

<b>To:</b>	Warden Matrosovs and Members of Grey County Council
<b>Committee Date:</b>	April 23, 2026
<b>Subject / Report No:</b>	TR-CW-21-26
<b>Title:</b>	Award of Contract to Purchase Motor Grader
<b>Prepared by:</b>	Shaun Anthony, Operations Manager
<b>Reviewed by:</b>	Pat Hoy, Director of Transportation Services Mike Alguire, Purchasing Manager
<b>Lower Tier(s) Affected:</b>	None

## Recommendation

1. That report TR-CW-21-26 containing the quotation results for the award of a motor grader be received; and
2. That the contract be awarded to Toromont Cat – Grey County / Owen Sound for a total amount of \$643,700.00, excluding HST.

## Executive Summary

The request for quote for the provision of one 224 hp motor grader was sought through the Canoe Procurement Group of Canada, Contract: 011723-CAT. The quote came from Toromont Cat – Grey County / Owen Sound, a local dealer. The quote includes various attachments including but not limited to a snow package and one-way Viking plow. This procurement was included in the 2026 budget and 10-year capital plan and is a relatively like-for-like replacement of a 17-year-old unit. This report recommends that the supply contract be awarded to Toromont Cat – Grey County / Owen Sound for a total amount of \$643,700.00, excluding HST. As per the County's Purchasing Policy, Council approval is required for purchases over \$500,000.00.

## Background and Discussion

Transportation Services and Finance staff sought a quote through the Canoe Procurement Group of Canada Program, Contract: 011723-CAT. "Canoe" is a Canadian public sector buying group and not-for-profit organization serving over 6,000 municipalities, public sector entities and not-for profit organizations across Canada. Canoe's procurement offers trade-compliant contracts already competitively tendered on the public sector's behalf. The County's Purchasing Policy permits the County's participation in group purchasing opportunities with Canoe.

A quote for a 224 hp motor grader was received from Toromont Cat – Grey County / Owen Sound in the amount of \$643,700.00 (excluding HST). The vendor has also provided a trade in value of \$104,000.00 for the used 2008 CAT 160M.

As per section 11.2 of the Purchasing Policy, Grey County’s member municipalities will have the opportunity to purchase the motor grader being replaced once the new grader has been received (estimated September 2026). Appropriate reserve bids are placed on equipment when offered for sale. If no bids are received or the reserve bid is not met, the equipment will proceed to a public auction. Similarly, if no bids are received or the reserve bid is not met at the public auction, the equipment will be traded in for the above-noted amount. In this case, the reserve bid will be the quoted trade in value of \$104,000.00.

### *Canoe Contract 011723-CAT Quote Results*

#	Name of Bidder	Bid Amount (Excluding HST)
1.	Toromont Cat – Grey County / Owen Sound	\$643,700.00

## Financial and Resource Implications

### *Project Funding*

Item	Excluding HST	Net HST
Approved Total Project Budget		\$663,000.00
Tender Award Amount	\$643,700.00	\$655,029.12
Estimated Sale of Used		(\$104,000.00)
Estimated Required Transfer from Reserve		\$551,029.12
Budget Transfer from Reserve		\$561,700.00

Project expenditures are under budget by \$7,970.88 and the estimated sale price is \$2,700.00 higher than budgeted. This will result in \$10,670.88 less being withdrawn from the Transportation Services Equipment Replacement Reserve than budgeted and therefore does not generate a surplus.

The Transportation Services Equipment Replacement Reserve is evaluated annually when estimating future replacement costs. The Transportation Services Equipment Replacement Reserve has a balance at December 31, 2025, of \$2,299,175.42 and a projected ending balance at December 31, 2026, of \$172,075.42. A higher amount than usual is being transferred from reserve in 2026 due to delays in receiving replacement tandems in 2024 and 2025.

## Relevant Consultation

- Internal (list)
  - Finance
- External (list)

## Appendices and Attachments

None.