



## REPORT

Report Date: March 14, 2022  
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Meeting Date: March 30, 2022

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TO: Standing Committee on City Finance and Services

FROM: General Manager of Engineering Services and Chief Procurement Officer

SUBJECT: Contract Award for Supply and Delivery of Tridem-Axle Walking Floor Trailers

### **RECOMMENDATION**

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, City's Director of Legal Services, and the City's Chief Procurement Officer, and enter into a contract with C Keay Investments Ltd. – DBA Ocean Trailer, for Supply and Delivery of Tridem-Axle Walking Floor Trailers, for a term of five (5) years, with the option to extend for two (2) additional one-year terms, with an estimated contract value of \$2,194,060, plus applicable taxes over the initial 5-year term, to be funded through the Vehicles & Equipment Replacement Capital Budget.
- B. FURTHER THAT the Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services be authorized to execute on behalf of the City the contract contemplated by Recommendation A.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

### **REPORT SUMMARY**

The City issued an RFP PS20210771 on August 13, 2021 for Supply and Delivery of Tridem-Axle Walking Floor Trailers. The RFP was advertised on City of Vancouver website and BC Bid and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008. City staff on the (RFP) evaluation committee and, subsequently, Bid

Committee have considered the responses received, and on that basis recommend that the City negotiate and if such negotiations are successful enter into a contract as describe above with C Keay Investments Ltd. – DBA Ocean Trailer.

### ***COUNCIL AUTHORITY/PREVIOUS DECISIONS***

The City's Procurement Policy ADMIN-008 requires that contracts with values over \$2 million must be approved by Council following review and recommendations by the Bid Committee. The Bid Committee has considered and recommended C Keay Investments Ltd. – DBA Ocean Trailer as the successful proponent.

### ***CITY MANAGER'S/GENERAL MANAGER'S COMMENTS***

The City Manager recommends approval of the foregoing.

### ***REPORT***

#### ***Background/Context***

This RFP concerned the City's interest in seeking proponent(s) who are able to provide tridem-axle walking floor trailers while meeting the City's operational and budgetary requirements. The City is interested in the immediate procurement of eleven (11) tridem axle walking floor trailers, with an option to purchase additional trailers during the term of the agreement, if required.

Transfer and Landfill Operations crews uses the tridem-axle walking floor trailers connected to tandem-axle tractors to haul refuse, waste material, yard trimmings and food scraps from the South Vancouver Transfer Station to the Vancouver Landfill.

The purpose of the RFP was to identify suppliers with demonstrated capability to meet the City's estimated demand over the term of the contract at competitive pricing and satisfactory service requirements.

#### ***Strategic Analysis***

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from C Keay Investments Ltd. – DBA Ocean Trailer, Tycrop Trailers and Wilkens Industries. The responses were evaluated through the work of an evaluation team comprised of representatives from Engineering Services (Fleet and Manufacturing Services and Transfer and Landfill Operations) under the stewardship of Supply Chain Management to ascertain if the responses offered good overall value to the City, both quantitative and qualitative factors were evaluated.

Some of the Criteria considered in the overall evaluation process included:

- Proponent Overview: company profile, reputation and capabilities and its area(s) of expertise. Skills, Knowledge and previous experience with the City, other municipalities and other organizations; proven track record with similar trailers;

- Technical Requirements: supplier's ability to meeting the City's technical specifications, service and support; and,
- Financial offering, including competitive pricing.

Based on the overall evaluation, the team concluded that the proposal submitted by C Keay Investments Ltd. – DBA Ocean Trailer, best met the City's requirements and provided best overall value to the City.

### ***Financial***

Finance has reviewed and confirmed that funding is available from the approved Vehicles & Equipment Replacement Capital Budget. As a result of the RFP, the City is able to achieve cost certainty for the proposed five-year (5) term.

### ***Environmental***

C Keay Investments Ltd. – DBA Ocean Trailer has demonstrated compliance with the City's Supplier Code of Conduct, has satisfied the Supplier and Workplace Diversity and Environmental Sustainability Questionnaires.

### ***Legal***

The City's Procurement Policy requires that all contracts that have been awarded by Bid Committee and Council will be signed by the Director of Legal Services.

### ***CONCLUSION***

In summary, City staff recommends that the City of Vancouver negotiate and enter into five (5) year contract, with the option to extend the contract for an additional two (2) one-year terms, with C Keay Investments Ltd. – DBA Ocean Trailer, for Supply and Delivery of Tridem-Axle Walking Floor Trailers.

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