



**SUBJECT: Single Source Report – Altec Aerial Truck**

**TO: Environment, Infrastructure & Community Services Cttee.**

**FROM: Roads, Parks and Forestry Department**

Report Number: RPF-16-21

Wards Affected: Not applicable

File Numbers: 465-12

Date to Committee: June 10, 2021

Date to Council: June 22, 2021

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### **Recommendation:**

Approve the City of Burlington to single source the purchase of one aerial truck to Altec Industries Ltd., 831 Nipissing Road, Milton ON, L9T 4Z4 at a purchase price of \$410,124.46 including HST.

### **PURPOSE:**

In order to comply with Procurement By-law 19-2014, Section 14.8, Council approval is required for purchases with a value of \$100,000 or more. The purpose of this report is to seek approval to proceed with a single source purchase agreement for one 2023 Freightliner M2-106 chassis, Altec LR860E70 aerial with Eloquip body. This purchase will support the three-person forestry crew that was approved through the 2021 operating budget (2021-076).

### **Vision to Focus Alignment:**

- Support sustainable infrastructure and a resilient environment
- Deliver customer centric services with a focus on efficiency and technology transformation

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### **Background and Discussion:**

In May of 2019, the City of Burlington awarded a competitive bid process (RFT-31-19) for the supply and delivery of two (2) aerial trucks to support forestry operations in the City of Burlington. Two bids were submitted to the City, one of which was deemed non-

compliant due to the aerial device and controller proposed by the bidder being non-compliant with our specifications. Altec Industries Inc. was the successful bid, providing an aerial truck with the four-function controller required.

With Council's recent approval for additional forestry staff to reduce the backlog of forestry work orders, an additional aerial truck is required to support the operations. In March 2021, a tender was issued for the supply and delivery of this new asset. Once again, two bids were received. In this case, both bids were non-compliant as they did not entirely conform to our mandatory requirements. Through discussions with the forestry team, our specifications have been revisited and it has been concluded that the main requirement for these trucks is a four-function controller to operate the turret, upper boom, lower boom and elevator for the aerial using one hand. The forestry team have been operating using a four-function aerial controller for the past 14 years. This four-function controller must be standardized across all forestry operations aerials to ensure safety as well as to provide familiarity and interoperability between crews of staff. The four-function controller allows the operator to maneuver the aerial without taking their eyes off the work area and adjacent hazards in the proximity of the work zone. Alternatives require the operator to look for a secondary lever to operate the elevator. Familiarity with, and intuitive operation of, aerial controls is important for operators during regular operations but also during storm events and emergency response situations at night. Given the high-risk nature of forestry operations, minor errors can result in significant injury including fatalities and/or damages.

It is our recommendation that a four-function controller becomes the standard for staff safety. Given the results of two recent formal bid processes for these aerial trucks, the only supplier of the four-function controller equipped truck is Altec Industries Ltd. Until another vendor makes a four-function controller available, the Altec provided aerial device is the only truck that meets our needs.

### **Options Considered**

There are two options for aerial controls. They include the three function plus elevator plunger type switch (two-handed operation) vs. four-function controller (one-handed operation). Given the safety concerns around three function controllers, many manufacturers are moving to a four-function controller, however, only Altec is manufacturing this controller currently.

As noted, the City looked to the market through a formal bid process twice in the past three years to learn and ensure a full evaluation of market availability for these trucks and controllers. Given the results, Altec is currently the only vendor who has a four-function controller to meet the operational needs of forestry.

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## **Financial Matters:**

This purchase will support the three-person forestry crew that was approved as part of the 2021 Operating budget (2021-076). This business case approval included a capital portion of \$520,000 for new vehicles and equipment, including this aerial truck.

## **Total Financial Impact**

This truck will take 12-14 months to be built by Altec Industries Inc. Further delay in ordering this new truck will impact the ability for forestry staff to address work order requests in the field. The vehicle will be ordered with idle limiting technology to control the engine and reduce the consumption of fossil fuels in operations. Two trucks ordered in May of 2019 included this technology and have been successful thus far in reducing fuel consumption and greenhouse gas emissions.

## **Source of Funding**

The total cost of this aerial truck is \$369,329.78 (net HST) and will be charged to capital order EN0023 and funded from the Capital Purpose Reserve Fund.

## **Other Resource Impacts**

Not applicable.

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## **Climate Implications**

The vehicle will be ordered with idle limiting technology to control the engine and reduce the use of fossil fuels in operations. The two trucks ordered in May of 2019 included this technology and have been successful thus far in reducing emissions. Through this idle limiting technology, we have realized a 30% decrease in fuel consumption in both of these heavy-duty vehicles.

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## **Conclusion:**

Fleet Services, in consultation with Procurement Services and Tree Management Services, recommend that Council approve the single source award to Altec Industries Ltd., as well as the standardization of the four-function controller as identified in this report.

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Respectfully submitted,

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**Report Approval:**

All reports are reviewed and/or approved by Department Director, the Chief Financial Officer and the Executive Director of Legal Services & Corporation Counsel.