

Procurement Information - Acquisition of new vehicle

Circumstances

The Council had been considering a change of vehicle for its ground staff for some time as its Renault Traffic van was purchased 2nd hand and at 10 years old was becoming expensive to keep on the road. The garage who serviced the van advised that a replacement should be sought. The question was what type of vehicle? A number of options were considered, another van to a mid-size pick-up truck to a utility vehicle.

Evaluation

The grounds staff agreed that a utility vehicle gave them the maximum flexibility for the work that they do around Bingham. The downside was that the utility vehicle could not be used for journeys outside Bingham but given that these out of area requests were infrequent, it was felt that a work around could be achieved.

The grounds staff evaluated the Kubota, Polaris and John Deere utility vehicles. It appeared difficult to gain parts for the Kubota vehicles and the braking systems had bad reviews so the Kubota was ruled out.

Around this time, the Council's van broke down with the garage advised that repairing it was not worth it. There was now an urgency to finding a replacement vehicle. Both the John Deere and Polaris new and nearly new utility vehicles sell through a network of local dealers. Although the Council approached the John Deere dealerships in Leicestershire and Lincolnshire, neither came back to us and we took that as an indication that because of our location we needed to source via the Nottinghamshire dealer, Henson and Chattell. We commenced discussions with them and had a utility vehicle on loan. The Council also had pre-existing relationship with RES Tractors who are the local dealers for Polaris, they also loaned out a vehicle for testing and evaluation.

The feedback from the grounds staff was that the John Deere felt stable and more robust and from research it appeared that the John Deere utility vehicles held their value better than the Polaris. The evaluation process led to the preference for a John Deere utility vehicle.

The 2nd hand market for John Deere utility vehicles was also looked at but the companies did not appear to be able to price match.

Decision making

As the Council did not have a vehicle, the best option was to purchase the demonstration model from Henson and Chattell. This model met the Council's basic requirements with a beacon light, a cage on the rear and doors being added at an additional cost.

It was agreed by Council on at its 14 November 2017 meeting to purchase the ex-demonstrator John Deere utility vehicle from Henton and Chattell and to trade in 1 piece of redundant grounds maintenance equipment. This brought the outright purchase price to: £14,387 + VAT which was recoverable. Purchase order no. 17050 was issued.