



**The Corporation of the City of Cornwall**  
**Regular Meeting of Council**  
**Report**

Department: Financial Services  
Division: Purchasing  
Report Number: 2020-297-Financial Services  
Prepared By: Diane Leduc, Senior Buyer  
Meeting Date: June 8, 2020  
Subject: Joint Tender for the Supply and Delivery of Winter Highway Coarse Salt

**Purpose**

To obtain costing for the supply and delivery of winter highway coarse salt.

**Recommendation**

That the joint tender for the supply and delivery of winter highway coarse salt be awarded for a two-year period with an option to renew for two additional one year periods to Compass Minerals Canada Corporation from Mississauga, Ontario, at the total bid price of \$1,770,574.40 (net cost to the Corporation - \$1,594,457.09), being the best bid meeting the tender specifications.

**Financial Implications**

The Corporation has budgeted \$700,000 in the 2020 Budget for this product. The budget is based on estimated quantities and may vary depending on weather conditions. If 2020 winter control activities exceed budget, the variance may be funded from the Winter Control Reserves. The department will budget accordingly for subsequent years.

**Strategic Priority Implications**

This report addresses Council's accountability and transparency to the ratepayers of the City of Cornwall.



## **Background / Discussion**

The tender is for the supply and delivery of winter highway coarse crushed rock salt, in bulk for a two-year period with the option to renew for two additional one-year periods.

The tender was issued by the United Counties of Stormont, Dundas & Glengarry (SD&G) as a joint tender in partnership with the City of Cornwall, Township of South Dundas, Township of North Dundas, Township of North Stormont, Township of North Glengarry and Township of South Glengarry. Each Municipal Partner will award their own tender.

The following tenders, representing the City's portion, were received and opened by the United Counties of SD&G on April 16, 2020:

### **Compass Minerals Canada Corporation, Mississauga, Ontario**

Bid Price:	\$1,566,880.00
HST:	\$203,694.40
Total Bid Price:	\$1,770,574.40

### **Cargill Salt, Road Safety, Montreal, Quebec**

Bid Price:	\$1,701,520.00
HST:	\$221,197.60
Total Bid Price:	\$1,922,717.60

### **K+S Windsor Salt Limited, Mississauga, Ontario**

Bid Price:	\$2,284,640.00
HST:	\$297,003.20
Total Bid Price:	\$2,581,643.20

Document Title:	Joint Tender for the Supply and Delivery of Coarse Salt - 2020-297-Financial Services.docx
Attachments:	
Final Approval Date:	Jun 1, 2020

This report and all of its attachments were approved and signed as outlined below:

**Nicole Robertson - May 29, 2020 - 3:53 PM**

**Bill de Wit - Jun 1, 2020 - 10:27 AM**

**Tracey Bailey - Jun 1, 2020 - 12:29 PM**

**Maureen Adams - Jun 1, 2020 - 8:43 PM**