



REQUEST FOR DECISION

To: Mayor & Members of Council

Title: Manager of Roads & Parks – Purchase Recommendation – NEW Crack Sealing Trailer, Melter Applicator

Date: July 14, 2025

Motion for Consideration:

THAT: Council approve the purchase for the NEW Crack Sealing Trailer, Melter Applicator from Industrial Machine Inc. for the quoted amount of \$104,620.00 plus taxes as applicable.

Background:

Asphalt roadways are susceptible to cracking due to ground movement, extreme weather conditions, and vehicle traffic. Crack sealing is the most cost-effective and proactive measure for preserving pavement. By preventing water intrusion into the road structure—which can lead to erosion or expansion during freezing, crack sealing helps reduce further deterioration and the formation of potholes.

Given the age of the City's road network and past investment in pavement maintenance, several segments require immediate crack sealing. The City has historically relied on external contractors with an annual budget of around \$50,000. However, securing contractors has become increasingly difficult due to competition with larger municipal programs and limited labour availability in the industry. Additionally, the quality of work done over the past five years has declined.

In response, City Council approved the acquisition of a crack sealing trailer and melter applicator as part of the 2025 budget deliberations. This equipment allows City staff to carry out crack sealing in-house. Improved heating controls, automated pumping, and modern safety features have made the system easier to operate. The process aligns closely with existing tasks performed by City crews, enabling efficient integration into maintenance operations.

A Request for Quotation was advertised on BC Bid for the Supply & Delivery of a Crack Sealing Trailer, Melter Applicator. On July 3, 2025, two (2) companies submitted as follows:

Company	Model	Sub-Total	Total Incl. Tax
Industrial Machine Inc	2025 Cimline Magma M1	\$104,620.00	\$117,174.40
Sealtech Industries Ltd.	2025 CRAFTCO SUPERSHOT 125D	\$107,748.75	\$120,678.60

Staff have reviewed the submissions and have selected the lowest priced quote that met the specifications defined in the Request for Quotation. Industrial Machine Inc. is based out of Acheson, Alberta and although have not supplied equipment to the City of Salmon Arm before, staff checked references and do not have any concerns about the recommended purchase. The estimated delivery time is 45 days.

Legislative authority / plans / reports:

	Official Community Plan		Master Plan (list actual plan)
	Community Charter/LGA	X	Equipment Replacement
	Bylaw/Policy		Corporate Strategic Plan
	Zoning Bylaw	X	2024-2028 Financial Plan
			Long Term Financial Plan

Financial Considerations:

The approved funding for this purchase is \$120,000 from the 2025 Machinery & Equipment Capital Budget.

Alternatives & Implications:

Our preliminary research into Crack Sealing Trailers revealed no options currently available that incorporate green initiatives.

If this unit is not approved for acquisition, we anticipate continued increases in both operations and maintenance costs. Additionally, the deterioration of road infrastructure will likely accelerate.

With the onboarding of four (4) new year-round team members dedicated to winter maintenance operations, bringing crack sealing services in-house will support this transition and enhance overall efficiency.

Communication:

None

Prepared by: Manager of Roads & Parks
Reviewed by: Director of Engineering & Public Works
Approved by: Chief Administrative Officer

Attachments: N/A