

**COUNCIL AUTHORITY FOR CONTRACT AWARDS  
PROPOSAL AWARD**

<b>Project Award</b>	Proposal Award No. 26 – 544 – Supply and Delivery of one (1) Electric Ice Resurfacer
<b>Recommendation</b>	<b>Staff is recommending the award of the cooperative request for proposal for the supply and delivery of one (1) electric ice resurfacer to Zamboni Company Ltd. in the amount of \$239,605 (exclusive of HST).</b>
<b>Purpose of Report</b>	As per Section 10.1 of Purchasing By-law No. 061-2018, Council approval is required for proposal awards over \$100,000.
<b>Background information</b>	<p>The Canoe Procurement Group of Canada, in association with LAS (AMO), offers group buying opportunities to municipalities for a variety of goods and services that are utilized in the delivery of public services. Canoe currently offers municipalities the opportunity to acquire electric ice resurfacers using the competitive request for proposal process that was undertaken in 2025 through Sourcewell (RFP 081425). Sourcewell, a separate entity that undertakes competitive procurement processes for government entities in the US and Canada, entered into a contract with Zamboni Company Ltd. based on their RFP process. That contract extends to 2029 and allows municipalities to place orders on the basis of the pricing received through the RFP process. In the case of Zamboni, a 3% discount is provided to municipalities relative to the manufacturer's suggested retail price.</p> <p>In 2023 and 2024, the Town utilized this group buying opportunity with The Canoe Procurement Group to purchase a Zamboni Ice Resurfacer, awarded through Council Reports CORS-003-23 and CORS-003-24. The Town's staff have reviewed the 2026 proposal from Zamboni and are satisfied with the pricing, which includes the LAS/Sourcewell discount of 3%. The cost includes \$650 (exclusive of HST) for shipping. It is noted that this cost is an estimate and may change at the time of shipping due to fluctuation in costs.</p> <p>The current delivery lead-time is 365 days or sooner from receipt of order. The Town hopes to have the new unit available during the fall season in 2027.</p>
<b>Purchasing Section: Bid Award Information</b>	
<b>Request for Proposal Overview</b>	RFP #081425 was undertaken by Sourcewell in June 2025 for the provision of Ice Rink and Arena Equipment with Related Supplies and Services. Bids were received from twenty (20) firms with 18 of those firms being evaluated, noting that vendors could bid on all or just portions of the total scope of the RFP.
<b>Evaluation Criteria</b>	<p>The proposals were evaluated based on the following criteria:</p> <ul style="list-style-type: none"> <li>Conformance to RFP Requirements (Pass/Fail)</li> <li>Pricing (40%)</li> <li>Financial Viability and Marketplace Success (5%)</li> <li>Ability to Sell and Deliver Solutions (15%)</li> </ul>

	Marketing Plan (10%) Value Added Attributes (10%) Depth and Breadth of Offered Solutions (20%)  Based on the results of the evaluation, contract 081425-FZC was executed between Sourcewell and Zamboni Company Ltd. on October 13, 2025.
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**Financial Planning Section: Budget Impact** (Note 1)

<b>Account Number(s)</b>	C45011126-A1634-7110
<b>Account Description</b>	Ice Resurfacer - Replacement
<b>Project Total Budget</b>	\$221,592
<b>Contract Budget</b>	\$215,138
<b>Actual</b> (Net of HST Rebate)	\$243,822
<b>Variance</b> (Note 2)	\$28,684 (U)
<b>Funding Source</b>	Project Variance Reserve

Note 1: Financial impact includes any non-refundable portion of HST