REQUEST FOR PROPOSALS
RFP-MCC-2421

SUPPLY OF ONE HIGHWAY PLOW/SALT TRUCK

MUNICIPALITY OF THE COUNTY OF CUMBERLAND
UPPER NAPPAN SERVICE CENTRE
1395 BLAIR LAKE ROAD
UPPER NAPPAN, NS B4H 3Y4

July 25th, 2024

CLOSING: August 8th, 2024
2:00 PM

1. GENERAL REQUIREMENTS

The Municipality of the County of Cumberland (Municipality) invites Proposals for a **Highway Plow/Salt Truck** complete with plow, dump body and light package. This vehicle is to be delivered to Public Works in Springhill, Nova Scotia.

The Municipality will only consider Proposals for a new current model year vehicle. Demonstrator units may be considered, however, the Proponent must notify the Municipality of this in advance for authorization, prior to the Proposal being submitted.

The Proponent must either be a Manufacturer, a factory branch, or a dealer engaged in the business of selling, dealing and servicing the vehicle proposed upon and must maintain a full stock of parts and service. A dealer with full stock of parts and factory certified vehicle technicians shall perform all Warranty service.

2. INSTRUCTIONS TO PROPONENTS

This request for proposals (RFP) is not a tender call, and the submission of any response to this RFP does not create a tender process. This RFP is not an invitation for an offer to contract, and it is not an offer to contract made by the Municipality.

Though the Municipality fully intends at this time to proceed through the RFP, in order to select the truck purchase, the Municipality is under no obligation to proceed with the purchase, or any other stage. The receipt by the Municipality of any information (including any submissions, ideas, plans, drawings, models or other materials communicated or exhibited by any intended Proponent, or on its behalf) shall not impose any obligations on the Municipality. There is no guarantee by the Municipality, its officers, employees or Managers, that the process initiated by the issuance of this RFP will continue, or that this RFP process or any RFP process will result in a contract with the Municipality for the purchase of the equipment, service, or Work.

It is the responsibility of each Proponent to ensure their Proposal arrives on time. Any late Proposals will not be accepted. Proposals may be withdrawn at any time prior to opening. Proposals received after the Closing Time or in locations other than the address indicated will not be accepted and will be returned unopened. Proposals may be submitted electronically, in a PDF document, to the below email. It is the responsibility of the vendor to confirm receipt of their proposal by the Municipality. This email address is for document submission only.

procurement@cumberlandcounty.ns.ca
Any Proposals submitted by facsimile or telephone will ***not*** be accepted under any circumstances. Any corrections or additions to any submitted Proposal will not be accepted unless it is initialed by the person signing the Proposal. All Proposals must be firm for 60 calendar days after the closing date. Price to include any/all delivery charges to Parrsboro, Nova Scotia. Any Proposals that do not meet these criteria may be rejected. The Municipality reserves the right to waive technicalities, reject any or all proposals, or any portion thereof, to advertise for new Proposals, to proceed to do the work otherwise, or to abandon the work, if in the best interest of the Municipality. All Proposals shall be submitted on the Proposal Form supplied with this document.

This Proposal is not intended to exclude standard equipment or materials except where specified.

This Proposal is not intended to favor any particular equipment, manufacturer or contractor. Any names or figures the same or similar to any specific equipment, manufacturer or contractor is purely coincidental. The phrase "or equivalent" shall apply where a particular specification, equipment, manufacturer or contractor is mentioned. All goods shall be free from design deficiencies that may affect their operation or serviceability. Materials not defined here shall be of the best commercial quality and suitable for the purpose intended.

3. CLARIFICATION AND ADDENDA

Notify the Municipality not less than three (3) working days before Proposal closing of omissions, errors or ambiguities found in this document. If it is considered that correction, explanation or interpretation is necessary; a written addendum will be issued. All Addenda become part of the Proposal documents.

Additional information, clarifications or instructions provided to a Proponent that may, in the opinion of the Municipality, be of general interest and any other information or instructions that the Municipality may deem to be appropriate in the circumstances may be incorporated in an Addendum to the Proposal that will be distributed to all Proponents.

