



555 Oak Street East
North Bay, Ontario
P1B 8L3

555, rue Oak Est
North Bay (Ontario)
P1B 8L3

Tel: 1-800-363-7512
www.ontarionorthland.ca

May 28, 2026

Addendum No. 02

File Reference Number: RFQ 2026 025

Title: Purchase of One (1) Forklift

RE: Clarifications/Questions

CLARIFICATIONS/QUESTIONS:

Item 1: Would ONTC accept a temporary rental/used or demo unit until final delivery?

Answer: ONTC does not require temporary rental or used unit.

Item 2: How much variation from specifications is acceptable if performance is met?

Answer: Suppliers should propose the unit from their product lineup that best meets the requirements outlined.

If the supplier's specifications differ, additional details may be provided in the "Other" column. Suppliers who are unable to meet the exact specifications may still be considered, provided they meet the general requirements.

Item 3: Is the maximum lift height of 21 ft mandatory, or are lower heights acceptable?

Answer: 18' to 21' are acceptable

Item 4: Please refer to the following questions:

- Can ONTC provide more detail on:

a) Primary applications and loads?

Answer: Skids of rail wheel blanks 6,250 Lb., rail wheelsets.6,500Lb.

b) Primary applications and loads?

Answer: 90% outdoor and 10% indoor.

c) Ground conditions (yard, gravel, rail, etc.)?

Answer: Gravel, rough paved, rough cement, rail crossing, some small grades, ice, and snow conditions.

Item 5: Are there site constraints (doors/aisles) driving this requirement?

Answer: The indoor constraints would be aisles between equipment. The wider width will reduce ONTC's storage capacity for wheel blanks.

Item 6: Will mobile service coverage be acceptable if no nearby branch exists?

Answer: Yes, locally stationed mobile service will be acceptable.

Item 7: How many operators require training?

Answer: 2-4 operators

Item 8: Is onsite training mandatory or is virtual acceptable?

Answer: Onsite training is mandatory.

Item 9: One model has a load capacity of 8,000 lb, but its overall width exceeds 63 inches. The other model has an overall width under 63 inches, but its load capacity is below 7,200 lb. Could ONTC please confirm which requirement should take priority: load capacity or overall width?

Answer: Suppliers should propose the unit from their product lineup that best meets the requirements outlined.

If the supplier's specifications differ, additional details may be provided in the "Other" column. Suppliers who are unable to meet the exact specifications may still be considered, provided they meet the general requirements.

Item 10: Is the 63" width limit strict, or is slight variation acceptable?

Answer: The 63" maximum width is identified as a specification requirement. However, ONTC may consider minor deviations where the proposed unit still meets the overall operational and functional requirements.

Proponents are encouraged to clearly identify any deviations in Appendix E under the "Other" column and provide supporting details for evaluation. Proposals that deviate from exact specifications but meet general requirements may receive partial scoring in accordance with the evaluation criteria.

Item 11: Will ONTC consider delivery beyond Aug–Sept 2026 due to current lead times?

Answer: ONTC's preferred delivery date is no later than **August 31, 2026**.

Submissions indicating delivery beyond this date will not be disqualified, however, respondents are encouraged to clearly identify any anticipated challenges in meeting the preferred timeline within their submission.

Item 12: What is considered an acceptable distance for service support?

Answer: Proponents must demonstrate that:

- Service support is available within a reasonable proximity to North Bay and surrounding areas, and
- Timely support, including mobile/roadside service and parts availability within 14 days, must be achieved.

Proposals will be evaluated based on the strength and responsiveness of the service support model provided.

Item 13: The request outlines a need for a 15ft lift height mast with a capacity of 8000lb, however later in the document it requests a mast that is capable of lifting between 8ft and 21ft. Can you please confirm that the lift height required is 21ft to the top of the forks?

Answer: The forklift must be capable of operating across a range of lift heights from approximately 8 ft to 21 ft, with a maximum lift height of approximately 21 ft (to top of forks). The reference to 15 ft relates to the rated capacity specification, not the maximum lift height.

Item 14: Further to the above, if we select a mast with a 21ft lift height then the capacity will reflect the lifting capacity at the lift height (not 15ft) and the capacity will be less than 8000lb, as the 8000lb capacity applies to the 15ft lift height. As the forklift mast raises the capacity will slowly derate.

Answer: ONTC acknowledges that forklift lifting capacity decreases as lift height increases due to standard load derating.

For the purposes of this RFQ, the requirement for 8,000 lb capacity applies at approximately 15 ft lift height. Proponents selecting a mast with a higher maximum lift height (e.g., 21 ft) are expected to:

- Clearly state the rated capacity at 15 ft, and
- Provide the rated capacity at maximum lift height in their submission.

Proposals will be evaluated based on the overall suitability of the equipment, including how the capacity profile supports ONTC's operational requirements, recognizing that some variance at maximum lift heights is standard.

Item 15: The RFQ includes forklift operator training, can you please expand if your team expects to receive formal forklift certification.

Answer: The RFQ requires the supplier to provide training on the operation and maintenance of the equipment, including instructing ONTC's existing operators on the functionality of the proposed machine as well as its maintenance and service requirements.

Full formal training along **with certifications will be required.** Training should, at a minimum, ensure ONTC staff are competent in safe operation and basic maintenance of the equipment.

This Addendum hereby forms part of the RFQ.

Regards,

Brinda Ranpura
Procurement Contracts Specialist
brinda.ranpura@ontarionorthland.ca