



City of  
**Peterborough**

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**To:** Members of the General Committee

**From:** Cynthia Fletcher  
Commissioner of Infrastructure and Planning Services

**Meeting Date:** September 8, 2020

**Subject:** Report IPSENG20-032  
Award of Non-Standard Procurement for Supply and  
Installation of Brine Solution Pre-Wet Vehicle Up-Fit  
Components

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## **Purpose**

A report to recommend the award of a non-standard procurement process to Supply and Install of Brine Solution Pre-Wet Vehicle Up-Fit Components. This equipment will pre-wet the granular salt or salt/sand product prior to dispensing it on the road surface and allow for better adhesion to the road surface and accelerated melt action.

## **Recommendation**

That Council approve the recommendation outlined in Report IPSENG20-032, dated September 8, 2020 of the Commissioner of Infrastructure and Planning Services as follows:

That the non-standard procurement for Supply and Installation of Pre-Wet Vehicle Up-Fit Components be awarded to Viking-Cives Ltd., 42626 Grey County Road 109, P.O. Box 1120, R.R. 4, Mount Forest, Ontario, N0G 2L0 for \$247,176.00, plus HST of \$32,132.88, for a total of \$279,308.88

## **Budget and Financial Implications**

The total net \$251,526.30 requirement, after applicable HST rebates, for the Supply and Installation of Pre-Wet Vehicle Up-Fit Components can be accommodated within the uncommitted balance of \$256,792.00 from the original \$370,000.00 approved 2020 Capital Budget for Winter Control Pre-Wet Technologies, Reference #: 5-14.02, page 368.

## **Background**

### **Brief Description of the Work**

The City's Public Works winter control fleet currently is not equipped with pre-wet capabilities. Pre-wet technology has proven to reduce salt usage and improve melting and adhesion characteristics of the granular salt products used. Through the design and construction of the Municipal Operations Center on Webber Avenue, an appropriate amount of space and the required infrastructure was installed in the salt storage building to accommodate brine storage and dispensing. The addition of brine solution pre-wet technology to the existing fleet of 18 salt/plow units will provide another important tool to winter control response. This equipment will pre-wet the granular salt or salt/sand product prior to dispensing it on the road surface and allow for better adhesion to the road surface and accelerated melt action. Both these improvements will reduce salt consumption and improve the melting characteristics of the rock salt used.

### **Non-competitive Bid Process**

Under normal circumstances this procurement would require the preparation and award of a competitive procurement process. In this instance, Section 11.3.1 b) of the Procurement By-law 18-084, which states "Where only one supplier is able to meet the requirements of the procurement in order to: i) Ensure compatibility with existing products".

The recommendation to proceed with a non-competitive bid process was reviewed and approved by the Treasurer.

### **Recommended Supplier**

Viking-Cives is the recommended supplier for the Supply and Installation of Brine Solution Pre-Wet Vehicle Up-Fit Components as they were the initial supplier and up fitter of the existing fleet units with snowplow components and that are to now have pre-wet technologies installed on them. It is imperative for compatibility and vehicle operation that these components be designed, supplied and compatible with the existing fleet unit technologies and components.

### **Council Approval Required**

Section a) iv) on Chart 2 of Appendix A of the City's Procurement By-law 18-084 indicates Council must approve a non-standard or limited competition procurement when the value is at or above \$100,000.

### **Timelines**

If the recommendation is approved, the purchase will be expedited in order to achieve completion prior to the 2020 / 2021 winter season. The purchase will be confirmed via a purchase order before the work commences.

The contractor is proposing to commence the work immediately after receipt of a purchase order.

### **Summary**

It is recommended that the non-standard procurement for the Supply and Installation of Brine Solution Pre-Wet Vehicle Up-Fit Components be awarded to Viking-Cives Ltd.

Submitted by,

Cynthia Fletcher  
Commissioner of Infrastructure and Planning Services

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