

REGIONAL MUNICIPALITY OF OTTAWA-CARLETON  
MUNICIPALITÉ RÉGIONALE D'OTTAWA-CARLETON

REPORT  
RAPPORT

Our File/N/Réf. 25 50-97-1014  
Your File/V/Réf.

DATE 22 August 1997

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

FROM/EXP. Environment and Transportation Commissioner

SUBJECT/OBJET **COARSE CRUSHED ROCK SALT - TENDER 0775-45-T1/97**

### **DEPARTMENTAL RECOMMENDATION**

**That the Corporate Services and Economic Development Committee approve the purchase of coarse crushed rock salt for the 1997/1998 winter season from The Canadian Salt Company Limited, Clarkson, Ontario, with the estimated total price of the RMOC requirement of salt being \$3,144,180.00 (including GST & PST).**

### **BACKGROUND**

Annually, the Regional Municipality 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 tender of the 1997/98 winter salt was called in May 1997. Prices were received from two firms:

Bidder	Total Price (includes taxes)
The Canadian Salt Company Limited, Clarkson, Ontario	\$7,792,586.77
Sifto Canada Inc., Mississauga, Ontario	\$8,060,304.00

Both firms had demonstrated the ability to provide crushed rock salt as specified. The low bidder of the two firms is The Canadian Salt Company Limited, Clarkson, Ontario. 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 Regional Municipality of Ottawa-Carleton purchases approximately fifty thousand and five hundred (50,500) tonnes of crushed rock salt annually. Crushed rock salt is the main component in snow and ice control operation, 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.

#### FINANCIAL STATEMENT

Funds are available in inventory Account No. 014-25201-0000 for the purchase of winter salt. When material is utilized for winter operations, it will be charged to the Winter Maintenance Operating Account 012-38111.

*Approved by  
M.J.E. Sheflin, P. Eng.*

#### SUPPLY MANAGEMENT DIVISION

I concur,

*Approved by  
G. Ford on behalf of  
the Finance Commissioner*

#### FINANCE DEPARTMENT COMMENT

To establish unit prices for the 1997/98 winter season.

*Approved by C. Colaiacovo  
on behalf of the Finance Commissioner*