

THE MUNICIPALITY OF LAMBTON SHORES

Report DPW 03-2025

Council Meeting Date: February 25, 2025

TO: Mayor Cook and Members of Council
FROM: Nick Verhoeven, Director of Public Works
RE: 2025 Capital Budget – Articulation Tractor RFP Award

RECOMMENDATION:

THAT Report DPW 03-2025 regarding the Proposal award for an Articulating Tractor be received; and

THAT the Proposal received from Work Equipment Limited in the amount of \$219,408.81 net HST for the supply and delivery of an Articulating Tractor be accepted; and

THAT the Mayor and Clerk be authorized to execute any contract documents.

SUMMARY

This report presents a summary of the award for the supply and delivery of a new Articulating Tractor with attachments. Staff is recommending award to Work Equipment Limited.

BACKGROUND

In the 2025 Capital budget Lambton Shores included \$280,500 for the supply and delivery of a new Articulating Tractor with attachments as a lifecycle replacement of an existing tractor. The articulating tractor is utilized in the Public Works and Community Services departments for snow plowing sidewalks during winter and grass cutting in spring, summer and fall. The tender price includes outfitting the truck with attachments including a snow blower, snow plow, salt/sand spreader, brush, and rotary mower deck.



The Request for Proposals was released in January 2025 and closed on February 13, 2025 with 3 submissions. The results are presented below:

Bidder Name	Bid Submission Before Tax	Net Cost to Lambton Shores
Work Equipment Limited	\$ 215,614.00	\$ 219,408.81
Cubex Limited	\$ 216,636.67	\$ 220,449.48
Karcher Municipal North America Inc	\$ 287,040.62	\$ 292,092.53

In accordance with the Municipality’s purchasing policy this purchase must be awarded by Council because the contract value is over \$100,000. Staff have had the opportunity to review and confirm the low proposal. The bid document was found to be complete, is acceptable contractually, the supplier is a reputable dealer that has successfully provided equipment and services to Lambton Shores in the past. As such, staff recommend award of the proposal from Work Equipment Limited.

ALTERNATIVES TO CONSIDER

There are no alternatives. The tender for this equipment was released in keeping with the Municipality’s Purchasing Policy to ensure the Municipality is receiving competitive prices for the purchase.

RECOMMENDED ACTIONS

Staff are recommending that the proposal for the supply and delivery of a new Articulating Tractor be awarded to Work Equipment Limited.

FINANCIAL IMPACT

The Municipality has a budgeted amount of \$280,500 within the 2025 Capital Budget for this purchase. The net of HST price of the proposal received from Work Equipment Limited is \$219,408.81. The unused funds will remain in the Transportation Reserve.

CONSULTATION

Dan Wood, Transportation Manager
Rebecca Clothier, Director of Financial Services