



TOWNSHIP OF EDWARDSBURGH CARDINAL ACTION ITEM

Committee: Committee of the Whole – Administration & Operations

Date: April 14, 2025

Department: Public Works

Topic: Winter Sand Tender – EC-PW-25-07

Purpose: To award the supply of winter sand tender to Willis Kerr Contracting Ltd at the unit price of \$21.15 per MT to a maximum of \$80,370.00 excluding non-rebated HST

Background: The tender was issued on March 18th, 2025 to local companies and placed on website for the supply of winter sand for the 2025/2026 winter season. The successful bidder will supply and deliver approximately 3800 tonnes of screened winter sand and provide an elevator with a conveyor belt system, at the Public Works depot, for use by the Township in mixing the winter sand with the salt. Mixing is completed by Township staff utilizing municipal equipment. The salt/sand domes will be filled in September/October of this year.

Three (3) submissions were received by the April 8th, 2025 closing date. Tenders were opened publicly after closing and the results are listed below:

<u>Bidders</u>		Unit Price	Total
		Per ton	Tender
1	Willis Kerr Contracting Ltd	\$ 21.15	\$ 80,370.00
2	G Tackaberry Construction	\$ 23.30	\$ 88,540.00
3	Tomlinson	\$ 23.88	\$ 90,744.00

Policy Implications: By-law 2023-51 establishes policies with respect to the procurement of goods and services. It states that all expenditures shall be within the

current approved budget or within approved estimates; otherwise prior approval of Council is required. In addition, expenditures above \$75,000 require approval of Council.

Strategic Plan Implications: Nil

Financial Considerations: The low bid submitted by Willis Kerr Contracting Ltd meets the requirements of the tender document. The unit price received was \$1.42/tonne or higher than 2024 price. The YTD expenses in this line item are \$183,138.87 and the budget was \$204,000.00.

Note: There will be insufficient budget remaining in the salt and sand material line item for 2025. The cost to stock the salt and sand domes for the upcoming 2025/2026 winter season will likely initially place this line item over budget by \$100,000.00. We expect that a portion of the materials will be inventoried into 2026 and thereby reducing the overage to a certain degree. However, we do anticipate that a portion of this expense will need to be covered through the winter control reserves. The winter control reserve currently sits at \$178,900.24. The value will be unknown until year end inventory.

Recommendation: That Committee recommends that Council award the Supply of Winter Sand to Willis Kerr Contracting Ltd at the unit price of \$21.15 per MT to a maximum of \$80,370.00 excluding non-rebated HST.



Director of Operations



Manager of Public Works