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**CITY OF KELOWNA**  
**MEMORANDUM**

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**Date:** April 28, 2003  
**File No.:** 1280-01

**To:** City Manager

**From:** Transportation Manager

**Subject:** **Purchase of Landfill Compactor**

Report Prepared by: Dale Beaudry, Roads & Equipment Superintendent

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**RECOMMENDATION:**

THAT the City purchase a CMI Terex, Model 3-75E landfill compactor from RayMax Equipment Sales, the low bidder in response to RFP T03-20, for the amount of \$526,025.60 (including GST).

**DISCUSSION:**

On March 11, 2003, proposals were received in response to RFP T03-20 to purchase a new trash compactor for the landfill operations. The following bids, all inclusive, were received:

<b>Dealer</b>	<b>Manufacturer</b>	<b>Bid Price</b>
RayMax Equipment Sales	CMI Terex	\$526,025.60
Finning (Canada)	Caterpillar	\$643,043.45
Brandt Tractor Ltd.	Bomag	\$723,640.00

The evaluation team, consisting of the Purchasing Manager, Roads & Equipment Superintendent, Garage Supervisor and Landfill Supervisor evaluated the three proposals received. The evaluation team determined the proposal from RayMax Equipment Sales was the lowest evaluated bid. Some of the items taken into consideration included quality, design and performance of product being offered, financial proposal including offer for our existing unit in trade, warranty, fuel economy, and residual value.

In view of this review, we are recommending purchasing the CMI Terex, Model 3-75E, from RayMax Equipment Sales. We also recommend that we retain the existing landfill compactor, as RayMax Equipment Sales only offered us \$50,000 (our Equipment Division feels it is worth at least \$80,000), and our Purchasing Department be directed to dispose of the old unit on the open market.

The 2003 Budget for this acquisition is \$600,000.

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Ron Westlake, P.Eng.  
Transportation Manager

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John Vos, P. Eng.  
Director of Works & Utilities