Direct all Proposal questions and queries to:

Contact:	Shelby Hum
Phone:	902-667-3204
Email:	shelbyhum@cumberlandcounty.ns.ca

It is the responsibility of the Proponent to ensure all addenda have been received. Addenda will be posted on the Municipality website at www.cumberlandcounty.ns.ca and the Nova Scotia Public Tenders website at www.gov.ns.ca/tenders. The Municipality will not bear any responsibility for the failure of potential Proponents to obtain all documents before submitting a proposal.

4. PROPOSAL CLOSING

Proposals must be received at the Upper Nappan Service Centre no later than August 8, 2024, at 2:00 P.M. - ATLANTIC TIME.

5. PROPOSAL OPENING

Proposals will be opened publicly, on August 8, 2024, at the Upper Nappan Service Centre, 1395 Blair Lake Road, Upper Nappan, NS, immediately following closing at 2:00 pm local time.

6. PROPOSAL SUBMISSION

Proponents must submit the following items in the Proposal:

a) Original manufacturer's complete specifications of the proposed unit and illustrated description.

b) Municipality of the County of Cumberland Specification Sheet,
   - check off each item for meets specification with yes or no.
   - where the proposed varies from the specification or an enhancement is proposed provide details in the Actual Proposed column.

c) Completed Proposal Form.
d) Photographs of unit proposed.
e) List of Tasks & Parts for Preventative Maintenance Schedule
f) Warranty descriptions, and
g) Any other relevant information that would be helpful in the evaluation process.

Vehicle is to include all items listed as standard equipment on manufacturer's specifications.

The successful Proponent shall provide the following books, manuals, technical information, and miscellaneous items as applicable, upon delivery:

- One (1) set of Parts Manuals and one electronic copy;
- One (1) set of Operation/ Maintenance Manuals and one electronic copy; and
- One (1) set of Shop Repair Manuals and one electronic copy.

7. EVALUATION OF PROPOSAL

Selection of the successful Proponent will be based on the following point system. Each Proposal received will be evaluated and scored using the scoring system below. The highest score will be the preferred Proposal.

	Category	Points
1	Model year	10
2	Warranty	25
3	Fuel consumption	20
4	Purchase price	45

a) **Model Year** will be scored 10 out of 10 for 2024 or newer model year vehicles, 5 out of 10 for 2023 model year vehicles, and 0 out of 10 for 2022 (or older) model year vehicles.

b) **Warranty** will be scored according to the following criteria:

Warranty	Points	Years	Mileage
Comprehensive	5	≥ 5 years	≥ 99,000 km
	3	3 years	59,000 km
	0	< 3 years	< 59,000 km
Engine	5	≥ 3 years	≥ 500,000 km
	3	2 years	400,000 km
	0	< 2 years	< 400,000 km
Power Train	5	≥ 5 years	unlimited km
	3	2 years	unlimited km
	0	< 2 years	< unlimited km
Corrosion	5	≥ 5 years	
	0	< 5 years	
Major emissions	5	≥ 5 years	≥ 79,000 km
	0	< 5 years	< 79,000 km

c) **Fuel Consumption:**

Fuel Consumption Score = MFE/TFE x FEW

Where: TFE = Proponent's Fuel Economy (in litres/100 km)
MFE = Maximum Fuel Economy of all Proponents (in litres/100 km) FEW
= Fuel Economy Weighting (20 points)

d) **Purchase Price:**

Price Score = LTP/TP x PW

Where: LTP = Lowest Proposal Price of all
Proponents TP = Proponent's Price
PW = Price Weighting (45 points)

The Municipality reserves the right to negotiate with a preferred Proponent, or any Proponent, on any details, including changes to specifications and price. If specifications require significant modification, all Proponents shall have the opportunity to adjust their Proposals or re-submit altogether, as determined by the Municipality.

8. INSPECTION OF VEHICLE UPON DELIVERY

The Municipality of the County Cumberland will conduct a thorough inspection of the vehicle upon delivery to ensure compliance with the Specifications as proposed. Delivery of the vehicle does not constitute acceptance of the vehicle. If the vehicle does not meet Specification and is not accepted, the Proponent must supply an equivalent vehicle free of charge for Municipality use (if required) until such time as the vehicle is accepted or replaced.

