



BID COMMITTEE REPORT

Meeting Date: October 27, 2022
Contact: Alexander Ralph
Contact No.: 604 829 2092

TO: Bid Committee
FROM: Chief Procurement Officer

RECOMMENDATION

The Chief Procurement Officer recommends that the Bid Committee approve, under the authority of the City’s Procurement Policy ADMIN-008, the execution of standing offer agreements for the rental and lease of heavy duty equipment with the following fifteen companies that submitted responses to the City’s Request for Applications (“RFA”) PS20210867 – Heavy Duty Equipment Rentals and Leases:

- Finning Canada [dba The Cat Rental Store], 19050 94 Ave., Surrey, BC V4N 4X8;
- United Rentals, 303 Vernon Drive, Vancouver, BC V6A 3N3;
- Prairie Coast Equipment Inc., 44158 Progress Way, Chilliwack, BC V2R 0W3;
- Frontline Machinery Ltd., 43779 Progress Way, Chilliwack, BC V2R 0E6;
- Foreman Equipment Ltd., 31244 South Fraser Way, Abbotsford, BC V2T 6L5;
- Rollins Machinery, 21869 56th Ave., Langley, BC V2Y 2M9;
- Kodiak Trucking & Equipment Ltd., 25167 50th Ave., Aldergrove, BC V4W 1A4;
- Britco BOXX Limited Partnership, 21690 Smith Crescent, Langley, BC V2Y 0W6;
- Cooper Equipment Rentals, 3525 Lougheed Hwy, Vancouver, BC V5M 2A6;
- Douglas Lake Equipment Ltd., 17924 56 Ave., Surrey, BC V3S 1C7;
- Vanport Enterprises Ltd., 8626 Commerce Court, Burnaby, BC V5A 4N6;
- Vimar Equipment Ltd, 7445 Lowland Drive, Burnaby, BC V5J 5A8;
- Westerra Equipment, 3349 Mount Lehman Road, Abbotsford, BC V2T 5M1; and
- Big Dig Excavating Ltd., 17870 94th Ave., Surrey, BC V4N 4A2
- Westvac Industrial Ltd., #107, 9488 189 Street, Surrey, BC V4N 4W7

The City will only execute the aforementioned agreements after the other requirements of the City’s Procurement Policy are satisfied and City staff have negotiated and finalized agreements with each of the aforementioned companies.

Solicitation Number:	PS20210867 Request for Applications
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Description of the Goods and Services:	Heavy Duty Equipment Rentals and Leases
Recommended Vendors:	<p>Finning Canada [dba The Cat Rental Store] 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 Douglass Lake Equipment Ltd. Vanport Enterprises Ltd. Vimar Equipment Ltd. Westerra Equipment Big Dig Excavating Ltd. Westvac Industrial Ltd.</p>
Contract Term and Estimated Contract Value:	<p>The recommended term for each of the 15 agreements is three (3) years.</p> <p>The estimated aggregate value of all of the agreements is \$4,800,000 plus applicable taxes, over the three (3)-year term of the agreements.</p>

PROCUREMENT SUMMARY

Date of Issuance of RFA:	March 7, 2022
Notices Sent:	Supply Chain Management sent notices to 25 proponents.
Closing Date:	April 19, 2022
Responses Received:	Finning Canada [dba The Cat Rental Store]
	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.
Westvac Industrial Ltd.	

Applications received were evaluated using quantitative and qualitative tools and assessments as appropriate, to determine which Applications offer overall best value to the City. The City's evaluation of Applications considered criteria 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 costs or challenges.

COMMENTS

For the recommended agreements, the following requirements have been met:

- a) The solicitation documents were publicly advertised in accordance with the City's Procurement Policy ADMIN-008;
- b) The agreements that staff proposes that the City execute with the fifteen compliant vendors offer value at competitive prices, determined in accordance with the criteria, factors or methods previously disclosed in the public solicitation documents;
- c) Financial Planning & Analysis and the applicable business unit have reviewed and concur on the budget and recommendation;

- d) Bid Committee approval authority exists, as outlined in the City's Procurement Policy ADMIN-008 and Council approval is required under the City's Procurement Policy ADMIN-008 due to the value being in excess of \$2 million;
- e) The Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services are to be authorized to execute and deliver all legal documents on behalf of the City; and,
- f) The Bid Committee approval is pre-contract award, the final contract information may vary subject to final negotiations and award.

DECISION

The Bid Committee approved, under the authority of the City's Procurement Policy ADMIN-008, the execution of standing offer agreements for the rental and lease of heavy duty equipment with the following fifteen companies:

Finning Canada [dba The Cat Rental Store];
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;
Douglass Lake Equipment Ltd.;
Vanport Enterprises Ltd.;
Vimar Equipment Ltd.;
Westerra Equipment; and
Big Dig Excavating Ltd.
Westvac Industrial Ltd.