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<b>TO:</b>	<b>CHAIR AND MEMBERS CIVIC WORKS COMMITTEE MEETING ON AUGUST 21, 2012</b>
<b>FROM:</b>	<b>JOHN BRAAM, P.ENG. MANAGING DIRECTOR, ENGINEERING AND CITY ENGINEER</b>
<b>SUBJECT</b>	<b>TENDER 12-76 SUPPLY AND DELIVERY OF HIGHWAY SALT</b>

<b>RECOMMENDATION</b>
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That, on the recommendation of the Managing Director, Engineering and City Engineer, the following actions **BE TAKEN** with respect to Tender 12-76:

- a) That the bid submitted by The Canadian Salt Company Limited, 1195 Courtneypark Drive East, Mississauga, ON L5T 1R1 at their tendered price of \$62.87 per tonne, including delivery and HST extra for two (2) year period with options for three (3) additional one (1) year extensions, **BE ACCEPTED**, it being noted that the Canadian Salt Company Ltd. is the overall low bid and meets all of our terms, conditions, requirements and specifications in all areas
- b) That Civic Administration **BE AUTHORIZED** to undertake all of the administrative acts that are necessary in connection with this contract;
- c) That approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or issuing purchase orders or contract record relating to these matters of this approval.

<b>BACKGROUND</b>
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**Purpose**

Tender 12-76 was prepared seeking competitive pricing for the supply and delivery of highway salt for a two (2) year period with the option to renew for three (3) additional one (1) year periods. Pricing for renewal periods to be determined based upon changing delivery charges. Salt purchased through this tender supports the Transportation and Roadside Operations Division's winter maintenance programs.

**Purchasing Process**

Tender 12-76 was issued seeking competitive pricing for the supply and delivery of highway salt on behalf of the Elgin, Middlesex, Oxford Purchasing Co-operative (EMOP). Pricing in the tender document for the delivery portion was separated from the salt portion to avoid cross subsidization amongst the various agencies.

**Financial Impact**

Funding for this commodity is included in the 2012 and pending 2013 Operating Budgets; a summary of bids is attached as Appendix "A".

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**Acknowledgements**

This report was prepared with input from John Parsons, Division Manager, Transportation and Roadside Maintenance and Chris Ginty, CPPB, Procurement Officer, Purchasing and Supply.

<b>SUBMITTED BY:</b>	<b>RECOMMENDED BY:</b>
<b>JOHN PARSONS DIVISION MANAGER - TRANSPORTATION AND ROADSIDE OPERATIONS</b>	<b>JOHN BRAAM, P.ENG. MANAGING DIRECTOR, ENGINEERING AND CITY ENGINEER</b>
<b>REVIEWED AND CONCURRED BY:</b>	
<b>MIKE TURNER DEPUTY CITY TREASURER</b>	

c:      John Freeman, Manager of Purchasing and Supply