

## Report to Civic Works Committee

**To:** Chair and Members  
Civic Works Committee

**From:** Anna Lisa Barbon, CPA, CGA  
Deputy City Manager, Finance Supports

**Subject:** SS-2024-098 Single Source Purchase of Energreen Tractor Mower

**Date:** April 30, 2024

## Recommendation

That, on the recommendation of the Deputy City Manager, Finance Supports, the following actions **BE TAKEN**:

- a) Approval **BE GIVEN** to execute a Single Source purchase in accordance with Section 14.4 (e) of the City of London's Procurement of Goods and Services Policy;
- b) Single Source negotiated price **BE ACCEPTED** to purchase one (1) Energreen ILF Alpha F11 Tractor Mower for a total estimated price of \$518,699.82 (excluding HST) from Colvoy Equipment;
- c) Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this purchase;
- d) Approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order, or contract record relating to the subject matter of this approval in accordance with Sections 14.4(e) and 14.5(a)(ii) of the Procurement of Goods and Services Policy; and
- e) That the funding for this purchase **BE APPROVED** as set out in the Source of Financing Report attached, hereto, as Appendix A.

## Executive Summary

This report recommends the single source purchase of one Energreen ILF Alpha F11 Tractor Mower to restore ditch mowing operations for improved safety of rural roads.

The 2023-2027 Strategic Plan has identified improving road safety as a key objective within Mobility and Transportation. The Ontario Good Roads Association reports that nearly half of the fatalities on municipal roads occur on rural roads. The practice of ditch mowing plays an essential role in preserving road safety by maintaining clear sightlines, ensuring efficient water drainage, and controlling roadside vegetation that could otherwise create hazardous driving conditions. Road Operations and Fleet Services have recommended a specialized equipment solution designed to reduce driver sightline obstructions, fulfill the mobility and safety requirements of ditch mowing, and ensure the protection of personnel on high-speed roads.

## Linkage to the Corporate Strategic Plan

This recommendation supports the 2023-2027 Strategic Plan in the following areas:

- Mobility and Transportation – The strategic plan aims to enhance the reliability, quality, and safety of all modes of transportation.

- Wellbeing and Safety – Prioritizing traffic safety for all Londoners.

## Analysis

### 1.0 Background Information

#### 1.1 Previous Reports Related to this Matter.

There are no relevant reports available.

#### 1.2 Background

Road Operations is planning to reinstate rural roadside maintenance and mowing operations to improve road safety on the City's rural roads. Since the reduction of the City's previous roadside mowing program in 2014, Service London has observed a 400% increase in the annual number of roadway view obstruction complaints. The Ontario Good Roads Association currently has a 'Rural Road Safety Initiative' in place for 2023-2024. This initiative is supported by statistics showing that 48% of Ontario's road fatalities occur on rural roads due to the poor road quality, a lack of basic safety infrastructure and sightline obstructions. The higher speeds on rural roads is also recognized as a contributor to collision severity in London.

The equipment traditionally used for roadside maintenance and grass cutting are agricultural type tractors equipped with a side mounted boom flail mower. The tractor needs ballast weights to maintain stability when extending the boom. Operating a tractor-mounted boom flail mower requires attention to safety due to potential roadside hazards. The operator's seat only faces forward, necessitating frequent neck and back twisting to monitor the right-side work area. Visibility of rear-approaching traffic is observed through side mirrors. The ergonomic design and stability are not ideal due to the tractor's short wheelbase and narrow track width, which necessitates fuel-inefficient ballasts to mitigate the risk of rollovers. Overall, the traditional design poses challenges for operator safety and comfort during extended use.

### 2.0 Discussion and Considerations

Road Operations and Fleet Services have identified the Energreen ILF Alpha F11 Tractor Mower as the optimal specialized equipment for maintaining roadsides. This machine features an ergonomic cabin that can pivot 90 degrees to align directly with the work area. This design ensures that operators maintain proper postures, thereby reducing the risk of stress, back pain, or neck stiffness. This feature allows the operator to have an efficient and total view of the work being performed and provides a high level of comfort and safety. The cabin's ability to rotate enhances the operator's effectiveness by offering a complete and unobstructed view of the ongoing task, thereby promoting operational efficiency, physical health, and safety. This machine features a stability control system for enhanced safety and an 11-meter telescopic boom for extensive reach vertically and horizontally. It also provides four-wheel drive and steering for superior maneuverability and precision.

