



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

Department: Financial Services  
Division: Purchasing  
Report Number: 2021-21-Financial Services  
Prepared By: Melissa Sterling, Buyer  
Meeting Date: March 22, 2021  
Subject: Tender 21-T05 Grass Cutting and Trimming Various Parks

**Purpose**

To obtain costing for grass cutting of various Parks within the City of Cornwall.

**Recommendation**

That Tender 21-T05 be awarded as follows:

- Schedule 1 EC Works Limited, Long Sault, Ontario
- Schedule 2 EC Works Limited, Long Sault, Ontario
- Schedule 3 EC Works Limited, Long Sault, Ontario
- Schedule 4 EC Works Limited, Long Sault, Ontario
- Schedule 5 Roger Salmon & Sons, Chesterville, Ontario
- Schedule 6 Superior Group, Williamsburg, Ontario
- Schedule 7 No Mow Worries and Snow Services, Martintown, Ontario

These recommendations represent the low bidder meeting tender specifications, pending equipment review and documentation submission.

There was a tied bid for Schedule 6 with No Mow Worries and Snow Services and Superior Group. Policy #FI-2019-09-09-2 section 5.10 was enacted to determine the award.



## **Financial Implications**

The Municipal Work - Parks Division has budgeted \$329,698 in the 2021 Budget for grass cutting. The Division will endeavor to stay within budget for all grass cutting operations.

## **Strategic Priority Implications**

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

## **Background / Discussion**

This tender called for the supply of labour and machinery to perform grass cutting and, litter and rubbish pick up at various City owned parks, on a per cut basis. The term of contract is for the 2021 grass cutting season. Designated areas included in the tender were:

- Schedule 1 - Parks Locations in the East
- Schedule 2 - Parks Locations in the Downtown
- Schedule 3 - Parks Locations in the North East
- Schedule 4 - Parks Locations in the North West
- Schedule 5 - Guindon Park
- Schedule 6 - Lamoureux Park & Maligne Point
- Schedule 7 - Sports Fields

The following tenders were received and opened by Purchasing Services on March 15, 2021:

### **EC Works Limited, Long Sault, Ontario**

Total Price Schedule 1:	\$9,315.00
Total Price Schedule 2:	\$8,740.00
Total Price Schedule 3:	\$8,625.00
Total Price Schedule 4:	\$12,880.00
Total Price Schedule 5:	\$22,540.00
Total Price Schedule 6:	\$49,795.00
Total Price Schedule 7:	\$12,295.00



**No Mow Worries and Snow Services, Martintown, Ontario**

Total Price Schedule 1:	\$11,845.00
Total Price Schedule 2:	\$9,545.00
Total Price Schedule 3:	\$12,880.00
Total Price Schedule 4:	\$15,065.00
Total Price Schedule 5:	\$33,925.00
Total Price Schedule 6:	\$47,150.00
Total Price Schedule 7:	\$12,420.00

**Roger Salmon & Sons, Chesterville, Ontario**

Total Price Schedule 1:	\$13,340.00
Total Price Schedule 2:	\$16,100.00
Total Price Schedule 3:	\$18,745.00
Total Price Schedule 4:	No Bid
Total Price Schedule 5:	\$18,975.00
Total Price Schedule 6:	\$87,400.00
Total Price Schedule 7:	\$40,825.00

**Servicemaster by Fox, Cornwall, Ontario**

Total Price Schedule 1:	No Bid
Total Price Schedule 2:	No Bid
Total Price Schedule 3:	\$11,500.00
Total Price Schedule 4:	\$13,225.00
Total Price Schedule 5:	\$20,700.00
Total Price Schedule 6:	No Bid
Total Price Schedule 7:	No Bid

**Superior Group, Cornwall, Ontario**

Total Price Schedule 1:	\$17,250.00
Total Price Schedule 2:	\$11,040.00
Total Price Schedule 3:	\$12,190.00
Total Price Schedule 4:	\$13,268.00
Total Price Schedule 5:	\$19,780.00
Total Price Schedule 6:	\$47,150.00
Total Price Schedule 7:	\$24,012.00



**VS Landscape Group, Winchester, Ontario**

Total Price Schedule 1:	\$22,780.00
Total Price Schedule 2:	\$15,500.00
Total Price Schedule 3:	\$14,830.00
Total Price Schedule 4:	\$28,200.00
Total Price Schedule 5:	\$25,300.00
Total Price Schedule 6:	\$59,800.00
Total Price Schedule 7:	\$24,570.00

Minor mathematical adjustments were required on the submission from No Mow Worries and Snow Services and EC Works Limited.

Document Title:	Tender 21-T05 Grass Cutting and Trimming Various Parks - 2021-21-Financial Services.docx
Attachments:	
Final Approval Date:	Mar 18, 2021

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

**No Signature - Task assigned to Nicole Robertson was completed by delegate Diane Leduc**

**Nicole Robertson - Mar 16, 2021 - 4:05 PM**

**Bill de Wit - Mar 17, 2021 - 9:20 AM**

**Tracey Bailey - Mar 17, 2021 - 5:19 PM**

**Maureen Adams - Mar 18, 2021 - 7:49 AM**