

## MANAGEMENT REPORT

**Date:** April 13, 2026  
**To:** Mayor and Council  
**From:** Brent Raycraft, Manager of Fleet Operations  
**Report Number:** COU26-045  
**Attachments:** T-2026-03 Bid Analysis

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**Title:** To Supply and Deliver Seven (7) Vehicles

**Objective:** To obtain Council approval to award Tender T-2026-03 for the supply and delivery of seven (7) replacement Fleet vehicles, as follows: Three (3) Mid-Size Hybrid SUVs to Listowel CDJR LTD of Listowel Ontario, Two (2) Full Size Hybrid Pickup Trucks to East Court Ford Lincoln of Toronto Ontario and Two (2) Full Size Work Vans to Blue Mountain Chrysler Ltd. Of Collingwood Ontario.

**Background:** In accordance with the approved 2026 Capital Budget, the Fleet Division has consolidated the purchase of seven (7) vehicles to replace the aging assets. Of these replacements, five (5) will be transition from gasoline-only to hybrid models, supporting the City's ongoing efforts to improve fleet efficiency and reduce green house gas emissions. The seven (7) vehicles included in this procurement are: three (3) hybrid mid-size SUVs (D.7.4, D.7.5 and a carry over from 2025 D.7.), two (2) full size hybrid pickup trucks (D.7.1 and D.7.1) and two (2) full size one ton work vans (D.7.6 and D.7.7). Staff issued the tender through the City's Bids and Tenders platform and received four (4) submissions. Following review, staff determined that a shared award to Listowel CDJR Ltd of Listowel, East Court Ford Lincoln of Toronto and Blue Mountain Chrysler LTD. of Collingwood, represents the compliant bids that best meet the required specifications for each vehicle category.

**Analysis:** This procurement supports the Fleet Division's vehicle replacement program and the City's broader climate sustainability objectives. With this purchase, the City will add five (5) additional hybrid vehicles to the municipal Fleet, bringing the total number of hybrid vehicles in service to thirty-nine (39). The transition from gasoline -only vehicles to hybrid models is expected to reduce fuel consumption and lower greenhouse gas emissions over the life cycle of the vehicles. The two (2) one (1) ton vans are intended to meet operational requirements for service delivery while also complying with current emissions standards applicable to their class.

## **Financial Implications:**

### **Financial impact to current year operating budget:**

The 2026 Budget had an overall total approval amount of \$470,000.00, the total amount of the submissions to be awarded is \$419,495.86 taxes not included, \$474,030.32 HST included, non-refundable HST totaling \$426,878.99 funded by the Fleet Reserve Fund (R-R11-Flet).

### **Financial impact on future year operating budget:**

Preventative Maintenance Service only until warranty expires.

### **Link to asset management plan and strategy:**

Based on the estimated future timing and replacements cost of this system, there should be a continued annual impact on future year operating budgets of approximately \$43,000. This is captured during the budget process, in the transfers to capital reserves to set aside funds for the eventual replacement with a useful lifecycle of 10 years.

## **Alignment with Strategic Priorities:**

### **Intentionally Change to Support the Future**

This report aligns with this priority as it is optimizing Stratford's physical assets and planning a sustainable future for Stratford's resources and environment.

## **Alignment with One Planet Principles:**

### **Travel and Transport**

Reducing the need to travel, encouraging walking, cycling and low carbon transport.

### **Material and Products**

Using materials from sustainable sources and promoting products which help people reduce consumption.

### **Zero Waste**

Reducing consumption, reusing and recycling to achieve zero waste and zero pollution.

### **Zero Carbon Energy**

Making buildings and manufacturing energy efficient and supplying all energy with renewables.

**Staff Recommendation: THAT the portion of the tender (T-2026-03) for the supply and delivery of three (3) Mid-size SUVs be awarded to Listowel CDJR LTD. at a total tender price of \$178,890.30, including HST;**

**THAT the portion of tender (T-2026-03) for the supply and delivery of two (2) Hybrid Full Size Pickup Trucks be awarded to East Court Ford Lincoln at a total tender price of \$135,956.92, including HST;**

**AND THAT the portion of the tender (T-2026-03) for the supply and delivery of two (2) Full Size One (1) Ton Work Vans be awarded to Blue Mountain Chrysler Ltd. at a total tender price of \$159,183.10, including HST.**

**Prepared by:** Brent Raycraft, Manager of Fleet Operations  
**Recommended by:** Taylor Crinklaw, Director of Infrastructure Services  
André Morin, CPA, Chief Administrative Officer