



COUNTY OF WELLINGTON

COMMITTEE REPORT

To: Chair and Members of the Administration, Finance and Human Resources Committee
From: Jackie Osti, Manager of Purchasing and Risk Management Services
Date: Tuesday, September 20, 2022
Subject: **2023 Vehicle and Equipment Purchases**

Background:

Staff entered direct negotiations with two dealerships to place 2023 vehicle orders (below) after experiencing a lack of responsiveness in past vehicle tendering processes. The County Purchasing policy allows single source purchases *"if conducting a competitive process may be determined to be impractical"*. Due to lack of market availability, the intended purchase of electric pickup trucks for the SWS division was not possible.

Additionally, staff received a direct quote from Bobcat of the Tri-Cities utilizing the Canoe procurement programme (AMO) which the County participates in.

Placing the orders now will ensure timely delivery to meet operational requirements and guarantee that the vehicles and equipment are in the build queue.

Vehicle prices reflect the Provincial Vendor of Record (VOR) discount and the Bobcat price reflects a 22% discount through Canoe Procurement Group of Canada.

Company Name	Description	Price excluding H.S.T.
Barry Cullen Chevrolet, Guelph	'23 Silverado 1500 4WD Double Cab	\$64,458.00
Barry Cullen Chevrolet, Guelph	'23 Silverado 1500 4WD Double Cab	\$63,433.00
Reliable Motors (1992) Ltd., Fergus	'23 Transit 150 Cargo RWD	\$60,900.00
Bobcat of the Tri-Cities Ltd., Kitchener	Bobcat UW56	\$83,526.95

Recommendation:

That the quote for the supply and delivery of one van as specified for Property Services be awarded to Reliable Motors (1992) Ltd., of Fergus, Ontario at the total amount of \$60,900.00 exclusive of HST @ 13%: and

That the quote for the supply and delivery of two pick-up trucks as specified for the Solid Waste Services division be awarded to Barry Cullen Chevrolet of Guelph, Ontario at the total amount of \$127,891.00; and

That the quote for the supply and delivery of one bobcat as specified for The Brad Whitcombe Green Legacy Nursery be awarded to Bobcat of the Tri-Cities of Kitchener, Ontario at the total amount of \$83,526.95; and

That the 2023 Vehicle and equipment capital budget be updated accordingly; and

That Purchasing and Risk Management staff be authorized to issue the necessary purchase orders.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jackie Osti".

Jackie Osti

Manager

Purchasing and Risk Management Services