



WEST HANTS REGIONAL MUNICIPALITY REPORT

Information ☐	Recommendation ☒	Decision Request ☐	Councillor Activity ☐
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To: West Hants Regional Municipal Committee of the Whole

Submitted by: Kathy Kehoe, Director Community Development

Date: May 7, 2024

Subject: **Tender Award – Community Development – Three (3) Open Station Sub Compact Tractors**

LEGISLATIVE AUTHORITY

Municipal Government Act, Section 65, Powers to expend funds for a municipal purpose.

RECOMMENDATION

Council approve the award of tender WWHCD24-03 to Nova International Ltd. to purchase Three (3) new BX2380 Open Station Sub Compact Tractors at a purchase price of 20,116.35 each for a grand total of \$60,349.05 plus applicable taxes.

BACKGROUND

Property ☐	Public Opinion ☐	Environment ☐	Social ☐	Economic ☒	Councillor Activity ☐
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At the March 26, 2024, Council meeting the following motion was approved:

“...that an allocation of \$60,000 be pre-approved for the 2024/25 Capital Budget to support the procurement and purchase of three Sub Compact mowers (Tractors) to be taken from the Operating Reserve.”

Tenders were called on the Provincial Procurement site and closed on April 25, 2024.

DISCUSSION

Three proponents responded to the public tender, as follows:

Tender WHRMCD24-03 Purchase Three (3) Sub Compact Open Station Tractors				
Vendor	Item	Purchase Price for three units	Total Value (including applicable taxes)	Average Score
	Option 1 - 16.6 HP			
Green Diamond Equipment Ltd.	Did not tender			
Nova International Ltd.	Kubota #BX1880 – 16.6 Hp DSL – HST 2-4WD Open Station Tractor	\$49,746.90 plus hst	\$51,881.04	97.66/100
PROTOTYPE Integrated Solutions	Did not tender			
	Option 2 – 21.5 Hp – 22 Hp			
Green Diamond Equipment Ltd.	3 Cylinder Diesel 21.5 hp	\$69,950 plus hst	\$72,950.85	87/100
Nova International Ltd.	Kubota #BX2380 -1-21.6 Hp DSL – HST 2-4WD Open Station Tractor	\$60,349.05 plus hst	\$62,938.96	100/100
PROTOTYPE Integrated Solutions	Kioti Liquid Cooled 3 Cyl. Diesel 22 Hp	\$120,033.90 plus hst	\$125,183.35	67/100
	Option 3 – 22 Hp – 24.8 Hp			
Green Diamond Equipment Ltd.	John Deere 3 Cylinder Diesel 23.9 Hp	\$75,450 plus hst	\$78,686.80	94.66/100
PROTOTYPE Integrated Solutions	Kioti Liquid Cooled 3 Cyl. Diesel 22 Hp	\$120,033.90 plus hst	\$125,183.35	61.8/100
Nova International Ltd.	Kubota #BX2680 24.8 Hp DSL -HST-2-4 WD Open Station Tractor	\$73,369.41 plus hst	\$76,516.95	97.5/100

The tender was evaluated by Community Development Staff to confirm compliance with the requested specifications and that it would meet our operational requirements.

Staff have identified that the BX1880 (16.6 hp) in Option 1 would meet our existing requirements, however, are recommending Council consider approving the tender award to Nova International Ltd. for Option 2, the BX2380 (21.5 hp). The variance between the two options is \$11,056.98. The Kubota BX2380 is a compatible machine to our three other Kubota BX Tractors (2012, 2018 & 2021) and would increase the longevity of the implements currently owned by WHRM (mower decks, backhoe, and front-end loaders). Investing in the BX2380

now, will reduce the need for additional purchases or upgrades in the long term. Furthermore, investing in the BX2380 increases the capacity of our team as it relates to productivity should one of the older tractors be out for servicing or repairs.

Staff are recommending the tender award of \$60,349.05 plus applicable taxes to purchase Three (3) Sub Compact Open Station Tractors.

NEXT STEPS

If approved staff will proceed with purchase.

FINANCIAL IMPLICATIONS

A \$60,000 allowance for the purchase of three sub compact mowers was pre-approved at the March 26th regular municipal council meeting to be included in the 2024-25 Community Development capital budget.

The total expense portion of this purchase after the rebate is \$62,938.02 which is \$2,398.02 over the pre-approved allocation. Should Council approve the award for Option 2 with Nova International, the additional \$2,398.02 would come from operating reserves as identified in the 2024-25 proposed Capital Budget.

Tendering Timeline:

Posted to Procurement	April 12, 2024
Closing Date	April 25, 2024
Price Expiry Date	August 1, 2024
Days Remaining (as of May 14)	77 Days

2024-25 Capital Budget – Purchase of Three (3) Open Station Sub Compact Tractors (Mowers)

Nova International BX2380	
Tender Pricing	\$60,349.05
Non-Recoverable Tax (4.29%)	<u>\$2,588.97</u>
Tender Total	\$62,938.02
2024-25 Budget Value	\$60,000.00
Variance (over budget)	\$2,938.02

ALTERNATIVES

1. Council may choose to award to other bidders; or
2. Council may choose not to proceed this this purchase.

This is not the course of action recommended but it is within the Council's purview.

ATTACHMENTS

None

CHIEF ADMINISTRATIVE OFFICER REVIEW

I support the recommendation.

Report Prepared by: _____
Kathy Kehoe, Director Community Development

Report Reviewed by: _____
Kevin Bennett, Manager, Parks & Recreation Facilities

Report Reviewed by: _____
Carlee Rochon, Director, Financial Services

Report Approved by:  _____
Mark Phillips, Chief Administrative Officer