

NO: R101

COUNCIL DATE: June 10, 2024

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## REGULAR COUNCIL

TO: **Mayor & Council** DATE: **June 3, 2024**

FROM: **General Manager, Engineering** FILE: **1220-040-2024-037**

SUBJECT: **Award of Contract No. 1220-040-2024-037  
Supply and Delivery of Bulk Winter Road Salt**

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## RECOMMENDATION

The Engineering Department recommends that Council:

1. Award Contract No. 1220-040-2024-037 to Mainroad Maintenance Products LP for the annual supply and delivery of bulk winter road salt to the City of Surrey for a one-year term at an annual price of \$2,086,950.00 (including all applicable taxes);
2. Approve the option to extend Contract No. 1220-040-2024-037 for three additional one-year terms at the City's discretion to provide annual supply and delivery of bulk winter road salt;
3. Set the annual expenditure authorization limit for Contract No. 1220-040-2024-037 at \$2,229,645.00 (including all applicable taxes and contingency); and
4. Authorize the General Manager, Engineering to execute Contract No. 1220-040-2024-037 and approve three optional one-year term extensions related to Contract No. 1220-040-2024-037 within the approved annual expenditure authorization limit of \$2,229,645.00 (including GST and contingency).

## INTENT

The intent of this report is to seek Council approval to award Contract No. 1220-040-2024-037 for the supply and delivery of bulk winter road salt that will be used for snow and ice operations during the upcoming winter seasons.

## DISCUSSION

Winter road salt is used by the City during snow and ice events. The road salt is typically purchased in bulk, following a competitive process. The volume of road salt used each year fluctuates, depending on the severity of the winter season. On average, the City uses approximately 6,400 tonnes of road salt over an entire winter season. In comparison, in unusually high snowfall events and lengthy sub-freezing temperatures, the City has been required to use over 20,000 tonnes of road salt in a winter season.

The City currently has the capacity to hold approximately 17,000 tonnes of road salt within its salt storage facility located at the Operations Centre. In most years, this capacity has ensured that there is enough supply to respond, undisrupted, to snow and ice events throughout the entire winter season. The City requires salt suppliers to provide an annual delivery of a salt supply to top-up its inventory. In this regard, Surrey's practice has been to guarantee a minimum purchase of 6,400 tonnes of road salt annually. In turn, the City requires the salt supplier to guarantee the availability of a salt supply to a maximum of 12,000 tonnes of road salt and 3,000 tonnes of brine salt per year, should additional road salt be required by the City.

### **Quotation Results**

An invitation for a Request for Quotations ("RFQ") was publicly posted on the BC Bid and City websites. The following quotations were received:

<i>Proponent</i>	<i>Tendered Amount with GST</i>	<i>Corrected Amount</i>
1. Mainroad Maintenance Product LP	\$2,086,950.00	No Change
2. Lafarge Asphalt Technologies	\$2,630,250.00	No Change
3. NSC Minerals Ltd.	\$5,640,450.00	No Change

### **Evaluation**

The submissions were reviewed for accuracy and completeness. No errors were found. All submissions were signed on the Quotation Form and Summary Sheet of the Schedule of Quantities and Prices.

The low bidder, Mainroad Maintenance Products LP, has met the requirements of the RFQ. Mainroad Maintenance Products LP has provided satisfactory service in the past and the quotation submitted is of best value to the City. Based on the above, it is recommended that the City award the contract to Mainroad Maintenance Products LP.

### **FUNDING**

Funding for this contract is available in the Roads Operating Budgets.

Scott Neuman, P.Eng.  
General Manager, Engineering

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