

COUNCIL REPORT

M&C No.	2019-39
Report Date	February 19, 2019
Meeting Date	February 25, 2019
Service Area	Finance and Administrative Services

His Worship Mayor Don Darling and Members of Common Council

SUBJECT: Fleet Replacement Procurement – February 2019

OPEN OR CLOSED SESSION

This matter is to be discussed in open session of Common Council.

AUTHORIZATION

Primary Author(s)	Commissioner/Dept. Head	City Manager
<i>Kevin Loughery / Chris Roberts</i>	<i>Kevin Fudge / Ian Fogan</i>	<i>John Collin</i>

RECOMMENDATION

It is recommended that Common Council award the purchase of one (1) Vacuum/Jetter Truck at a total cost of \$538,843.00 plus HST to FST Canada Inc. O/A Joe Johnson Equipment.

EXECUTIVE SUMMARY

The City manages a fleet of 52 heavy trucks utilized by the City of Saint John and Saint John Water.

Each year, the City's Fleet Services Division works with various City departments and commissions to identify and replace vehicles which have reached the end of their useful service lives. The purpose of this report is to make recommendations to award the latest tendered vehicles and/or equipment which require Common Council approval.

The City currently has over 100 vehicles and equipment past their optimal replacement point (ORP, a calculation based on the age of a vehicle, the odometer reading, overall condition and maintenance cost) and this year, vehicles (some of which are the least reliable and most expensive to maintain) will be replaced through the City's procurement processes.

The one (1) vacuum/jetter truck in this recommendation is to replace one (1) vacuum/jetter truck, like for like; unit 454.

Unit 454 is a 2009 International cab and chassis with a Vactor body and ORP index of 21. The lifetime maintenance cost for unit 454 is \$311,474.58 with \$89,608.01 representing the last two years of use.

The total lifetime maintenance costs of this unit are quickly approaching the initial purchase price and the escalating maintenance costs are expected to continue with continued operation. This unit is also equipped with Navistar MaxxForce Advanced EGR diesel engine, which has traditionally had higher than usual life maintenance costs. The expected delivery timeframe on the new Vacuum/Jetter Truck is thirty-five (35) weeks.

The Vacuum/Jetter Truck is a critical piece of equipment for Saint John Water. On the water distribution side, this equipment serves as a hydro excavation tool to locate critical infrastructure like natural gas and electrical wires. It also serves to clean out and thaw valve chambers and service boxes. The Vacuum/Jetter Truck similarly assists with controlling the water in a trench during a water main repair under pressure.

On the sewer side, the Vacuum/Jetter Truck is vital to flush low grade sewers to prevent sewer backup, which reduces or eliminates the city's liability. It also serves to flush other sewers that are plugged with grease, debris or other materials. In addition, the Vacuum/Jetter Truck assists with the maintenance of pump stations by pumping down the wet wells, cleaning out manholes and other related tasks.

The Vacuum/Jetter Truck furthermore enables Saint John Water to locate underground infrastructure by hydro excavation, which significantly reduces the excavation perimeter and is therefore considerably more cost effective, as it reduces reinstatement expenses.

PREVIOUS RESOLUTION

Not applicable.

STRATEGIC ALIGNMENT

This report aligns with Council's Priority for Valued Service Delivery, specifically as it relates to investing in sustainable City services and municipal infrastructure.

SERVICE AND FINANCIAL OUTCOMES

This purchase is a planned replacement of existing fleet equipment, approved in the 2018 capital budget. The funds specifically are provided for in the fleet reserve, funded from the operating budget.

The specifications allow for vendors to submit proposals of new and/or used equipment to be evaluated using common criteria.

INPUT FROM OTHER SERVICE AREAS AND STAKEHOLDERS – MATERIALS MANAGEMENT

Materials Management facilitated the Request for Proposal (RFP) process to solicit proposals for the Vacuum/Jetter Truck. As such the RFP closed on December 6, 2018 with the following proponents responding by submitting proposals:

Asybco-Tremcar	Saint-Jean-sur-Richelieu, QC
East Coast International Trucks Inc.	Moncton, NB
Saunders Equipment	Fredericton, NB
FST Canada Inc. O/A Joe Johnson Equipment	Dartmouth, NS
MacFarland's Industrial	Dartmouth, NS
C.M. Equipment Inc.	Ajax, ON
SNT solutions Inc.	Dartmouth, NS

A review committee, consisting of staff from Materials Management, Saint John Water and Fleet Management reviewed the submissions for completeness and compliance with the RFP requirements and selection criteria consisting of the following:

1. Presentation and Quality of Proposal
2. Compliance with Specifications
3. Delivery Timeframe
4. Service Response Time
5. Value Added
6. Cost

Also in accordance with the City's standard procedures, the committee members evaluated and ranked each proposal based on the proposals' technical merits. Following this, the financial proposals were opened and evaluated and corresponding scores were added to the technical scores.

FST Canada Inc. O/A Joe Johnson Equipment's proposal was selected as the best proposal based on an overall rating of the evaluation criteria offering the strongest overall solution for the City at a cost acceptable to staff.

The above processes are in accordance with the City's Procurement Policy and Materials Management support the recommendations being put forth.

ATTACHMENTS

None