

# THE CORPORATION OF THE MUNICIPALITY OF MISSISSIPPI MILLS

## STAFF REPORT

**DATE:** April 7, 2020

**TO:** Committee of the Whole

**FROM:** Guy Bourgon, P.Eng., Director of Roads and Public Works

**SUBJECT:** Fire Truck Conversion Running Gear Tender

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### RECOMMENDATION:

**THAT Committee of the Whole recommend Council direct staff to award the contract for Tender # 20-04 2019/2020 All Running Gear and Complete Install of Supplied All Season Dump Body/Spreader and Assembling Unit Complete to GINCOR Industries in the amount of \$88,931.00 plus HST as detailed in the report by the Director of Roads and Public Works dated March 17<sup>th</sup>, 2020, with the additional funding coming from reserves.**

### BACKGROUND:

Public Works acquired a tanker truck from the Almonte Fire Department and has been systematically converting the truck into a plow truck. This has included removing the tank, shortening the frame, removing all fire related equipment, bodywork and repainting of the unit. The dump body tender was recently awarded to Tenco Inc. The current tender (20-04) is the final tender to obtain all running gear and complete all installations to complete the conversion.

### DISCUSSION:

The tender package for Tender # 20-04 2019/2020 All Running Gear and Complete Install of Supplied All Season Dump Body/Spreader and Assembling Unit Complete was released by the Municipality on February 10, 2020, and subsequently closed on February 27, 2020 at 1:30pm. The advertisements were posted in the Canadian Gazette and on our website. A total of 2 tender submissions were received at the time of closing. Results were as follows:

COMPANY	Total Price
GINCOR Industries	\$88,931.00 plus HST
Viking-Cives Limited	\$91,931.00 plus HST

The above tender submissions were reviewed for accuracy and completeness. Based on the review, staff are presently recommending that GINCOR Industries be awarded

the contract. GINCOR is a reputable supplier of running gear with considerable experience in this field. The Municipality of Mississippi Mills has previously worked successfully with GINCOR on similar installations in our fleet.

#### **FINANCIAL IMPLICATIONS:**

\$205,000.00 was carried in the 2020 Capital Budget for the Fire Truck Conversion under account 2-301-0301-0461. The expenses/revenues to date and the outstanding balance are identified in the table below:

<b>Item</b>	<b>Amount (incl. net HST)</b>
Frame Shortening	\$2,453.71
Painting	\$12,873.66
Universal Supply Group (parts)	\$693.08
Dump Body	\$43,554.40
Plow Equipment	\$90,496.19
<b>Subtotal</b>	<b>\$150,071.04</b>
<b>Internal Transfer to Fire Department</b>	<b>\$78,000.00</b>
Revenue from Sale of Tank	(\$4,000.00)
<b>Total</b>	<b>\$224,071.04</b>
<b>Budget</b>	<b>\$205,000.00</b>
<b>Shortfall</b>	<b>\$19,071.04</b>

The Treasurer has confirmed that the shortfall amount can be paid out of reserves, which is the same funding source as the original budget. Although the conversion cost was somewhat higher than expected, the conversion of the fire truck remains more economical than the purchase of a new plow truck.

#### **SUMMARY:**

Staff is recommending that Tender # 20-04 2019/2020 All Running Gear and Complete Install of Supplied All Season Dump Body/Spreader and Assembling Unit Complete be awarded to GINCOR Industries in the amount of \$88,931.00 plus HST in order to complete the conversion of the fire truck to a plow truck, with the additional funding coming from reserves.

Respectfully submitted,



Guy Bourgon, P.Eng.  
Director of Roads and Public Works

Reviewed by,



Ken Kelly, CAO