

REGION OF OTTAWA CARLETON

REGION D'OTTAWA CARLETON

REPORT

RAPPORT

Our File/N/Réf.           **50 50-00-1014**  
Your File/V/Réf.

DATE                      01 May 2000

TO/DEST.                A/Co-ordinator  
Corporate Services and Economic Development Committee

FROM/EXP.              Environment and Transportation Commissioner

SUBJECT/OBJET         **SUPPLY OF COARSE CRUSHED ROCK SALT**  
**TENDER 01300-77545-T01**

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#### **DEPARTMENTAL RECOMMENDATION**

**That the Corporate Services and Economic Development Committee and Council approve the award of Tender 01300-77545-T-01 to the Canadian Salt Company Ltd., Pointe-Claire, Quebec for:**

- a.     the purchase of coarse crushed rock salt for the 2000/2001 winter season at the estimated total price of salt is \$8,416,248.55 (including GST & PST); and,**
- b.     the purchase of coarse crushed rock salt for the 2001/2002 winter season at the estimated total price of salt is \$8,584,602.80 (including GST & PST),**
- c.     the purchase of coarse crushed rock salt for the 2002/2003 winter season at the estimated total price of salt is \$8,752,957.05 (including GST & PST).**

#### **BACKGROUND**

Annually, the Region of Ottawa-Carleton enters into a joint tendering process with ten (10) area municipalities and with Carleton University to purchase coarse crushed rock salt used in winter snow and ice control operations. The tendering process is managed by the Supply Management Division and has resulted in savings due to economies of scale.

## DISCUSSION

The Request for Co-operative Tender 01300-77545-T01 for the supply of coarse crushed rock salt closed 05 April 2000 and three (3) bids were received. The total tendered requirement for the eleven (11) participating municipalities for three (3) winter seasons beginning the winter of 2000/2001 was 127,300 metric tonnes per year, for a total of 381,900 metric tonnes. (Carleton University's total tendered requirement for three years was 1,575 metric tonnes.)

The Tender contained two Price Schedules "A" and "B" with Price Schedule "B" asking for prices for Pre-Season Delivery of twenty (20) percent of the total estimated annual requirement. Price Schedule "B" did not result in sufficient savings to warrant consideration in the recommendation of award. Canadian Content was used to evaluate bids and was not a determining factor of the lowest responsive bid.

Prices were received from three (3) firms:

Bidder	Total Price (includes taxes)
Cargill Salt, Mississauga, Ontario	No Bid
Sifto Canada Inc., Mississauga, Ontario	\$27,018,370.25
The Canadian Salt Company Limited, Point-Claire, Quebec	\$25,860,020.10
The Detroit Salt Company, Detroit, Michigan	\$26,201,057.20

All bidding firms had demonstrated the ability to provide crushed rock salt as specified. The low bidder of the three (3) firms is The Canadian Salt Company Limited, Point-Claire, Quebec. The price includes the delivery of salt to any location in Ottawa-Carleton as directed by the contract administrator.

## PUBLIC CONSULTATION

The award of contracts are not subject to public consultation requirements.

## EXPENDITURE JUSTIFICATION

In order to effectively manage winter operations, the Region of Ottawa-Carleton and ten (10) participating municipalities purchase approximately one hundred twenty seven thousand, three hundred (127,300) metric tonnes of crushed rock salt annually. Crushed rock salt is the main component in Snow and Ice Control operations, and without the use of salt in winter maintenance operations a dramatic reduction in the winter quality standards would be unavoidable and would result in increased operational costs and reduces roadway safety during inclement weather.

The total estimated expenditure for each municipality for the three year contract is as follows:

Region of Ottawa-Carleton	\$10,216,554.00
City of Ottawa	\$9,002,706.00
City of Cumberland	\$910,386.00
City of Gloucester	\$1,618,464.00
Township of Goulbourn	\$242,276.60
City of Kanata	\$708,078.00
City of Nepean	\$1,234,078.80
Township of Rideau	\$323,692.80
City of Vanier	\$323,692.80
Township of West Carleton	\$566,462.40
Township of Osgoode	\$606,924.00
<b>TOTAL ESTIMATED COST including Taxes</b>	<b><u>\$25,753,315.40</u></b>

#### FINANCIAL STATEMENT

Funds are available in Internal Order 700001 for the purchase of winter salt. As materials are utilized for winter operations, costs will be charged to the Winter Maintenance Cost Centre - 138111.

*Approved by N. Schepers, P.Eng.  
on behalf of M.J.E. Sheflin, P Eng.*

MA/RGA

#### SUPPLY MANAGEMENT DIVISION

I concur,

*G. Ford on behalf of the  
Finance Commissioner*