

TENDER EVALUATION REPORT MODB1903

Description of Tender

This tender is for the 5-year lease of a 14-ton excavator. This excavator will replace the aging one we currently have.

Details of Invitation

Tender invitation method: Open tender posted on the Nova Scotia Procurement website.

Tender invitation date: July 20, 2019

Tender closing date: August 12, 2019

Tender packages were opened on August 12, 2019 at 2:15 p.m. In attendance: Cameron Whiteway (Director of Property Services), Cora Scott (Recorder) and several salesmen were in attendance.

Tenders Received

Number of Tenders Received: 14

Details of Tenders Received:

Tenderers	Tendered Sums Monthly Payments (lowest first)
Strongco Limited	\$2011.00 + HST
Wajax	\$2294.15 + HST
Maritime Case Ltd. (Opt. 1)	\$2424.68 + HST
Maritime Case Ltd. (Opt. 2)	\$2439.65 +HST
Wilson Equipment (Opt. 1)	\$2452.59 + HST
MacFarlands Industrial	\$2491.34 + HST
Toromont Cat	\$2559.14 + HST
Wilson Equipment (Opt. 2)	\$2606.64 + HST
A.L.P.A. Equipment Ltd. (Opt. 1)	\$2650.21 + HST
Brandt (Opt. 1)	\$2700.47 + HST
Nova International	\$2712.52 + HST
Bobcat Atlantic	\$2781.64 + HST

A.L.P.A. Equipment Ltd. (Opt. 2)	\$2815.00 + HST
United Rentals	N/A

Compliance with Tender Specifications

Tenderers (in order of tendered sum)	Compliance with tender specifications	Details of any non-compliance
Strongco Limited	Yes	N/A
Wajax	Yes	N/A
Maritime Case Ltd. (Opt. 1)	Yes	N/A
Maritime Case Ltd. (Opt. 2)	Yes	N/A
Wilson Equipment (Opt. 1)	Yes	N/A
MacFarlands Industrial	Yes	N/A
Toromont Cat	Yes	N/A
Wilson Equipment (Opt. 2)	Yes	N/A
A.L.P.A. Equipment Ltd. (Opt. 1)	Yes	N/A
Brandt (Opt. 1)	Yes	N/A
Nova International	Yes	N/A
Bobcat Atlantic	Yes	N/A
A.L.P.A. Equipment Ltd. (Opt. 2)	Yes	N/A
United Rentals	No	The offer was listed as rental, not lease. There was no excavator name or information listed. There was no price listed.

Budget Implications

The budgeted amount for this tender was \$190,000.00 (\$2333.34/month.), therefore it will be \$322.34/month under budget.

Recommendation

The major difference among the tenders were the lengths of warranty. They varied from 1-5 years but as that was not a requirement of the tender and we are leasing a new unit; it is recommended that the tender submitted by Strongco Limited for \$2011.00/month (1-year warranty) be awarded the tender for the following reasons.

1. Strongco Limited met all the specifications required.
2. Strongco Limited offered the lowest monthly payments and was within budget.