

Meeting Date: April 22, 2025
Department: Engineering and Public Works
Report No.: EPW-2025-20
Submitted by: Mark Ortiz, Director of Engineering and Public Works
Approved by: Rob Browning, Chief Administrative Officer
SUBJECT: **Public Works Plow Truck Award**

RECOMMENDATION:

THAT: Council receive report EPW-2025-20 for information, and further;

THAT: Council approve the sole source purchase of a 2026 Freightliner Single Axle Plow Truck for \$362,430.00 plus HST from Viking Cives Ltd.

BACKGROUND:

The Public Works department maintains a fleet of vehicles used to deliver the services of the department. The fleet includes 10 combinations of snow plow and dump trucks, of which, 9 are tandem axles and 1 is single axle. These trucks are used for:

- Snow removal
- Sand and Salt application for winter maintenance (snow & ice control)
- Hauling bulk materials such as gravel, asphalt, sand, concrete and topsoil
- Construction projects to haul away excess material
- Assist in roadway cleanup during storm events

The Fleet is regularly maintained and vehicles are replaced as part of life-cycle management strategy. The benefit of replacing the aging fleet is that it

- Ensures greater reliability
- Reduces maintenance costs
- Increases operational efficiency
- Upholds our commitment to delivering a high level of service in the municipality

COMMENTS:

The proposed 2026 Freightliner Single Axle Truck will replace a 2017 Single Axle Freightliner Truck.

A single axle truck is proposed based on operational needs. The accessibility of a single axle truck is better for tight spaces in urban areas, subdivisions, and narrow roads. The proposed truck's route includes approximately 19 dead ends and/or cul-de-sac as well as the downtown core. A single axle truck is an advantage for this route because of its maneuverability versus a tandem truck.

Staff requested Viking Cives Ltd. to provide Sourcewell pricing for the 2026 Freightliner Single Axle Truck.

Viking Cives Ltd. is located in Mount Forest, Ontario and manufactures, supplies, and installs a wide range of truck equipment for year-round maintenance of roadway systems. They specialize in snow and ice solutions with signature products like the "TOWPLOW" and "PROLINE BODY" that the Municipality operators on our snow plow and dump trucks.

Viking Cives Ltd. is the preferred Public Works truck supplier for the following reasons:

Staff Familiarity – Public Works operators are experienced in operating and maintaining Freightliner and International trucks that Viking Cives Ltd. supply. This minimizes operational concerns.

Standardization of Fleet and Parts Compatibility – Public Works operates Freightliner and International trucks, ensuring compatibility with current parts, tools, and maintenance procedures. Standardizer reduces inventory costs and simplifies repairs.

Proven Reliability & Performance – Our current fleet of trucks supplied by Viking Cives Ltd. have a demonstrated track record of meeting municipal needs, including durability, performance in local climate conditions, and efficiency in maintenance operations.

Minimized Downtime & Faster Repairs – Using a standardized supplier means mechanics are familiar with the equipment, which speeds up repairs. Additionally, having common parts on hand reduces downtime compared to introducing a new manufacturer.

Typical truck lead times from the date of order placement to delivery for use is over a full calendar year. This would schedule the delivery of this truck in May of 2026.

Co-Operative Purchasing

Section 16 of the Purchasing Policy states the following:

1. The Municipality may participate with other government agencies or public authorities in co-operative purchasing when it is in the best interest of the Municipality.
2. The decision to participate in co-operative purchasing will be made by the Director in concurrence with the Treasurer.
3. The policies of the government agency or public authority calling the cooperative bid are to be the accepted policies for the bid. The Municipality will not be held responsible for any policies regarding cooperative purchasing unless the policies used are its own.

In accordance with Section 16 of the Municipality's Purchasing Policy, Staff obtained a quotation through Sourcewell Pricing from Viking Cives Ltd. for a 2026 Freightliner Single Axle Truck that includes all the required features for the Public Works department.

Sourcewell Pricing, is a cooperative purchasing program that manages solicitation of bidders for government agencies. This purchasing program has special negotiated rates that municipalities can use for the purchase of equipment from specific suppliers.

Cooperative purchasing is procurement conducted by, or on behalf of, one or more Public Procurement Units. Sourcewell's analysts streamline the procurement process by developing RFPs and IFBs for national, competitive solicitations that meet or exceed local requirements. The rigorous process is continually refined to best meet the needs of participating agencies and allows municipalities to offer exceptional products from nationally acclaimed suppliers.

Sourcewell pricings allows Staff to save time and money by purchasing from the ready-to-use, competitively solicited contracts. Sourcewell pricing is a common purchasing process now used by other municipalities.

Made-In-Canada

Viking Cives Ltd. is a Mount Forest, Ontario based manufacturer truck equipment specializing in snow and ice solutions for municipal public works departments. Procurement of locally-made products supports local communities and economic growth.

CONSULTATION:

- Public Works Manager
- Treasurer

FINANCIAL IMPLICATIONS:

The Public Works Truck was budgeted for in the 2025 fleet capital budget for \$450,000.

As the recommendation is to purchase a single axle truck rather than a tandem axle truck there is approximately \$87,500 in cost savings. This will be put into Fleet Reserves to support future purchases.

ALTERNATIVE(S) TO THE RECOMMENDATION:

1. Council to provide alternate direction.

STRATEGIC PLAN ALIGNMENT:

This matter is in accord with the following strategic priorities:

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- **Customer Service:** The municipality offers seamless, responsive service and an exceptional experience for every customer.
- **Growth Management:** Strathroy-Caradoc will be an inclusive community where growth is managed to accommodate a range of needs and optimize municipal resources.

ATTACHMENTS:

None.