SUBJECT: Award of Corporate Tender C12-09-09 Supply and Delivery of Various Topsoil (FCS09050) (City Wide)

RECOMMENDATION:

That the Corporate Tender C12-09-09 for the Supply and Delivery of Various Topsoil be awarded to the lowest compliant Bidder, per item, as follows:

Delivered Pricing:

G. Mason Construction for an approximate five year annual total of $538,500.00

GreenPark Services Inc. for an approximate five year annual total of $341,000.00

Waterdown Garden Supplies Ltd. for an approximate five year annual total of $130,500.00

Pick Up Pricing:

Section 1:
Waterdown Garden Supplies Ltd. for an approximate five year annual total of $153,400.00

Section 2:
Glanbrook Farms for an approximate five year annual total of $211,500.00

Section 3:
G. Mason Construction for an approximate five year annual total of $191,500.00.
EXECUTIVE SUMMARY:

This is a Corporate Tender for the Supply and Delivery of Various Topsoil which is utilized primarily by the Parks and Cemeteries, Forestry and Horticulture, Roads, Water and Wastewater Divisions of the Public Works Department and the Recreation Division of the Community Services Department.

The initial term of the Contract is for the 2009 season and expires December 31, 2009. Further terms may be approved at the sole option of the City for four (4) additional one (1) year terms to December 31, 2013. This Request for Tenders is being awarded in two parts:

Part 1: Delivered Pricing – to be awarded to the compliant Bid with the lowest total delivered price per item for all five terms. G. Mason Construction is being recommended to supply Horticultural Topsoil, Premium Golf Course Divot Mix and the 60/40 Top Dress Mix. GreenPark Services Inc., is being recommended to supply the Shredded and/or Screened Topsoil and the Triple Mix Topsoil. Waterdown Garden Supply Ltd., is being recommended to supply the Black Loam Topsoil.

Part 2: Pick Up Pricing – to be awarded to the compliant Bid with the lowest total pick up price per item, per section, for all five terms. Sections are defined as Section 1 which comprises Maintenance District 1, Section 2 which comprises Maintenance Districts 2 and 4 and Section 3 which comprises Maintenance Districts 3 and 5.

As this was a unit priced contract, Bidders were not required to bid on each type of topsoil required and allowed the City to select the lowest price for each topsoil product specified.

As per Purchasing Policy, Section 4.4, Policy 4 - Approval Authority, item 4(b), approval is required for the award of Corporate Contracts.

BACKGROUND:

The Purchasing Section issued this Request for Tenders for the Supply and Delivery of Various Topsoil on March 18, 2009, and closed on April 2, 2009. Nine (9) Bidders picked up the tender documents and eight (8) compliant submissions were received.

ANALYSIS/RATIONALE:

The City benefits from discounted volume based pricing when a Corporate Tender is issued versus each individual department securing prices on their own for products that are the same.

ALTERNATIVES FOR CONSIDERATION:

The alternative method would be to secure competitive bids for each department, which would result in the duplication of effort, and the City would not see any cost savings by combining the required services for several departments.
FINANCIAL/STAFFING/LEGAL IMPLICATIONS:

None.

POLICIES AFFECTING PROPOSAL:

Purchasing Policy, Section 4.4, Policy 4 - Approval Authority, requires Council approval when the Request for Tender is a Corporate Contract.

RELEVANT CONSULTATION:

All user departments were consulted and provided input for this Request for Tender with respect to specifications and special provisions.

CITY STRATEGIC COMMITMENT:

By evaluating the “Triple Bottom Line”, (community, environment, and economic implications) we can make choices that create value across all three bottom lines, moving us closer to our vision for a sustainable community, and Provincial interests.

- Community Well-Being is enhanced. ☑ Yes ☐ No
- Environmental Well-Being is enhanced. ☑ Yes ☐ No
- Economic Well-Being is enhanced. ☑ Yes ☐ No

The issuance of this Corporate Tender enhances buying power and ensures that volume discounts are maximized for the City.

- Does the option you are recommending create value across all three bottom lines? ☑ Yes ☐ No
- Do the options you are recommending make Hamilton a City of choice for high performance public servants? ☐ Yes ☑ No