



A Natural Attraction

STAFF REPORT 21-049 PWES

Date: September 14th, 2021

To: Chair Allan DeWitt and Members of the Public Works and Environmental Services Committee

From: Matt Tracey, Manager of Water and Wastewater

Subject: Water & Wastewater Sole and Single Source Contractors and Suppliers

Recommendations:

That Committee recommends to Council that the Manager of Water and Wastewater Services Staff Report 21-049 PWES Water & Wastewater Sole and Single Source Contractors and Suppliers be received as information; and further

That Committee recommends to Council to approve the sole/single source contractors and suppliers on the attached list in Staff Report 21-049 PWES.

Background:

For Committee information, in 2020 the Public Works and Environmental Services Committee and Council approved Staff Report 20-017. This report is an update of the sole/single source contractors/suppliers that the City of Quinte West Water and Wastewater Services Department currently uses to meet our operational needs.

City Staff are recommending the below list of single/sole source of suppliers. Staff would note that the list has been substantially reduced compared to previous years based on the updated Purchasing Policy and review by the department.

In rare, specific or exceptional circumstances, where only one supplier or consultant may be able to provide a particular good or service needed for the Public Works Department, a single or sole source procurement request is required by the City's Purchasing Department. The Purchasing By-Law requires the Department Head to submit a written request specifying the rationale that warrants a non-competitive selection to either the Committee or Council for approval prior to deviation from the policy. Staff are requesting that the single/sole source companies listed below are

pre-approved by the Committee, and recommended to Council, to use for operations and maintenance throughout the year to expedite essential service and repair needs and the purchasing process.

Single or Sole Source:

Sole Source: Means there is only one supplier that possesses the unique ability to meet the requirement.

Single Source: Means a procurement decision whereby purchase for goods, services or construction are directed to one source, where other sources may be available.

Single: (Check all that apply)

Check	Policy #	Item	Finance Verified
	13.2 (b)	The compatibility of a purchase with existing equipment, facilities or services is of paramount consideration and that purchase must be made from a Single source.	

Sole: (Check all that apply)

Check	Policy #	Item	Finance Verified
	13.3(a)	There is only one source of supply for the goods or service. Supporting documentation from the manufacturer to indicate that a particular item cannot be obtained from any other source must be provided by the user department and accompany the Invoice Payment Package when submitted to finance.	

Carmichael - 13.2 (b)

Specialized service technicians for boiler and digester maintenance, testing and inspections, specifically for TSSA requirements. They have a solid history with our equipment, established relationships with TSSA inspectors, and have completed all the upgrades that have been done over the last five years. They provide 24/7 coverage with excellent response times. This is paramount to keeping any emergency situations to a minimum and avoiding reportable spills of Methane gas to the atmosphere.

CWD Electric - formerly Hatfield Electric- 13.2 (b)

Electrical contractor specializing in water and wastewater processes, control and instrumentation. Familiar with the Quinte West facilities. They provide 24/7 support with

excellent response times. This is paramount to minimize equipment failures and to avoid reportable situations or spills. They are identified in our QMS Essential Services.

Diamond Electric - 13.2 (b)

Electrical contractor specializing in water and wastewater processes, control and instrumentation. They provide support during business hours primarily for the Trenton Wastewater Treatment Plant and Pumping Stations as they recently completed the last major upgrades to these sites. The response times are excellent and technicians are quick to resolve issues.

Emsco Ltd - 13.2 (b)

Specialized service technicians in pump and blower equipment maintenance and repair at the water and wastewater treatment facilities. The technicians are very familiar with water and wastewater equipment, they provide excellent service with quick response times when there is a failure. This is critical to keep the length of breakdowns to a minimum.

Eramosa Engineering - 13.2 (b)

Specialized in the integration and implementation of data technology solutions and reporting for process control. Specifically familiar with SCADA control and data support for water and wastewater treatment operations. This firm is a backup for our existing integration provider (WSP). They also provide the ERIS software that we are utilizing to expand our reporting capabilities and digital data collection initiative.

Evoqua Water Technologies - 13.3 (a)

Specialized in preventative maintenance on chlorination equipment and analyzers for water treatment operations, extending the life and reliability of the equipment. Evoqua is the Ontario distributor for standardized equipment including Siemens Depolox analyzers and chlorine gas equipment.
Supporting documentation provided.

Franklin Empire - 13.3 (a)

Ontario distributor for Siemens level and pressure instrumentation and flow monitoring equipment for water and wastewater treatment operations. This equipment is generally the standard in the industry and is used at essentially all the facilities.
Supporting documentation provided.