9. SAFETY INSPECTION / REGISTRATION / LICENSE / TIRE LEVY

Vehicle is to be safety inspected prior to delivery and dated the month of delivery. Vehicle shall also be registered and licensed (permanent) to the Municipality of Cumberland. The safety inspection, tire levy, full tank of fuel, license (H.S.T. not applicable) and registration shall be included in the total proposed price.

10. **SPECIFICATIONS**
See attached.

11. **PROPOSAL FORM**
See attached.

RFP-MCC-2421 **PROPOSAL FORM**

	Item	Pricing
1	Proposed truck	
2	Spreader body, including installation and controls	
3	Plow including installation and controls	
4	Light package supplied and installed	
6	Books, manuals, technical info. & misc. items, safety inspection, registration, license, tire levy, training, warranty and delivery, etc.	
	Subtotal	
	15% HST	
	Total	

Specify warranty provided.

Description	Warranty coverage		Description	Warranty coverage	
	Years	Km		Years	Km
Comprehensive			Spreader box		
Engine			Plow		
Major emissions			Corrosion		
Battery			Hydraulics		
Transmission					
Power train			Additional (specify)		

Optional additional or extended warranties:

Description	Additional Cost	Coverage		
		Years	Km	Hours

Fuel consumption: ___ / ___/ ___litres/100 km (city / hwy / combined).

Proponent agrees to deliver the equipment within ____weeks of written notification of award. Addenda No. ___to____inclusive were carefully examined.

SIGNATURES DATED THIS _____DAY OF _____2024.

[Seal]

Name of Firm Proposing

Signature of Signing Officer

Name and Title of Signing Officer (Printed)

Witness

Name and Title (Printed)

Witness

Name and Title (Printed)

Company Address

Telephone No.

E-mail

**NOTE: *Proposals submitted by or on behalf of any Corporation must be signed and sealed in the name of such Corporation by a duly authorized officer or agent.*

Specification

July 25, 2024

Truck to be set-up to be suitable for snowplowing at 70 kph. GVWR 39,000 lbs with 11 ft spreader body. Complete installation, fully functional including all appurtenances for installation.

Proposed make, model and year	Year	Make	Model
Chassis			
Spreader body			
Spreader body controls			
Plow			
Plow controls			

	Dimensions	Meets Specification Yes/No	Actual proposed
1	Wheelbase (WB) - 179"		
2	Back of cab to axle (CA) - 104" preferred		
3	Bumper to back of cab (BBC) - 116" preferred		
4	Set back front axle - determined by body		
5	Rear overhang (OH) - min. 70"		
6	Turn radius (wall clearance) - max. 35"		
7	Front frame extended (non bolt on) for snow plow use, min. 20"		
	Frame		
1	Full length single channel frame		
2	Heat treated, high strength steel - min. 120 ksi		
3	If frame flange or webbing is cut or scalloped for any reason, reinforcement is mandatory in these areas and must be engineered by the manufacturer to maintain the strength of the frame rails. Indicate whether this is the case in the "Comments" Section to the right. Manufacturers engineered drawings and a manufacturers strength approval or confirmation statement for yield strength, section modulus and RBM must be available upon request.		
4	Extended bumper position for snow plow mounting (in front of grille) - min. 20"		
5	Provision in frame to allow for front pump mount driveshaft		
6	Bumper, front swept back, steel, heavy duty		
7	One (1) extra crossmember shall be supplied within 8” (preferred) of rear of cab to transfer snowplow forces to frame if standard member is not located within this area, state actual dimension		

