

MANAGEMENT REPORT

Date: June 9, 2025
To: Mayor and Council
From: Brent Raycraft, Supervisor of Fleet
Report Number: COU25-072
Attachments: None

Title: To Supply and Deliver Wheel Loader with a Plow and Snow Blower Attachments

Objective: To obtain approval to award one Wheel Loader with a plow and blower Attachments to Wille North America Inc. from Stittsville Ontario.

Background: The City of Stratford participates from time to time in procurement programs that are conducted by cooperative buying groups. The Canoe Procurement Group of Canada is a buying group through the Local Authority Service (LAS) and Association of Municipalities of Ontario (AMO) that helps municipalities purchase products and services that they regularly use at preferential pricing. Under the Canoe Procurement Group, municipalities can access high-quality, competitively priced good and services without having to formally issue tenders or RFPs themselves, as LAS has done much of the vetting.

The 2025 Budget included approval to proceed with acquiring a Wheel Loader equipped with plow and snow blower attachments (D.7.11, D.7.12), replacing the 2006 John Deere Tractor and its attachments along with the 2005 RPM snow blower.

Five potential suppliers were contacted using the Canoe Procurement Group of Canada and three responses were received. Wille North America Inc. from Stittsville was identified as providing the only complete package meeting the specified requirements for the attachments needed.

Staff received submissions from the following companies:

- Caterpillar
- Willie North America Inc.
- Case/Delta Equipment.

Analysis: As the City of Stratford progresses toward achieving its Climate Change emissions targets, this Wheel Loader features the latest emissions technology, along with a hydraulic snow blower unit that integrates with the Wheel Loader, eliminating the need for a separate diesel engine like the current blower. This acquisition would enhance the current fleet of heavy equipment and bolster the City's capacity for winter maintenance to meet the operational demands of multiple departments. The addition of a plow unit, coupled with the capacity to clear snow from the downtown core, streets, and large snowbanks using the blower attachment, improving safety and reducing liability for the City.

Financial Implications:

Financial impact to current year operating budget:

The 2025 budget was approved for the expenditure of \$420,000 for the loader and plow and \$98,000 for the snow blower, for a total of \$518,000.00, funded from the Fleet Reserve Fund (R-R11-FLET). The actual spend is \$488,363.96 excluding HST, which equates to \$496,666.15 with non-recoverable HST. Any unspent amounts remain in the fleet reserve for future use.

Financial impact on future year operating budget:

Future years will include preventative maintenance service only of an estimated \$19,000, once manufacturers warranty has expired.

Link to asset management plan and strategy:

Based on the estimated future timing and replacements cost of this system, there should be an annual impact on future year operating budgets of approximately \$35,000. 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 15 years and does not represent an incremental increase to the tax levy.

Alignment with Strategic Priorities:

Developing our Resources

Optimizing Stratford's physical assets and digital resources. Planning a sustainable future for Stratford's resources and environment.

Alignment with One Planet Principles:

Mobility, Accessibility and Design Excellence

Improving ways to get around, to and from Stratford by public transit, active transportation and private vehicle.

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 supply and delivery of a new Wheel Loader with attachments, including plow and snow blower, be awarded to Willie North America Inc. of Stittsville Ontario at a total cost of \$551,851.27, including the HST.

Prepared by:

Brent Raycraft, Supervisor of Fleet

Recommended by:

Taylor Crinklaw, Director of Infrastructure

Adam Betteridge, Interim Chief Administrative Officer