



Report to: General Committee

Meeting Date: October 22, 2024

SUBJECT: 211-S-24 Supply and Delivery of Various Rotary Mowers
PREPARED BY: Steven Dollmaier, Sr. Manager Roads & Fleet, Operations,
Ext. 2748
Melita Lee, Senior Buyer, Ext. 2239

RECOMMENDATION:

1. That the report entitled “211-S-24 Supply and Delivery of Various Rotary Mowers” be received; and,
2. That the contract for the supply and delivery of various rotary mowers be awarded to Turf Care Products Canada Limited, in the amount of \$1,316,979.96 inclusive of HST; and,
3. That the total award amount of \$1,316,979.96 inclusive of HST be funded from in-year addition capital project #24418 (057-6150-24418-005 Corporate Fleet Replacement – Non-Fire) with available budget of \$1,731,227.62; and,
4. That the budget remaining in the amount of \$414,247.66 (\$1,731,227.62 - \$1,316,979.96) be returned to the original funding source; and,
5. That the tendering process be waived in accordance with Purchasing By-Law 2017-18, Part II, Section 11.1
 - (b) where there is only one source of supply for the goods to be purchased; and
 - (e) where the City is acquiring specialized vehicles or equipment...in which case the sources of supply may be identified based on technical specifications prepared by the User Department; and further,
6. That Staff be authorized and directed to do all things necessary to give effect to this resolution.

PURPOSE:

The purpose of this report is to obtain Council approval to award the contract for the supply and delivery of various rotary mowers as follows:

- Five, 16’ Rotary Mowers (2024 Toro Model 31699 Groundsmaster 5910); and
- Four, 11’ Rotary Mowers (2024 Toro Model 72144 Z Master 7500-D Series).

It is anticipated that the 11’ rotary mowers will be delivered by mid-November 2024 with the 16’ rotary mowers delivered by March 2025.

BACKGROUND:

Sports fields around the City are maintained to higher standards than park or facility turf, and they must be cut twice a week to be playable for all user groups. The City has 118 City-owned sports grounds totaling 59.197 hectares, as well as 16 shared use fields totaling 8.062

hectares. When the twice-weekly timetable is taken into account, the total number of sports fields to be cut is 134, which equals 134.446 hectares. To put this in perspective, the City's twice-weekly sports field cutting is similar to cutting 160 full-size soccer fields, necessitating the use of a number of mowers known in the industry as Wide Area Mowers (WAM).

Sports fields are cut on a Monday/Thursday or Tuesday/Friday schedule, and when the WAMs are not cutting sports fields, they assist with grass cutting in 174 parks totaling 38.82 hectares, which is similar to 46 full-size soccer fields. The use of WAMs to cut large passive parkland areas quickly and efficiently is critical to keeping City crews on schedule and within the Council-approved service level for parks and facilities.

OPTIONS/ DISCUSSION:

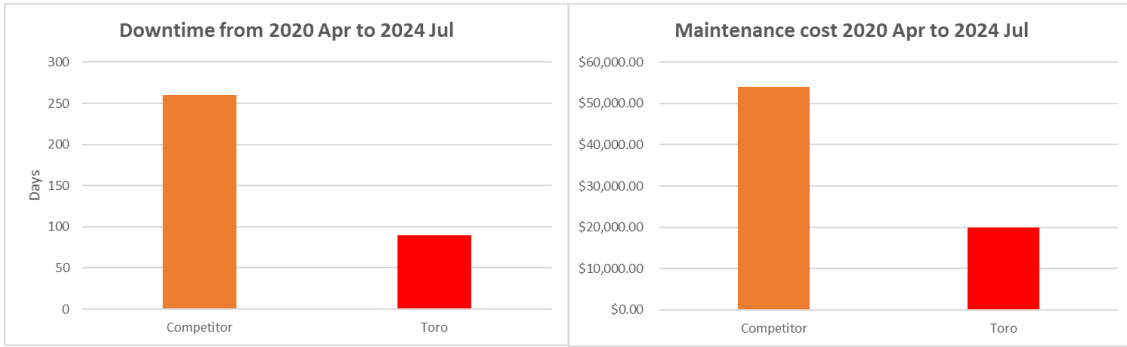
The City owns three WAMs manufactured by Toro, nine WAMs built by a competitor, and one WAM unit manufactured by John Deere, all purchased based on the best overall cost at the time of the public tender.

