



# City of Richmond

## Report to Committee

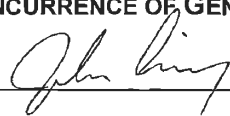


**To:** Public Works and Transportation Committee      **Date:** November 15, 2021  
**From:** Suzanne Bycraft  
Interim Director, Public Works Operations      **File:** 10-6370-01/2021-Vol  
01  
**Re:** **Award of Contract 6690Q: Supply and Delivery of Hybrid and/or Fully Electric Crew Cab Pickup Trucks**

### Staff Recommendation

That the acquisition of three (3) hybrid crew cab pickup trucks, and four (4) fully electric crew cab pickup trucks be approved in the total amount of \$541,583.95 as outlined in the staff report titled, "Award of Contract 6690Q: Supply and Delivery of Hybrid and/or Fully Electric Crew Cab Pickup Trucks", dated November 15, 2021, from the Interim Director, Public Works Operations, as follows:

1. A partial award value of Contract 6690Q for the supply and delivery of three (3) hybrid crew cab pickup trucks be awarded to Mainland Ford Ltd. in the total tendered amount of \$154,785.00, excluding outfitting, contingency and taxes; and
2. The second portion of Contract 6690Q for the supply and delivery of four (4) fully electric crew cab pickup be awarded to Metro Motors Ltd. in the total tendered amount of \$325,200.00, excluding outfitting, contingency and taxes.

Suzanne Bycraft  
Interim Director, Public Works Operations  
(604-233-3338)

REPORT CONCURRENCE		
<b>ROUTED TO:</b>	<b>CONCURRENCE</b>	<b>CONCURRENCE OF GENERAL MANAGER</b>
Finance Department	<input checked="" type="checkbox"/>	
Purchasing	<input checked="" type="checkbox"/>	
<b>SENIOR STAFF REPORT REVIEW</b>	<b>INITIALS:</b> 	<b>APPROVED BY CAO</b> 

## Staff Report

### Origin

The City undertakes fleet replacements as part of standard replacement cycles under approved Capital Budget allocations. Where considered feasible to achieve standardization and best value, replacements may be amalgamated and issued to the marketplace to achieve economies of scale.

Contract 6690Q for the Supply and Delivery of Hybrid and/or Fully Electric Crew Cab Pickup Trucks incorporated six such vehicle replacements, which was further increased to seven (as permitted by the Request for Quotation within 12 months) and was issued to the marketplace targeted at achieving Council objectives under the Green Fleet Action Plan. This particular award aligns specifically with Council's September 27, 2021 decision to join the West Coast Electric Fleets Diamond Lane pledge. This pledge adopts the commitment to replace above 10% zero emission vehicles for all new corporate fleet passenger vehicle procurements.

The results of the Request for Quotations Contract 6690Q is presented within this report and includes the acquisition of the City's first fully electric crew cab pickup trucks. This makes Richmond one of the first local governments in Western Canada to receive fully electric trucks. Council approval is sought to award contracts to both Mainland Ford Ltd. for three hybrid electric crew cab pickup trucks and Metro Motors Inc. for four fully electric crew cab pickup trucks.

This report supports Council's Strategic Plan 2018-2022 Strategy #1 A Safe and Resilient City:

*Enhance and protect the safety and well-being of Richmond.*

*1.1 Enhance safety services and strategies to meet community needs.*

This report supports Council's Strategic Plan 2018-2022 Strategy #2 A Sustainable and Environmentally Conscious City:

*Environmentally conscious decision-making that demonstrates leadership in implementing innovative, sustainable practices and supports the City's unique biodiversity and island ecology.*

*2.1 Continued leadership in addressing climate change and promoting circular economic principles.*

### Analysis

#### Background

Crew cab pickup trucks are used for a variety of departmental needs throughout all Public Works operations at the City. In accordance with the Green Fleet Action Plan, the City has a goal to adopt new technologies which improve fleet fuel efficiency and reduce overall vehicle emissions. The diverse nature of the City's fleet, inclusive of larger trucks and equipment, limits

options for hybrid and fully electric pickup trucks due to their limited availability in the marketplace. This procurement presents the opportunity to advance fleet greening and the utilization of new technologies.

