

ACTION REQUEST – Transportation Services	
To:	Warden and Members of Council
Date of Meeting:	April 22, 2025
Subject:	Corrugated Steel Pipe

RECOMMENDATION(S):

THAT the Council of the United Counties of Stormont, Dundas and Glengarry accept the joint tender from Atlantic Industries Limited for corrugated steel pipe at their unit prices totaling \$183,610.19 plus H.S.T.

The joint tender includes the following:

- United Counties of SDG (\$77,211.44); and
- North Dundas (\$6,970.10); and
- South Dundas (\$42,723.46); and
- South Stormont (\$35,124.00); and
- South Glengarry (\$14,961.80); and
- City of Cornwall (\$6,619.09); and

THAT the Manager of Operations be authorized to sign all necessary documents to give effect to the contract.

EXECUTIVE SUMMARY:

The purchase of corrugated steel pipes is an annual tender issued by SDG on behalf of SDG Counties and our regional partners. The goal of this multi-party tender is to take advantage of bulk pricing from pipe suppliers.

BACKGROUND:

This is a joint tender with the local municipalities for the supply of corrugated steel pipes of a variety of diameters and lengths. The pipes purchased through this contract are 'stocked' at the patrol yards and used through the season to replace failed driveway culvert and road cross-culverts.

A summary of the bids is as follows (excluding H.S.T.):

Table 1: Bid Summary

Company	Tender Price
Atlantic Industries Limited	\$183,610.19
E.S. Hubbell	\$185,888.66
Armtec Inc.	\$220,088.20

OPTIONS AND DISCUSSION:

1. **Approve the tender.** This is an annually budgeted product used in multiple applications by SDG and our partners within the region. Having an appropriate stock at patrol yards ensures that SDG Counties and local municipalities can respond to emergencies or flexibly arrange a work schedule. **(Recommended)**
2. Do not approve the tender. **(Not recommended)**

FINANCIAL ANALYSIS:

This is a regular budgeted material item used in SDG Counties' ditching and culvert replacement operations and is incorporated in the 2025 budget. SDG Counties' portion of the tender quantity is \$77,211.44 plus H.S.T. The unit pricing provided within the tender is valid until December 31, 2025, allowing all municipal partners to re-stock and/or purchase other sized pipes during the 2025 construction season.

LOCAL MUNICIPAL IMPACT:

This was a joint tender for which the bulk purchase, delivery and guaranteed pricing will benefit the participants.

RELEVANCE TO STRATEGIC PRIORITIES:

Partnerships and Collaboration – SDG Counties has identified collaboration with local municipalities as a strategic priority; and by working together through joint procurement opportunities, all parties benefit from competitive pricing.

OTHERS CONSULTED:

All local municipalities were given the opportunity to participate in this joint tender. Municipalities who did not submit initial purchase quantities remain eligible to purchase pipes through this tender.



ATTACHMENTS:

N/A

RECOMMENDED BY:

Trevor Baker, C.Tech
Manager of Operations

APPROVED BY:

Maureen Adams
CAO