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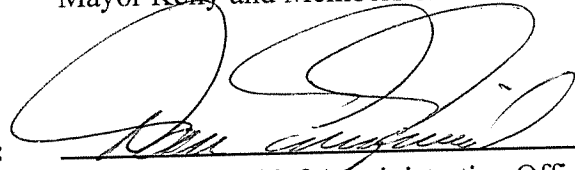


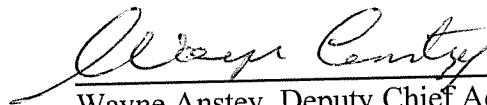
PO Box 1749  
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**Halifax Regional Council**  
**November 7, 2006**

**TO:** Mayor Kelly and Members of Halifax Regional Council

**SUBMITTED BY:**

  
\_\_\_\_\_  
Dan English, Chief Administrative Officer

  
\_\_\_\_\_  
Wayne Anstey, Deputy Chief Administrative Officer - Operations

**DATE:** October 25, 2006

**SUBJECT:** **Award of Tender No. 06-090, Two (2) Refuse Trailers c/w Top  
Opening Door and Auxiliary Gasoline Engine**

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**ORIGIN**

The Approved 2006/07 Capital Budget, Project #CHI00577 and operation of the two refuse depots.

**RECOMMENDATION**

It is recommended that Council award Tender No. 06-090, Two (2) Refuse Transfer Trailers c/w Top Opening Door and Auxiliary Gasoline Engine, to Wilkens Industries Inc. at the unit prices quoted of \$96,602.00 (US dollars) per trailer unit, for a total tender price for two (2) trailers of \$227,078.37 (Cdn. dollars) including net HST, estimated at current exchange rates with funding authorized as per the Budget Implications section of this report.

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**BACKGROUND**

The Region operates two rural refuse depots in Sheet Harbour and Middle Musquodoboit. These depots service the local areas and allow for consolidation of the refuse collected curbside in these areas for efficient transport to the Otter Lake waste processing and disposal site. The purchase of two new trailers was identified as a priority to replace two trailers that are more than fifteen years old, that require a lot of downtime for maintenance or repair and are at the end of their reliable life cycle. The two (2) refuse trailers required are specialty equipment so nine vendors/suppliers, both local and throughout North America, were contacted to ensure wide circulation of the tender as part of the public procurement process.

**DISCUSSION**

Tender No. 06-090 was called July 25, 2006 and closed on August 17, 2006. The tender package was also made available to nine firms that had either built trailers in the past or were possibly capable of building trailers of this type. The following bid, including net HST was received:

<b><u>Name of Company</u></b>	<b><u>Total Price (net HST included)</u></b>
Wilkens Industries Inc.	* \$227,078.37 (estimated Cdn. dollars including net HST at current exchange rates)

\* The pre-tax Bid price received, in US Funds, for two (2) trailers was \$193,204.00

This tender response meets the specifications and requirements of the Region. Wilkens Industries Inc. has previously built trailers of this type and the trailers have performed satisfactorily (per the references). Delivery is within 120 days from the date of order. The trailers are 2007 model year.

Staff have confirmed that all nine potential vendors/suppliers who were notified did receive the tender package. Some of the contacted firms do not supply trailers of this type. Two of the firms who have supplied trailers of this type in the past to HRM, over the past 20 years, did not respond to this tender. Upon review and after contacting all potential vendors, staff is satisfied that re-tendering would not produce a different result. The two refuse trailers were publicly tendered and the tender was widely distributed to several known potential vendors/suppliers (totalling nine). It is unlikely that a new group of potential vendors/suppliers for this specialty equipment can be identified as all known potential trailer vendors/suppliers have been contacted.

For cost comparison, two new refuse trailers were purchased in Fiscal Year 2000/01 for approximately \$205,000.00 Cdn. Considering inflation and the rise in costs of energy, steel and other raw materials over the last six years, the current price for two refuse trailers is comparable to the price in 2000/01.

Two new refuse trailers are currently greatly needed to replace two trailers that are more than fifteen years old that have high maintenance/repair costs and significant downtime. The acquisition of two refuse trailers was originally scheduled for Fiscal 05/06, however, as approved by Regional Council, the project was deferred to enable additional funding for the construction of a larger Cell 4 at the Otter Lake facilities.

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**BUDGET IMPLICATIONS**

Financial Services has confirmed that funding is available in the Approved 2006/07 Capital Budget from Account No. CHI00577, Refuse Trailers - Rural Depots in the amount of \$250,000. Based on the tendered price of \$227,078.37 including net HST (at current exchange rates), funding is available. Account No. CHI00577 is funded from Capital Reserve Q123, Waste Resources Capital Reserve; sufficient additional funding is available to cover fluctuations in the Canadian-US exchange rate from current.

**FINANCIAL MANAGEMENT POLICIES / BUSINESS PLAN**

This report complies with the Municipality's Multi-Year Financial Strategy, the approved Operating, Capital and Reserve budgets, policies and procedures regarding withdrawals from the utilization of Capital and Operating reserves, as well as any relevant legislation.

**ALTERNATIVES**

No alternatives are recommended. With the current age and condition of some of the trailers used at the rural refuse depots, new trailers are greatly needed and service impacts would be expected if trailers are not acquired promptly.

**ATTACHMENTS**

N/A

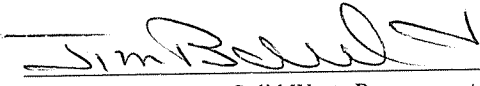
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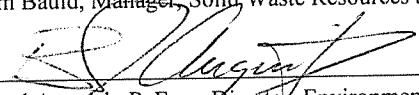
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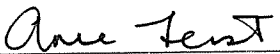
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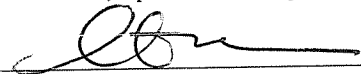
A copy of this report can be obtained online at <http://www.halifax.ca/council/agendasc/cagenda.html> then choose the appropriate meeting date, or by contacting the Office of the Municipal Clerk at 490-4210, or Fax 490-4208.

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