	Body/Cab		Meets Specification Yes/No	Actual proposed
1	Colour, paint class premium - blue			
3	Front fender extensions			
4	Plow hood with access to oil			
5	Air ride cab with factory air			
6	Fixed grille			
7	Tilt steering wheel, 18" diameter, telescopic, black			
8	Both driver and passenger to be air suspension high back seats with lumbar support, driver seat to have dual arm			
9	Fully insulated cab (incl. dash, splash and engine cover insulator) with no metal showing, std size rear window			
10	The engine compartment shall be supplied with inner fenders and splash aprons			
11	Cowl mounted, intermittent electric wipers			
12	Cab conventional			
13	Cab rear suspension air bag type			
14	Access cab steel, driver and passenger sides, two steps per door			
15	Arctic wiper blades with arm mounted washer			
16	Air conditioner with integral heater and defroster			
17	Factory installed power driver and passenger windows			
18	Factory installed power door locks			
19	Roof mounted air horn/s			
20	Remote controlled, heated driver and passenger mirrors, both sides - 7.5"x14" flat 7.5"x7" convex			
21	Heated windshield			
22	Right hand down view convex mirror mounted above passenger side window - 4" x 9"			
23	Console, overhead molded plastic with dual storage pockets, retainer nets and CB radio pocket; located above driver and passenger			
24	Dome light, cab door activated and push on-off at light lens, timed theater dimming, centre mounted integral to overhead console			
25	Sun visor (2) padded vinyl; 2 movable (front-to-side) primary visors, driver side with toll ticket strap			
26	Gauge cluster base level; english with metric speedometer and tachometer, for air brake chassis, includes engine coolant temperature, primary and secondary air pressure, fuel and DEF gauges, oil pressure gauge, and 3" monochromatic text display			
27	IP cluster display on board diagnostics display of fault codes in gauge cluster			
28	Grab handles to allow for 'three points of contact' while leaving or entering cab, drivers side to have handle attached to interior of door			
29	First aid kit -CSA type 2			
30	Peep window right side			

	Body/Cab, continued		Meets Specification Yes/No	Actual proposed
31	Fire extinguisher (CSA approved)			
32	Safety triangle flare kit			
33	Interior back of cab to be clean and free to allow mounting of various items			
34	Current MVI			
35	Fuel tank, non-polished aluminum, capacity - min. 260 l			
36	Fuel tank to have steps and be mounted below drivers door with minimal extension behind back of cab; preference for max. width steps available, state width			
37	Fender extensions rubber			
	Engine/Transmission			
1	Engine, diesel (Cummins L9 300 or equivalent) 300 hp @ 2000 rpm, 860 lb-ft torque @ 1300 rpm, 2200 rpm governed speed, 300 peak hp (max), state make and model. Must meet current emissions regulations.			
2	Radiator cross flow, series system, minimum 1228 sq. in. aluminum radiator core with internal water to oil transmission cooler and 1167 in charge air cooler			
3	Fan drive (Horton Drivemaster or equivalent) direct drive type, two speed with residual torque device for disengaged fan speed			
4	Anti-freeze red, extended life coolant, to - 40°C, freeze protection			
5	Block heater, engine 120V/1000W to suit engine supplied			
6	Engine control, remote mounted provision for, includes wiring for body builder installation of PTO controls, with ignition switch control for engine			
7	PTO effects, engine front less PTO unit, includes adapter plate on engine front mounted			
8	Throttle hand control engine speed control, electronic, stationary, variable speed, mounted on steering wheel			
9	Transmission, automatic (Allison 3500 RDS or equivalent), 5th generation controls, wide ratio, 6-speed with double overdrive, with PTO provision, less retarder, include oil level sensor, with 80,000 lb GVW and GCW max, on/off highway			
10	Transmission TCM located inside cab			
11	Allison spare input/output for rugged duty series (RDS), general purpose trucks, construction			
12	Shift control parameters Allison 3000 or 4000 series transmission or equivalent, 5th generation controls, performance programming			
13	Transmission oil synthetic, 29 thru 42 pints			
14	Road speed to be programmed max. 110 kph			

