

**APRIL 09, 2025**

**COMMITTEE OF THE WHOLE**

**REPORT NO. CW-031-2025**

**AWARD OF CONTRACT NO. PW-2025-10 FOR THE  
SUPPLY AND DELIVERY OF TWO (2) TANDEM AXLE SNOW PLOWS**

**BILL GUY  
INTERIM DIRECTOR, PUBLIC WORKS**

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**RECOMMENDATIONS**

**THAT** the Committee of the Whole, prior to 2026 budget approval, allow the Public Works Department to proceed with purchasing two (2) fully equipped heavy weight tandem axle snow plows complete with sander/plow units at a quoted combined cost of \$794,002.00, excluding taxes; and

**THAT** the Committee of the Whole recommends awarding Contract No. PW-2025-10 for the supply and delivery of two (2) heavy weight truck chassis in 2026 as part of a tandem axle snow plow to Aebi-Schmidt Canada Inc. (formerly ELP, Equipements Lourds Papineau Inc.) at the submitted bid price of \$420,000.00, excluding taxes; and

**THAT** the Committee of the Whole recommends awarding Contract No. PW-2025-10 for the supply and delivery of two (2) complete sander/plow units in 2026 as the second part of a fully equipped tandem axle snow plow to Aebi-Schmidt Canada Inc. at the submitted price of \$374,002.00, excluding taxes.

**FINANCIAL IMPLICATIONS**

The financial impact of this purchase will be realized in the 2026 Capital budget. Supply chain issues and delays are still a possibility and necessitate tendering for snow removal equipment a year in advance. Truck chassis are purchased in the United States and the estimated costs provided by the suppliers does not take into account the possibility of a tariff being imposed prior to, or during, award and/or supply.

Cost breakdown is as follows:

<b>RFQ - PW-2025-10: Supply and Delivery of Two (2) Tandem Axle Snow Plows</b>	<b>RFQ Total Costs</b>
Heavy Weight Truck Chassis (2)	\$420,000.00
Complete Sander/Plow Unit (2)	\$374,002.00
Non-Rebateable HST (1.76%)	\$13,974.44
<b>Total Replacement Capital Cost</b>	<b>\$807,976.44</b>

The total 2026 amount to purchase two (2) heavy weight trucks, complete with sander/plow units, is \$794,002.00 as per tender, pre-tax. A savings of \$55,998.00 over the estimated \$850,000.00 identified for the purchase of two (2) tandem axle snow plows in the 2026 Asset Management Plan.

### **CLIMATE CHANGE IMPLICATIONS**

Vehicles purchased are specified with an engine horsepower rating capable of performing the required duties at an acceptable per kilometre fuel consumption ratio. Larger sized engines are discouraged unless the fuel consumption ratio can be shown to outperform the smaller engine. Trucks are equipped with the latest in emission controls.

### **ACCESSIBILITY CONSIDERATIONS**

This report can be made available in alternate accessible formats on request. The United Counties of Leeds and Grenville makes every effort to provide services in a manner that is inclusive to ensure accessibility barriers are reduced or eliminated, where possible.

### **COMMUNICATIONS CONSIDERATIONS**

This was a publicly advertised tender open to any and all bidders interested in supplying the Counties with the two (2) fully equipped tandem axle snow plows. The report will be available on the Counties' website for public consumption.

### **BACKGROUND**

As identified through the Asset Management Plan, replacing two (2) of the twenty (20) in-house front-line heavy weight winter maintenance trucks will be required annually. This purchase is required to replace two (2) units identified for replacement in 2026 by the Asset Management Plan at an estimated 2026 cost of \$425,000.00, per unit.

Public Works staff has assessed the service life of a front-line snow plow at ten (10) years to minimize costly repairs and maintain a reliable winter maintenance fleet. Every truck will, however, be retained for twelve (12) years. The last two (2) years of the life cycle being in the role of a spare truck in the event a front-line truck needs to be taken out of service for any length of time during the winter maintenance season. With twenty (20) in-house front-line trucks, the Department will be required to purchase two (2) new trucks annually.

After twelve (12) years in service, the trucks will be taken out of service and sold on the Government Deals website once their replacements arrive.

## **DISCUSSION/ALTERNATIVES**

On February 28, 2025, an RFQ (Request for Quotations) was tendered to purchase two (2) fully equipped heavy weight tandem axle snow plows complete with sander/plow units for 2026.

The two (2) major heavy snow plow suppliers in our area have both stated in the past a possible turnaround time of fifty-two (52) to fifty-three (53) weeks from the issuance of a purchase order (PO) to the delivery of the fully equipped units to their respective Garages and in time for the start of the following (2026/2027) winter maintenance season. Heavy weight truck chassis are not made in Canada and must be purchased from the United States. Tendering early ensures that the Counties enters the queue for construction and receives the replacement units in time for the 2026/2027 winter maintenance season.

On March 26, 2025, three (3) submissions were received for the supply and delivery of two (2) fully equipped heavy weight tandem axle snow plows complete with sander/plow units. All submissions met the Counties mandatory requirements and criteria with the technical adherence to specifications and warranties, with Aebi-Schmidt Canada Inc. being the lowest tendered bid price at a cost of \$794,002.00, pre-tax.

## **ATTACHMENTS**

Nil.

The report set out above has been reviewed and the information verified by the individuals listed below.

**BILL GUY**  
**INTERIM DIRECTOR, PUBLIC WORKS**

**MARCH 31, 2025**  
**DATE**

**PAT HUFFMAN**  
**TREASURER**

**MARCH 31, 2025**  
**DATE**

**ALISON TUTAK**  
**INTERIM CHIEF ADMINISTRATIVE OFFICER**

**APRIL 1, 2025**  
**DATE**