Of the seven crew cab pickup trucks being replaced, this request for quotations will allow the City to acquire three hybrid Ford F150 and four fully electric F150 Lightning crew cab pickup trucks. The hybrid F150 trucks utilize technology that enables the batteries to be charged through a regenerative braking system, which recaptures energy normally lost during coasting or braking. When the hybrid trucks come to a complete stop, all accessories run off the battery, resulting in zero idling time. The four fully electric Ford F150 Lightning trucks are completely electric and generate zero emissions. The addition of these seven units will result in reduced vehicle emissions and continue to place the City as a leader in adopting green fleet technologies.

#### Public Tendering

A competitive bid process was undertaken for the supply and delivery of hybrid and/or fully electric crew cab pickup trucks. A replacement for unit 1159 was added into the quotation, as permitted by the Request for Quotation within 12 months, bringing the total to seven units for replacement. A procurement document for the above noted work was prepared by staff and posted to BC Bid and bids&tenders on July 15, 2021. Two quotations were received for hybrid crew cab pickup trucks and two quotations were received for fully electric pickup trucks.

Table 1: Hybrid Pickup Truck Quotations

<b>Vendor</b>	<b>Tendered Cost (3 units, base and options) (plus contingency, outfitting and taxes)</b>
Mainland Ford Ltd.	\$154,785.00
Metro Motors Ltd.	\$174,525.00

Table 2: Fully Electric Pickup Truck Quotations

<b>Vendor</b>	<b>Tendered Cost (4 units, base and options) (plus contingency, outfitting and taxes)</b>
Metro Motors Ltd.	\$325,200.00
Grande West Transportation Inc. Ltd.	\$739,064.00

Due to market demand, the seven units are not expected to be delivered until Q2 2022. Delivery timing may be impacted as a result of flooding in other parts of BC and the BC State of Emergency, which is currently impacting key transportation routes and the trucking industry.

#### Review Process

Staff have evaluated the quotations and determined Mainland Ford Ltd. and Metro Motors Ltd. are the lowest bidders that are able to meet departmental needs and represent best value to the City.

Disposal Plan – Existing Units

The seven units being replaced will be sent to auction where they are expected to yield the highest recovery amounts. All revenues received will be applied to the Fleet Reserve to ensure sustainable funding for future vehicle/equipment replacements.

**Financial Impact**

The acquisition of three hybrid and four electric crew cab pickup trucks requires a total expenditure of \$541,583.95, inclusive of contingency, outfitting by City forces and taxes as shown in Table 3. This total expenditure was approved by Council as part of the 2019, 2020 and 2021 capital project submissions for “Vehicle and Equipment Reserve Purchases (Public Works and Corporate Fleet)”. These replacements were held awaiting the availability of new hybrid and fully electric technologies and units.

Table 3: Total Project Expenditure

<b>Item</b>	<b>Cost</b>
Three (3) hybrid electric F150 crew cab pickup trucks	\$154,785.00
Four (4) fully electric F150 crew cab pickup trucks	\$325,200.00
Outfitting (City Forces)	\$17,500.00
Contingency Costs	\$10,500.00
PST	\$33,598.95
Total	\$541,583.95

**Conclusion**

In accordance with the City’s Green Fleet Action Plan and West Coast Electric Fleets Diamond Lane pledge, staff recommend that Contract 6690Q for the Supply and Delivery of Hybrid and/or Fully Electric Crew Cab Pickup Trucks be awarded to Mainland Ford Ltd. for the provision of three (3) hybrid pickup trucks in the total tendered amount of \$154,785.00, and to Metro Motors Inc. for four (4) fully electric pickup trucks in the total tendered amount of \$325,200.00, excluding outfitting, contingency and taxes. The total projected expenditure is \$541,583.95 inclusive of ancillary costs.



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