	Exhaust/Air intake		Meets Specification Yes/No	Actual proposed
1	Exhaust system single. Horizontal aftertreatment device, horizontal on cab			
2	Air cleaner single element, with integral snow valve and in-cab control			
3	Inside/outside air intake with in-cab controls for snowplows			
	Brakes/Wheels/Tires			
1	ABS full air brake full vehicle wheel control system			
2	Brakes, front, air cam 16.5 x 6 with 24 sq.in. brake chambers with dust shields and automatic slack adjusters			
3	Brakes, rear, air cam S-Cam 16.5 x 7 with dust shields and automatic slack adjusters.			
4	Brake stroke indicator on both wheels			
5	Air compressor, min. 18.5 cfm			
6	Bendix AD-9 air dryer with heater or equivalent			
7	Brake chambers, rear, axle, 30/30 spring brake, Bendix Eversure or equivalent			
8	Air tanks mounted inside frame preferred			
9	Front wheels disc, 22.5x9.00 rims, powder coat steel, 5 hand-hole, 10 stud, 285.75mm BC, hub-piloted, flanged nut, with steel hubs, non-standard offset, with 0.5" thick disc			
10	Rear wheels, dual disc; 22.5x8.25 rims, painted steel, 2 hand-hole, 10 stud, 285.75mm BC, hub-piloted, flanged nut with steel hubs			
11	Wheel lug indicators on all wheels			
12	Front tires 315/80R22.5 load range L HSC1, 484 rev/mile, 68 mph, all-position			
13	11R22.5 load range H HDL2, 493 rev/mile, 75 mph, drive			
	Front/Rear axle, suspension			
1	Axle, rear, single (Meritor RS-23-160 or equivalent) single reduction, driver-controlled locking (full locking) differential, 200 wheel ends gear ratio 5.63 - 23,000 lb cap.			
2	Suspension, rear, air, single, (Hendrickson PRIMAAX EX or equivalent), 9.0" ride height with shock absorbers - 23,000 lb cap.			
3	Suspension air control valve pressure release control in cab			
4	Axle, front, non-driving (Meritor MFS- or equivalent) wide track, I-beam type -20,000 lb cap.			
5	Suspension, front, spring multi-leaf, shackle type, less shock absorbers - 20,000 lb cap.			
6	Springs, front auxiliary rubber			

	Electrical		Meets Specification Yes/No	Actual proposed
1	heavy duty starter with over-crank protection			
2	Auxiliary harness 3 ft for auxiliary front head lights and turn signals for front plow applications			
3	Back up alarm			
4	The ability to read fault codes from the dash			
5	**High current** body builder outlet at the rear of cab, (left side floor) to allow connection of lights and accessories. Sealed connectors to include tail/amber turn/marker/backup/accessory power/ground, stop/turn.			
6	Factory wired switches for plow and fog lamps. Switches to be labeled and harness to terminate in front of hood to allow connection of lights. Plow light wiring to operate daytime running lights when plow switch is enabled but headlamps are off. Fog lamps enabled on low beam **only.** Harness to be tagged as to function. Plow lights to be LED with built in defrosting			
7	60A battery supplied power terminal in cab			
8	Minimum of one (1) in cab ignition and accessory controlled power supply, minimum 30A			
9	1 in cab electrical stud bus bar or terminal type connection, *preferably* at fuse panel for minimum of battery, ignition, road speed and ground. Connections are necessary for control of salt spreading equipment. Terminals **must** be labeled			
10	Trailer brake and 7 pin electrical wiring to end of frame			
11	Switch, auxiliary accessory control, for wiring in roof, with max. 20A load with switches in instrument panel			
12	Turn signals, front includes LED side turn lights mounted on fender			
13	Front end tilting, fibreglass with three-piece construction with access door (Plow hood) for Workstar/HV or equivalent			
14	Positive and negative exterior battery boost terminals shall be supplied next to or attached to battery box			
15	Trailer electrical to rear of frame			
16	Trailer air brake connections to rear of frame			
17	AM/FM/WB/clock/Bluetooth/USB input/3.5mm auxiliary input, MP3, Bluetooth for phone and music.			

