



## 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:** November 16, 2021  
**Subject:** RPT-21-291 Scheduled Winter Fleet Replenishment  
**Purpose:** For approval

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### Recommendation

Whereas in February 2021, Metro Freightliner Brantford was awarded two (2) tenders supply of one (1) 2021 tandem axle cab and chassis and one (1) 2021 single axle cab and chassis.

And whereas Metro Freightliner Brantford has delivered both trucks within reasonable time during the global supply chain crisis.

And whereas in March 2021, Viking-Cives Ltd was awarded two (2) tenders to supply and install winter equipment on the tandem axle cab and chassis and single axle cab and chassis supplied by Metro Freightliner Brantford.

And whereas 7.7.2 of Purchasing Policy #45-13 allows direct negotiation of an existing contract which would prove more cost effective or beneficial.

That County of Brant staff be authorized to negotiate with Metro Freightliner Brantford and Viking-Cives Ltd to extend cab and chassis and winter equipment supply and installation for a four (4) year period (2022-2025).

And that a report be brought back to Committee for consideration of the proposed contract.

### Key Strategic Priority

4.0 Reliable Infrastructure - Optimize existing assets and develop new assets to support the current and future needs of the community.

### Financial Considerations

The recommendation of this report is intended to secure large winter equipment needed to maintain County of Brant infrastructure during a global shortage of equipment. Through this multiyear approach it is staff's desire to secure reasonable price increases through direct negotiations with previously approved vendors.

## **Background**

The County of Brant (the County) currently owns 23 tandem trucks outfitted for winter operations. In 2020 staff reviewed operations and looked for efficiencies and found that by downsizing some winter equipment to a single axle snowplow we could reduce unit cost while serving the County residents better. In 2021 the County purchased their first single axle plow truck, and the second single axle plow truck is slated to be purchased in 2022.

These 23 winter units are based out of four (4) Municipal Roads Yards that serve roughly 2200 lane kilometers throughout the County of Brant.

February 16, 2021, staff brought forward report RPT-21-35 recommending the award of one (1) single axle cab and chassis for \$108,400 and one (1) tandem axle cab and chassis for \$137,900 to Metro Freightliner Brantford. Metro Freightliner Brantford has been supplying cab and chassis to Brant County for last seven (7) years.

In March 2021, staff brought forward RPT-21-56 recommending the award for the supply and installation of winter equipment on one (1) single axle cab and chassis for \$151,360 and one (1) tandem axle cab and chassis \$157,453 to Viking-Cives. Viking-Cives has been supplying winter bodies and equipment to the County of Brant for 26+ years.

## **Report**

Through the Covid-19 Pandemic there has been many supply chain issues related to supply of manufactured products, labour shortages, industry shutdowns and shipping backlogs. This has created scheduling issues for fleet replacements throughout not only Ontario but the world.

The concern related to supply of winter equipment is the time needed to secure and build a fully operational piece of winter equipment and the many different supplier products needed to outfit a modern-day plow. Further concern comes when older equipment is down due to wear and tear breakage related to age by trying to exceed ideal service life, these costs become very prohibitive. Continuing to run older equipment can also lead to catastrophic failures and with the current supply issues worldwide we could see equipment not being able to get the necessary parts for repairs thus not meeting expected winter service standards delivery.

The current replacement schedule for 2022 through to 2025 winter equipment is to replace two (2) units per year.

The County of Brant has a long-standing relationship with both Viking-Cives and Metro Freightliner Brantford that has serviced the County well by providing a reliable product and great customer service. By entering into this agreement, the County will be in a better position to replace the current fleet in a timely manner while safeguarding against supply interruptions.

**Interdepartmental Considerations**

Not Applicable

**Copy to**

- 1. R. Walton, General Manager
- 2. H. Mifflin, Director of Finance / Treasurer
- 3. R. Kwasnik, Manager of Fleet Services
- 4. L. Rouse, Purchaser

**File:** T00

**In adopting this report, is a bylaw or agreement required?**

By-law required (No)

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

Is the necessary by-law or agreement being sent concurrently to Council? (No)