



# The Corporation of the Municipality of Arran-Elderslie

## Staff Report

Report From: Scott McLeod, Public Works Manager

Meeting Date: July 8, 2024

Subject: SRW.24.10 Award Winter Sand Tender

Attachments: None

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### **Recommendation**

Be It Resolved that Council hereby,

1. Award the contract for winter sand delivered to the Arran-Tara Shop, as per the terms and conditions posted by Bruce County, to Keith Snyder Construction Ltd., in the amount of \$19,577.25 including HST, based on a volume of 1,100 tonnes of sand;
2. Award the contract for winter sand delivered to the Elderslie Shop, as per the terms and conditions posted by Bruce County, to Walker Aggregates Ltd., in the amount of \$24,679.20 including HST, based on a volume of 1,400 tonnes of sand;
3. Authorize the purchase of winter salt in the amount of \$9,977.90 including HST from Compass Minerals based on a volume of 125 tonnes; and
4. That this purchase be financed from Account #01-2520-4340 – Winter Sand/Salt – Material & Supplies.

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### **Report Summary**

The intent of this report is for Council to award the tender for the 2024/2025 winter sand and salt supply.

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### **Background**

Each year, Bruce County includes Arran-Elderslie in the winter sand tender to optimize pricing due to larger volumes being purchased. This year, the Municipality requires approximately 1,100 tonnes of winter sand at the Arran-Tara Shop and 1,400 tonnes at the Elderslie Shop. Tenders recently closed for the 2024/2025 Winter Sand Supply. There were six (6) bids for supply of the materials received.

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## **Analysis**

The results of the tenders are listed in the table below:

<b>Vendor</b>	<b>Total Cost excl. HST</b>	
	<b>Arran</b>	<b>Elderslie</b>
Ed Karcher Construction Ltd.	\$17,490.00	\$22,260.00
Johnston Bros. (Bothwell) Ltd.	\$23,925.00	\$28,599.99
Keith Snyder Construction Ltd.	\$17,325.00	\$22,050.00
Ron Gibbons Construction	\$18,645.00	\$23,730.00
Walker Aggregates Ltd.	\$20,900.00	\$21,840.00
Wesley Riley Contracting	No Bid	No Bid

Keith Snyder Construction Ltd. provided the lowest bid for Arran-Tara and Walker Aggregates Ltd. provided the lowest bid for Elderslie. The cost includes the supply, hauling and stacking.

A 5% salt mixture is added to the sand during the stacking process. In 2022, Arran-Elderslie joined Bruce County in a cooperative tender process for the purchase of the salt which remains in effect until the 2025/2026 season. The salt is an additional cost and is provided by Compass Minerals. A total of 125 tonnes of salt is required to complete the mixture and the cost per tonne is \$70.64 for this season. The total cost is \$8,830.00 plus HST.

All of the costs above are excluding the HST.

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## **Link to Strategic/Master Plan**

### 6.4 Leading Financial Management

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## **Financial Impacts/Source of Funding**

The Municipality will fund these expenses from Account #01-2520-4340 - Winter Sand/Salt – Material & Supplies which has an approved budget of \$58,802.00. The combined cost of the sand and salt inclusive of HST is \$54,234.35. The total cost after the HST rebate is \$48,839.75. After consideration of year-to-date spending, there is budget remaining of \$52,238 to support this contract.

In 2020, Council passed resolution 9-141-2020 that provides for an annual transfer to Reserve of the surplus funds from Winter Control. There is \$140,083.44 in Reserve 7263 – Winter Control. If a year-end deficit should arise, the departmental costs will be funded by the Winter Control Reserve.

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Approved By: Sylvia Kirkwood, Chief Administrative Officer