

# REQUEST FOR DECISION

## SUBJECT

Loader-Mounted Snowblower Replacement – Award Recommendation

## RECOMMENDATION

**That Council for the Town of Vermilion award the contract for the supply of a loader-mounted snowblower to Falcon Equipment for the LaRue D50 model, as the highest-ranked proponent based on the evaluation process, for a total cost of \$255,915.00, excluding applicable taxes.**

## BACKGROUND

The existing snowblower unit has reached the end of its service life and is experiencing increased maintenance requirements and reduced reliability. Replacement of this equipment was identified as a priority within the 2026 Capital Budget to maintain efficient winter operations and ensure continued service delivery.

An Request For Proposals was issued to obtain competitive submissions for a loader-mounted snowblower compatible with the Town’s existing 2015 CASE 721F loader. A total of three (3) submissions were received and evaluated by Administration using a weighted scoring matrix based on price, delivery, compatibility, performance, build quality, and service support.

The LaRue D50 achieved the highest overall score based on the weighted evaluation criteria and represents the lowest total cost among the submissions. While proponents structured pricing differently between base units and options, a standardized comparison was used to ensure a fair and consistent evaluation.

All proponents met the minimum technical requirements. Scoring reflects a comparative evaluation of overall value and performance.

### **Evaluation Summary (Weighted Scores /10)**

<b>Proponent</b>	<b>Score</b>
<b>LaRue D50</b>	<b>8.7</b>
<b>Vohl 200</b>	<b>8.3</b>

**RPM 220**                      **7.0**

The LaRue D50 achieved the highest overall score across all evaluators and demonstrated strong performance across key criteria. While the Vohl 200 also performed well, LaRue showed greater consistency and overall value.

## IMPLICATIONS

### Financial Implications

The 2026 Capital Budget includes **\$270,000** for the loader-mounted snowblower replacement.

The recommended submission from Falcon Equipment is **\$255,915.00**, excluding applicable taxes, which is within the approved budget. The total cost includes the base unit, required options, and delivery. No additional budget adjustment is required.

### Operational Implications

The acquisition of a new snowblower will:

- Improve efficiency during winter maintenance operations
- Reduce downtime and maintenance costs associated with aging equipment
- Ensure compatibility with existing fleet equipment
- Enhance the Town's ability to respond to significant snowfall events

## OPTIONS

### Option 1 (Recommended):

Award the contract to Falcon Equipment for the LaRue D50 Snowblower based on the evaluation results.

### Option 2:

Award the contract to an alternate proponent. Please note, there are legal implications if awarding outside the scope of the criteria identified in the RFP.

### Option 3:

Cancel the RFP and re-tender.

## STRATEGIC PLAN ALIGNMENT

Asset Foresight. Proactively plan for the future of our assets to make informed decisions.

This project supports the Town's strategic priorities by:

- Maintaining reliable infrastructure and service delivery
- Supporting effective asset management
- Enhancing operational readiness for seasonal demands

## ATTACHMENTS

1. Loader Mounted Snowblower Scoring Summary