



REPORT

Report Date: October 28, 2022
Contact: Alexander Ralph
Contact No.: 604.829.2092
RTS No.: 15400
VanRIMS No.: 08-2000-20
Meeting Date: December 7, 2022

[Submit comments to Council](#)

TO: Standing Committee on Policy and Strategic Priorities
FROM: General Manager and Chief Procurement Officer of Engineering Services
SUBJECT: Contract Award for Heavy Duty Equipment Rentals and Leases

RECOMMENDATION

- A. THAT Council authorize City staff to negotiate, to the satisfaction of the City's General Manager of Engineering Services, the City's Director of Legal Services, and the City's Chief Procurement Officer, and execute three-year standing offer agreements with the following fifteen vendors for the optional rental or lease of heavy duty equipment, with the estimated aggregate value of all of the agreements to be \$4,800,000 plus applicable taxes, which is to be funded through the approved 2022 Engineering Operating and Capital budgets:

Finning Canada;
United Rentals;
Prairie Coast Equipment Inc.;
Frontline Machinery Ltd.;
Foreman Equipment Ltd.;
Rollins Machinery;
Kodiak Trucking & Equipment Ltd.;
Britco BOXX Limited Partnership;
Cooper Equipment Rentals;
Douglas Lake Equipment Ltd.;
Vanport Enterprises Ltd.;
Vimar Equipment Ltd.;
Westerra Equipment;
Big Dig Excavating Ltd.; and
Westvac Industrial Ltd.

- B. THAT the City's Director of Legal Services, its Chief Procurement Officer, and its General Manager of Engineering Services be delegated authority to execute the agreements described in Recommendation A on behalf of the City.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until each aforementioned agreement is executed by the authorized signatories of the City.

REPORT SUMMARY

The City issued a Request for Applications ("RFA") PS20210867 on March 7, 2022 for Heavy Duty Equipment Rentals and Leases. The RFA was advertised on the City of Vancouver website and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008. City staff on the RFA 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 with the 15 vendors described above.

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 the above-listed vendors as the successful applicants.

CITY MANAGER'S/GENERAL MANAGER'S COMMENTS

The City Manager recommends approval of the foregoing.

REPORT

Background/Context

The City's Engineering Services Department has ongoing requirements for heavy duty equipment, which it uses to substitute for the City's existing equipment that has been damaged or in need of repair, supplement the City's existing equipment inventory, and to provide a mechanism by which the City can test-trial a new piece of large equipment prior to making a purchasing decision to add to the City's existing equipment inventory.

The City's intent with the Request for Applications (RFA) was to pre-qualify multiple vendors to ensure:

- i) Supply of commonly-required heavy duty equipment to meet the City's needs, including during peak requirement;
- ii) Secure competitive prices for heavy duty equipment; and
- iii) Supply of unique and highly-specialized heavy duty equipment at known, fixed prices during the contract term.

Strategic Analysis

The RFA was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from the list of proponents described above.

Applications received were evaluated through the work of an evaluation team comprised of representatives from Engineering Services 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, including but not limited to: financial terms; applicants' skills and knowledge; reputations and previous experiences, including experiences with the City; applicants' capabilities to perform the City's expected services described in the RFA as and when needed; quality and service factors; innovation; environmental and social sustainability; and transition challenges and costs.

Based on the overall evaluation, the team concluded that all of the aforementioned applicants were in compliance with the RFA and determined to be acceptable vendors with which to enter into standing offer agreements for the provision of heavy duty equipment rentals and leases.

Financial

Financial Planning & Analysis (FP&A) has reviewed the cost of the goods and services and confirmed that funding is available from the approved 2022 Engineering Operating and Capital budgets. As a result of the RFA, the City is able to achieve cost certainty for the proposed three (3)-year term.

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 fifteen (15) three (3)-year standing offer agreements with the following vendors for heavy duty equipment rentals and leases:

Finning Canada;
United Rentals;
Prairie Coast Equipment Inc.;
Frontline Machinery Ltd.;
Foreman Equipment Ltd.;
Rollins Machinery;
Kodiak Trucking & Equipment Ltd.;
Britco BOXX Limited Partnership;
Cooper Equipment Rentals;
Douglas Lake Equipment Ltd.;
Vanport Enterprises Ltd.;
Vimar Equipment Ltd.;
Westerra Equipment;
Big Dig Excavating Ltd.; and

Westvac Industrial Ltd.

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