For the successful execution of a rural roadside maintenance program, it is essential that the equipment can perform tasks such as cutting grass, managing vegetation on slopes, executing vertical brush clearance, and conducting specialized trimming operations along high-speed rural roads. Based on a comprehensive review of the required functionality, the Energreen Tractor Mower has emerged as the only market choice, distinguished by its unique cab rotation feature, superior visibility, and operational safety for roadside staff. Endorsements from other municipalities further affirm its unique performance and versatility. Given the absence of comparable alternatives in the market and the anticipated lack of competition in tender submissions, it is recommended to procure the Energreen ILF Alpha F11 Tractor Mower.

## 2.1 Procurement Process

Energreen Tractor Mowers and Equipment can only be sourced through a certified dealer, and Colvoy Equipment is the sole authorized distributor for Energreen products in Ontario. Situated in Courtland Ontario, Colvoy offers comprehensive in-service support including warranty coverage, maintenance services, aftermarket parts and technical support. A formal quotation was issued by Colvoy Equipment detailing the purchase of one (1) Energreen ILF Alpha F11 Tractor Mower for a total estimated price of \$518,699.82 (excluding HST).

Fleet Services and Road Operations recommend a single source purchase through Colvoy Equipment given they are the sole supplier in Ontario capable of delivering specialized equipment that meets the necessary safety, functionality, and versatility to support rural roadside maintenance. This recommendation is in accordance with Section 14.4 (e) of the Procurement of Goods and Services Policy:

- 14.4 e. The required goods and/or services are to be supplied by a particular supplier(s) having special knowledge, skills, expertise or experience.

As per Section 14.5 a) ii) of the Procurement of Goods and Services Policy, Committee and City Council must approve a single source award greater than \$50,000, unless otherwise permitted by the Policy.

## 3.0 Financial Impact

The total funding required to purchase the Energreen ILF Alpha F11 Tractor Mower from Colvoy Equipment is available in the capital budget TS1138 – Road Safety Strategy as outlined in Appendix A of this report.

The ongoing operating costs for fuel, maintenance, and future capital replacement costs will be supported by Fleet Services internal rental rate process.

## Conclusion

In accordance with section 14.4 (e) and 14.5 a) ii) of the Procurement of Goods and Services Policy, Fleet Services in conjunction with Road Operations recommends approval for the single source purchase of one (1) Energreen ILF Alpha F11 Tractor Mower from Colvoy Equipment.

**Prepared by:** Drew Freeman, M.A., P.Eng.  
Senior Manager, Fleet Services

**Submitted by:** Lynda Stewart  
Director, Fleet and Facilities

**Recommended by:** Anna Lisa Barbon, CPA, CGA  
Deputy City Manager, Finance Supports

**Attached:** Appendix A – Source of Financing

cc: Joel Gillard, Division Manager, Road Operations  
Doug MacRae, Director, Transportation & Mobility  
Steve Mollon, Senior Manager, Procurement & Supply  
Dave Fawcett, Manager Fleet Planning

**Appendix "A"**

**#24076**

April 30, 2024  
(Award Contract)

Chair and Members  
Civic Works Committee

RE: SS-2024-098 Single Source Purchase of Energreen Tractor Mower  
(Work Order 2611022)  
Capital Project TS1138 - Road Safety Strategy  
Colvoy Equipment - \$518,699.82 (excluding HST)

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**Finance Supports Report on the Sources of Financing:**

Finance Supports confirms that the cost of this project can be accommodated within the financing available for it in the Capital Budget and that, subject to the approval of the recommendation of the Deputy City Manager, Finance Supports, the detailed source of financing is:

<b>Estimated Expenditures</b>	<b>Approved Budget</b>	<b>Committed to Date</b>	<b>This Submission</b>	<b>Balance for Future Work</b>
Engineering	350,953	268,179	0	82,774
Construction	2,144,158	1,887,759	0	256,399
City Related Expenses	179,498	179,498	0	0
Vehicles and Equipment	527,829	0	527,829	0
<b>Total Expenditures</b>	<b>\$3,202,438</b>	<b>\$2,335,436</b>	<b>\$527,829</b>	<b>\$339,173</b>

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**Sources of Financing**

Capital Levy	1,870,245	1,870,245	0	0
Rail Safety Improvement Program (Federal Grant)	52,510	52,510	0	0
Drawdown from Automated Enforcement Reserve Fund	1,274,933	407,931	527,829	339,173
Other Contributions	4,750	4,750	0	0
<b>Total Financing</b>	<b>\$3,202,438</b>	<b>\$2,335,436</b>	<b>\$527,829</b>	<b>\$339,173</b>

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**Financial Note:**

Contract Price	\$518,700
Add: HST @13%	67,431
Total Contract Price Including Taxes	586,131
Less: HST Rebate	-58,302
Net Contract Price	\$527,829

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Jason Davies

Manager of Financial Planning and Policy

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