activities under normal winter weather conditions.

### Environmental Impacts

Using modern equipment, winter material applications can be placed and tracked at the appropriate time reducing sodium chloride into the environment. Reusing attachments for the roll off unit reduces the need to manufacture new parts leading to less manufacturing energy and landfill use.

### Economic Impacts

To be funded through the Fleet Reserve.

## Report

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### Background

In November 2021, staff sought approval to enter direct negotiations to secure reliable delivery of large vehicles outfitted with winter equipment following Section 7.7.2 of the Purchasing Policy 45-13 that allows direct negotiation of an existing contract which would prove more cost effective or beneficial.

There is still a global supply shortage related to global issues, environmental issues and labour issues. These shortages have severely impacted the equipment industry. The challenge for 2025 is a shortage of transmissions. County staff entered direct negotiations with long time suppliers Metro Freightliner Brantford and Viking-Cives to secure a reliable source of winter equipped vehicles. Price increases are moderately higher compared to previous years as a result of increased costs related to steel, labour, electronic and Hydraulic components, and the USD exchange rate.

<b>Metro Freightliner</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
Tandem Axle	\$160,627	\$178,450	\$184,916	\$201,452
<b>Viking-Cives</b>				
Roll off Package	-	-	-	\$217,610
Winter Package	\$176,308	\$193,360	\$215,430	\$215,795

Currently there is limited availability of large trucks in Ontario for 2025 due to parts shortages. Staff will continue to monitor the market and secure reliable delivery of Cab and chassis outfitted with winter equipment adhering to approved report RPT-21-291.

## Analysis

Staff looked at replacing the tandem roll off unit with all new attachments and the current day estimated price exceeds \$600,000 for a fully outfitted roll off unit. Staff have worked with the supplier, and we are going to repurpose some of the major attachments from our current unit with an estimated saving of \$195,000.

Two (2) 28,000 kg/62,000 lbs. G.V.W.R Tandem Axle Cab and Chassis Diesel Truck with one (1) unit being outfitted with a full Winter Equipment package and one (1) unit being equipped with a roll off body.

These units will replace two (2) full-size tandem units that are at the end of their life cycle.

## Summary and Recommendations

Staff Recommend award of two (2) 28,000 kg/62,000 lbs. G.V.W.R Tandem Axle Cab Chassis Diesel Truck to Metro Freightliner Brantford and that the winter equipment and roll off body be awarded to Viking-Cives.

## **Attachments**

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RPT-21-291 Scheduled Winter Fleet Replenishment

## **Reviewed By**

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R. Walton, General Manager of Operations

## **Copied To**

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1. H. Mifflin, Director of Finance, Treasurer
2. H. Bailey, Manager of Accounting & Budgets
3. R. Kwasnik, Fleet Manager
4. J. DeMunck, Road Operations Manager
5. L.L. Rouse, Purchaser

## **By-law and/or Agreement**

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By-law Required	No
Agreement(s) or other documents to be signed by Mayor and /or Clerk	No