



**CITY OF KINGSTON
REPORT TO COUNCIL**

Report No.: 10-250

TO: Mayor and Members of Council
FROM: Jim Keech, President and CEO, Utilities Kingston
RESOURCE STAFF: Damon Wells, P.Eng., Director, Public Works Department
DATE OF MEETING: July 20, 2010
SUBJECT: F18-PWS-PW-2010-1- WINTER CONTROL ROAD SALT

EXECUTIVE SUMMARY:

The City of Kingston annually requests proposals for Road Salt for winter control. The Purchasing Bylaw requires that Council approval be obtained when three bids have not been received. The purpose of this report is to authorize acceptance of the lowest cost proposal.

RECOMMENDATION:

That Council authorize the Mayor and Clerk to enter into a contract in a form satisfactory to the Director of Legal Services with The Canadian Salt Company Ltd, for the supply of approximately 16,000 tonnes of coarse crushed salt for winter road and sidewalk maintenance, in the amount of \$89.60 per tonne, including all taxes and freight, being the lowest bid received, for Tender F18-PWS-PW-2010-1.

AUTHORIZING SIGNATURES:

<p>ORIGINAL SIGNED BY PRESIDENT & CEO, UTILITIES KINGSTON</p> <p>_____ Jim Keech, President and CEO, Utilities Kingston</p>
<p>ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER</p> <p>_____ Gerard Hunt, Chief Administrative Officer</p>

CONSULTATION WITH THE FOLLOWING COMMISSIONERS:

Cynthia Beach, <i>Sustainability & Growth</i>	N/A
Terry Willing, <i>Community Services</i>	N/A
Denis Leger, <i>Transportation, Properties & Emergency Services</i>	N/A
Jim Keech, <i>President and CEO, Utilities Kingston</i>	✓

(N/R indicates consultation not required)

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OPTIONS/DISCUSSION:

The Public Works Department tendered for Road Salt under Invitation to Tender F18-PWS-PW-2010-1, and received two priced tenders, with The Canadian Salt Company being the lowest bid submission.

The results are as follows:

Salt Tender 2010-2011

Results

Companies	Price/Metric Tonne	Freight & Handling	Total Price
The Canadian Salt Co.	\$61.00	\$18.29	\$89.60
Sifto Canada Inc.	\$55.50	\$33.58	\$100.66
Cargill Salt	No Bid	No Bid	No Bid

All bids include all applicable taxes and freight.

Salt Tender 2009-2010

Results

Companies	Price/Metric Tonne	Freight & Handling	Total Price
The Canadian Salt Co.	\$58.50	\$22.49	\$91.52
Sifto Canada Inc.	\$53.25	\$31.10	\$95.32
Cargill Salt	No Bid	No Bid	No Bid
Innovative Surface Solutions	No Bid	No Bid	No Bid

All bids include all applicable taxes and freight.

Last year's result, as follows;

Salt Tender 2008-2009

Results

Companies	Price/Metric Tonne	Freight & Handling	Total Price
The Canadian Salt Co.	\$53.50	\$23.64	\$87.17
Sifto Canada Inc.	\$52.50	\$30.05	\$93.28
Cargill Salt	No Bid	No Bid	No Bid

EXISTING POLICY/BY LAW: Purchasing Bylaw 2000-134

NOTICE PROVISIONS: Not Applicable

ACCESSIBILITY CONSIDERATIONS: Not Applicable

FINANCIAL CONSIDERATIONS:

Funds have been approved in the 2010 Public Works Budget to cover the cost of these seasonal activities up to October 31, 2010.

CONTACTS:

Damon Wells, P.Eng., Director, Public Works Department, Ext. 2313

OTHER CITY OF KINGSTON STAFF CONSULTED: Not Applicable

EXHIBITS ATTACHED: Not Applicable