



**Meeting Date:** February 26, 2025

**Prepared By:** Andrew Giesen, C.E.T, PMP Transportation Manager

**Submitted by:** Rob Cascaden, P.Eng – Director – Public Works and Engineering

**Report No:** PWE 04-2025

**Subject:** Award of Hydro Seeder Replacement

---

**Recommendation:**

THAT Report PWE 04 2025 re: Award of Hydro Seeder Replacement be received;

AND THAT the purchase of one (1) new FINN T-90S Hydro Seeder be awarded to Fibr mulch in the amount of \$113,608.42 (including municipal portion of nonrefundable HST);

**Purpose:**

To seek Council approval for the purchase of one (1) new FINN T-90S hydro seeder from Fibr mulch. Pursuant to the provisions of the Procurement of Goods and Services Policy section 15 c) "If less than three (3) bids are received, the director or designate shall submit a report to Council for direction."

**Background:**

The Municipality of Middlesex Centre, using the Local Authority Services (LAS), sought out qualified equipment dealers to submit pricing on the supply and delivery of a replacement hydro seeder that would have the appropriate equipment and size for maintenance of municipal roadways. The LAS program is a municipal group buying program where all the offerings have undergone a formal competitive process, ensuring compliance with purchasing by-laws and trade agreements. Utilizing the LAS program allows municipalities to access the preferred pricing discounts established by LAS with various vendors.

LAS was created in 1992 by the Association of Municipalities of Ontario (AMO). LAS is incorporated as a not-for-profit organization under the laws of Canada and is mandated to work with Ontario municipalities, as well as organizations from the broader public sector, to help realize lower costs, higher revenues, and enhanced staff capacity, through co-operative procurement efforts and innovative training, programs, and services.

**Analysis:**

There was only one qualified vendor listed on Canoe/LAS that had equipment suitable for municipal operations. Staff obtained a bid from the company for the hydro seeder replacement that met municipal requirements. The results of the submission received can be found below.

**Results of Bids/Quotes for Replacement Hydro Seeder**

Supplier Name	Bid Price (Excluding HST)	Product Type	Total Cost (Incl Municipal portion of HST)
Fibramulch	\$ 111,621.56	FINN T-90S	\$113,608.42

Staff have reviewed the submissions for compliance with municipal requirements and specifications and found the submission to be compliant with the specifications and requirements needed to support municipal operations.

Staff are recommending the award of a replacement hydro seeder be made to Fibramulch in the amount of \$113,608.42 (incl municipal portion of HST), as this is the only compliant bid provided. It is worth noting that the FINN T-90S is similar to the existing FINN hydro seeder being replaced and should ensure seamless integration and use by municipal staff. There is a nearby supplier available as well should there be a need for maintenance and parts minimizing downtime.

**Financial Implications:**

The submission received from Fibramulch for the purchase of 1 new hydro seeder in the amount of \$113,608.42 (incl municipal portion of HST), is recommended by staff for award. The 2025 Council approved budget for this replacement was approved at \$130,000.

**Strategic Plan:**

This matter aligns with following strategic priorities:

- Sustainable Infrastructure and Services

The sustainable and planned replacement of the municipal equipment will allow staff to carry out required maintenance work in a cost-effective manner, minimizing down time and costly equipment repairs.

**Attachments:**

N/A