

# Municipality of East Ferris

## Report to Council

Report No.: COMM-2023-01

Date: January 10, 2023

Originator: Greg Kirton, Director of Community Services

Subject: RFQ – Facilities and Recreation Department Pick Up Truck

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### RECOMMENDATION

1. That the Municipality of East Ferris proceed with the purchase of the vehicle outlined in the bid by Mac Lang Sundridge for a total purchase price of \$60,130 +HST.
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### BACKGROUND

On November 29, 2022, the municipality put out a request to regional truck dealerships to submit a quote for our RFQ process, with the goal of purchasing a new crew cab 4x4 truck for use in the Facilities and Recreation Department. This item was budgeted for in the 2022 capital budget. Five (5) quotes were received from four (4) different dealerships before the closing date of December 13, 2022.

In 2021, the municipality budgeted \$50,000 for a new pickup truck; however, due to supply issues during covid and extremely high pricing, a new truck was not purchased and the money was carried forward to 2022. It is now possible to purchase a new vehicle in a reasonable time frame, but pricing remains higher than the budgeted \$50,000.

The submissions that we received were as follows:

#### Farquar Chrysler #1

Model – 2022 RAM 1500 Crew Cab 4x4

Mileage – 27,000kms

Colour – Flame Red

Availability – In Stock

Warranty – 3yr/60,000km basic, 5yr/100,000km powertrain

Price - **\$49,530** +HST

#### Farquar Chrysler #2

Model – 2023 RAM 1500 Crew Cab 4x4

Mileage – New  
Colour – Granite Crystal  
Availability – 4 to 8 months  
Warranty – 3yr/60,000km basic, 5yr/100,000km powertrain  
Price – **57,837** +HST

### **Mac Lang Sundridge**

Model – 2022 RAM 1500 Crew Cab 4x4  
Mileage – New  
Colour – Bullet Silver  
Availability – January 17, 2023  
Warranty – 3yr/60,000km, 5yr/100,000km powertrain  
Price - **\$60,130** +HST

Extras – Goodyear Duratrac Winter Tires on Steel Rims

### **Savage Ford**

Model – 2023 F-150 XL Crew Cab 4x4  
Mileage – New  
Colour – Iconic Silver  
Availability – 4 to 8 months  
Warranty – 3yr/60,000km basic, 5yr/100,000km powertrain  
Price - **\$61,118** +HST

### **Tremblay Chevrolet**

Model – 2023 Chevrolet Silverado 1500 Crew Cab 4x4  
Mileage – New  
Colour – Dark Ash Metallic  
Availability – TBD  
Warranty - 3yr/60,000km basic, 5yr/100,000km powertrain  
Price - **\$65,481** +HST

The first quote from Farquar Chrysler came in at approximately \$10,000 below the other quotes, but this was because the vehicle is used having 27,000 kms on it, and red in colour which does not fit in well with our existing vehicle line up. Staff primarily focused on the quotes for new vehicles.

The remaining four quotes all represent very similar vehicles from three different manufacturers. All of the vehicles meet our checklist of requirements that was provided in the RFQ and all

would serve the needs of our Facilities and Recreation Department. There is a \$7,644 gap in price spanning the four vehicles.

Our biggest concern with these four quotes relates to availability. Of them, two have delivery dates of 4-8 months and another a delivery date of 'TBD'. The final one, from Mac Lang in Sundridge, has an availability of January 17, 2023. It is important that the truck be available and ready to use for the start of the summer season so that grass cutting and other parks work can be done in an efficient manner, saving time and costs. Based on this, the 2022 RAM from Mac Lang would be the preferential choice to ensure that we can meet our operational needs.

The downside to the 2022 RAM option from Mac Lang is that it is \$2,293 more expensive than the 2023 RAM from Farquar. The additional cost is offset partially by the inclusion of a set of winter tires with the 2022 RAM from Mac Lang. With regards to the model year, the RAM 1500 line underwent a major refresh in 2019, with an additional major overhaul seemingly planned for 2024. It does not appear that there are any significant changes between the 2022 and 2023 model outside of styling options. Mechanical and structural components appear to be nearly identical between the two model years.

Weighing all of the previous information, staff recommend that we purchase the 2022 RAM from Mac Lang. This is primarily based on the availability date to ensure that we can make use of the vehicle as soon as possible and have it for our operations leading into the spring and summer months.

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## OPTIONS

1. Option 1

That the Municipality of East Ferris proceed with the purchase of the vehicle outlined in the bid by Mac Lang, for a total purchase price of \$60,130+HST.

2. Option 2

That the municipality purchase a vehicle from another dealership who submitted a price.

3. Option 3

That the municipality does not go forward with the purchase of a vehicle at this time.

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## FINANCIAL IMPLICATIONS

The purchase of the new vehicle would cost the municipality an additional \$10,130 over the budgeted amount of \$50,000 (based on the recommended vehicle selection). Vehicle prices have risen over the past 2 years since the original budgeted amount was established prior to the 2021 budget period and it is not possible to get a 4x4 vehicle with a crew cab for this price.

Although we need to spend more than initially budgeted, a new truck is required to more efficiently perform our work duties in the Facilities and Recreation Department. This primarily impacts our spring, summer, and fall maintenance and our ability to move employees around the municipality for different jobs such as grass cutting and general maintenance at our parks and facilities. We utilize multiple storage locations for our equipment and mobility is important for our crews to function at the highest level possible.

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## RECOMMENDATION

1. It is recommended that the Municipality of East Ferris proceed with the purchase of the vehicle outlined in the bid by Mac Lang for a total purchase price of \$60,130+HST.

Respectfully Submitted,



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Greg Kirton  
Director of Community Services

I concur with this report,  
and recommendation



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Jason H. Trottier, HBBA, CPA, CMA  
CAO/Treasurer