	Miscellaneous		Meets Specification Yes/No	Actual proposed
1	20 tonne pintle hitch			
2	The proponent shall supply manufacturer electronic shop, service, repair and parts manuals for all chassis, cab, and power train components.			
3	Supply complete data sheet which consists of part numbers of consumable parts, including but not limited to belts, filters, fluids, alternator, starter etc.			
4	There shall be three (3) complete sets of owner's manuals supplied for each vehicle, including one (1) in electronic format (pdf).			
5	State all available extended warranty options (price in Tender Form) Anticipated vehicle use of 10,000 km/year			
	Spreader Body			
1	BER1127 or equivalent side dump body			
2	Dimensions: L = 149" (132" inside), side panel H= 27", Tailgate H = 39", water level capacity 6.4 cu yds.			
3	Recommended C.A. 102" (single axle) to be determined by body builder prior to chassis being ordered			
4	10 ga steel stationary R.H. side panel			
5	Front panel, L.H. and R.H. inner panel 3/16"			
6	High strength low alloy steel construction			
7	Floor, tailgate and conveyor cover/floor 3/16" grade 450 steel			
8	Understructure with 10" high structural channels			
9	24" cab protector, 10 ga steel			
10	Rear body hinge and cylinder cradle			
11	Conveyor chain, pintle type, model 88KI, pitch 2.609" 49,000 lb strength			
12	Chain adjustment by means of grease cylinders at front of unit			
13	Tailgate spreader chains			
14	Folding ladder on L.H. side			
15	Gear box 25:1 ratio			
16	Hydraulic motors for conveyor and spinner			
17	3 section type telescopic hoist with ground and polished sections. Mailhot or equivalent			
18	Reloading floor cylinders, piston type, double acting, differential type design			
19	Reloading floor hinges, open slot type with bolted lockout for easy removal stainless steel shaft with grease fittings			
20	Spinner assembly with poly disc and chute			
21	Two spinner motor hydraulic quick coupler (2 sets)			
22	Adjustable spinner deflector			

	Spreader Body, continued		Meets Specification Yes/No	Actual proposed
21	Two spinner motor hydraulic quick coupler (2 sets)			
22	Adjustable spinner deflector			
23	Safety props on dump box and reloading floor			
24	8" stroke D.A. pneumatic tailgate opening device (straight air valve operated) fully adjustable latch system			
25	Central manual lube system for all greasing points of the body (15 points) Intent is to group the greasing points in one location for manual greasing. An automatic greasing system is not required			
26	Sideboard pockets			
27	Shovel holder on front panel			
28	Front and rear mud flaps and brackets			
29	Entire body sandblasted and two-part epoxy primer. Finish coat grey urethane			
30	Complete tarpaulin system with in cab control			
31	3 LED lights (amber) installed in each box rear corner post			
32	LED amber beacon light installed on cab protector including support, wiring and in-cab switch: Grote 76983 or equivalent			
33	2 auxiliary LED lights, shine either spinner or conveyor			
35	In cab control of spreader body, conveyor, spinner, and plow. Floor mounted center console with lever controls for the blade and hitch. Controller to be two function programmable, available manual, closed or open loop mode, for controlled application of granular solids. Bosch Rexroth Compu-Spread CS 660 or equivalent			
	Front Hitch			
1	5/8" thick cheek plates and push plates including cross brace and/or alternative structural element			
2	Female quick coupler plow adapter including: protective urethane bumpers, shackles and chain grab link			
3	Power tilt quick hitch for front plow only, including: tilting male coupler provided with large greaseable roller bushings			
4	4" x 12" double acting lift cylinder			
5	1 1/2" x 6" double acting lock up cylinder			
6	Adapter structure			
7	LED headlamps and turn signals			
8	'Candy cane' style hitch			
9	Nitrogen suspension system connected to plow hitch lift cylinder to help absorb shock loads transferred to truck front axle, suspension and chassis when plow is in carry position'			

	Plow			
1	Power reversible plow, 38" to 42” high, dual angle cylinders,			
2	Break formed 10 ga steel moldboard			
3	Suitable for city and suburban use with plow working at low and medium speeds			
4	Nordic Move edge system, 132" long, with two moldboard shoes			
5	moldboard final paint coating urethane Red or Yellow			
6	1/2" thick x 12" wide rubber snow deflector with D ring mounting hardware			
7	One curb shoe on each end			
	Hydraulics			
1	Pump, PTO hoses, filter			
2	Hydraulic oil			
3	Valve bank			
4	Hydraulic quick couplers, push-pull type			
5	Front crankshaft mounted pump			
6	Low oil warning in cab			