The units manufactured by the competitor (not John Deere), is a United Kingdom (UK) based company that has closed its distribution hubs in North America and relocated all of its operations to the UK over the last two years. As a result of this act, the competitor's mower distributors in North America have informed customers that spare parts for equipment older than five years would be unavailable and must be sourced from the UK, if available. As a result, six of the nine competitor's mowers have been parked and forced out of service, putting 46% of our WAMs out of commission.

Due to equipment downtime, staff are frequently left without machinery to carry out scheduled work and have to be assigned to other tasks. When this occurs, the City must deploy personnel normally assigned to parks grass cutting to complete sports field cutting at a significantly slower rate and at the cost of not following the parks cutting schedule. Zero-turn mowers take about 3.2 times as many labour hours to complete as a 16' mower and 2.2 times as a 11' mower. The City currently uses three Toro models, and there has been less downtime or component issues as there were with the competitor's 16' rotary mowers.

In 2024, a comparison of wide area mowing equipment was carried out to assess the reliability and maintenance costs of two manufacturers of equipment. The Toro brand was chosen to compare with the competitor's mowers in this evaluation. These are the only two brands of wide area mowers for which the City has received bids in response to previous Requests for Tenders. Based on market research and demonstrations, Toro and the competitor are the only manufacturers that now provide a 16-foot-wide area mower. For example, John Deere and Kubota do not provide a 16-foot-wide area mower.

The comparison included a 2019 Toro 16' wide area mower and a 2018 competitor's 16' wide area mower, with downtime and maintenance costs documented from April 2020 to July 2024. The table highlights the data collected throughout the comparison.



The most prevalent issues were overheating and wheel/tire issues. Overall, the Toro proved to be much more reliable, with fewer field issues and days out of service when compared to the competitor’s mower, which has been down for 260 days during the last four operational seasons, the Toro's maintenance costs were 2.6 times lower. Significant issues included parts availability to repair the equipment or being unable to use while diagnostics were performed. The results revealed that the competitor’s mower was only reliable for less than half of the season, whereas the Toro mower was productive for more than double the number of days.

Because of the difficulties with the competitor’s models, Fleet has determined that only Toro make/models are suitable for city use.

The cities of Hamilton, Vaughan, Richmond Hill, and London have all encountered issues with competitor’s Wide Area Mower parts and service. Based on repairs with our John Deere WAM, Markham has determined that it is best suited as a facility-based unit operating at Milliken Mills community park to eliminate road travel and the associated repairs. The municipalities mentioned have already, or are in the process of, obtaining Council approval to specify Toro WAMs for their park needs as a non-competitive purchase.

The 11’ and 16’ rotary mowers require 18 months to build. The Ontario distributor for the Toro Company (Turf Care Products Canada Limited) provided the City with a quote and confirmed that they have the mowers in stock for immediate delivery. Therefore, staff obtained internal approvals to proceed with the issuance of a letter of intent to award to Turf Care Products Canada Limited to hold the pricing and units for the City pending Council adoption of the 2024 in-year capital addition, which was received on September 25, 2024.

The units being replaced (#3469, 3470, 3483, 3491, 3492, 4195, 4254, 4325 and 4328) will be sold upon delivery of the new units in accordance with Purchasing By-Law 2017-8, Part V, Disposal of Personal Property. Proceeds will be posted to account 890 890 9305 (Proceeds from the Sale of Other Fixed Assets).

OPERATING AND LIFE CYCLE BUDGET IMPACT

There is no incremental impact to the operating budget. The pricing adjustments will be reflected in the next update to the Fleet Life Cycle Reserve Study.

HUMAN RESOURCES CONSIDERATIONS

Not applicable.

ALIGNMENT WITH STRATEGIC PRIORITIES:

Not applicable.

BUSINESS UNITS CONSULTED AND AFFECTED:

Financial Services Department has been consulted in the preparation of this report.

RECOMMENDED BY:

Alice Lam
Director, Operations

Morgan Jones
Commissioner, Community Services

ATTACHMENTS:

Not applicable