Iconix Waterworks - 13.2 (b)

Provides supplies (stock parts, hydrants, etc) for ongoing infrastructure repairs for water distribution and wastewater collection systems. Equipment is compatible with currently used products. They are the closest wholesaler in the area that maintains considerable stock of parts and has been reliable for having stock available when needed. They offer 24/7 availability and have been providing excellent service to QW for many years.

Jacobs - 13.2 (b)

Provides ongoing engineering consulting for hydraulic water, sanitary and storm sewer modelling. These models have been developed over the last several years and it is best

practice to keep consistency with the service provider. They provide excellent customer service with reasonable response times to our requests.

Kemira Water Solutions Canada - 13.2 (b)

Chemical supplier of aluminum sulphate and SternPac for water and wastewater operations. This was tendered years ago and they were the successful bidder. We were planning on tendering this at the start of the Pandemic and decided it was best to stick with our known and very reliable supplier due to concerns of security of supply. These products are critical to the treatment of water and wastewater.

Ovivo Inc - 13.3 (a)

Ontario distributor of various OEM equipment and parts for water and wastewater treatment operations, including TracVac Systems and Biosolids Mixer. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. Supporting documentation provided.

Pro-Aqua - 13.3 (a)

Ontario distributor of various OEM equipment (incl. Borger Pumps) and parts for water and wastewater treatment operations. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. Supporting documentation provided.

Rotork Controls (Canada) Ltd - 13.3 (a)

Ontario distributor for OEM equipment (actuators) that are more compact for tight quarters. Supplied for water and wastewater treatment operations. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. Supporting documentation provided.

SGS Canada Inc - 13.2(b)

Provides laboratory services for all process control and regulatory sampling. The company provides excellent service with 24/7 coverage supporting our sample analysis needs. Staff have checked pricing on occasion to ensure that the rates are reasonable. They are identified in our QMS Essential Services.

SNF Canada - 13.2 (b)

Chemical supplier for wastewater treatment operations, specifically polymer chemicals for sludge thickening. Excellent customer service, onsite support and troubleshooting is provided.

Spark Power - 13.2 (b)

Specialized in high voltage substation maintenance and repairs. The company provides qualified staff with 24/7 coverage that have been completing these inspections for many years. Response times have been excellent and completing the preventative maintenance has been critical in extending the service life of this equipment.

Trojan Technologies - 13.3 (a)

Supplies Trojan UV lamp sleeves and UV equipment. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. Supporting documentation provided.

Troy Ontor Inc - 13.3 (a)

Ontario distributor for OEM equipment (Auma valves and actuators) for water and wastewater operations. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. Supporting documentation provided.

Wolseley Canada Inc. - 13.3 (a)

Ontario distributor for Itron water meters, radios and software. The City standardized on Itron meter reading equipment and software several years ago. The software is used and necessary as part of the monthly water billing process. These radio's have been installed as part of the water meter replacement program and provide for remote reading of meters. The City is over 60% complete on this changeout program and need to have consistency to complete the project. Supporting documentation provided.

WSP - 13.2 (b)

Specialized in SCADA integration. Standardized with existing SCADA control system and required for MECP compliance. WSP (formerly Dakin's) was retained by the City during a competitive process in 2010 when upgrades were performed at all sites. They have been providing excellent customer service for many years with 24/7 coverage. This response is paramount in keeping the facilities operational and supporting staff during after hours emergencies. It is also very important to keep consistency with the service provider so that the integrity of the control system programming and compliance data is maintained. They are identified in our QMS Essential Services.

Xylem Water Solutions - 13.3 (a)

Ontario distributor specialized in Flygt pumps including repair kits, pumps and preventative maintenance. This equipment is engineered as part of the facilities and cannot be substituted or swapped out without major retrofit and capital cost. As such it must be maintained accordingly. These pumps are the standard for all of our wastewater pumping needs at the existing systems. Supporting documentation provided.

Finance Department Comments:

This report has been reviewed and supported by the Finance Department.

Existing Policy/By-law:

Sole or Single Source Request as per the City of Quinte West's Procurement By-Law.

Public Input:

N/A

Internal / External Consultation:

Staff have consulted with the Director of Corporate and Financial Services.

Comments/Analysis:

The City has requested exemptions to the Purchasing Policy in the past for specific projects and will continue to do so on a case by case basis.

There is a need to have these sole source suppliers approved so that timely repairs and maintenance can be completed. Staff have the back-up documentation from the sole source suppliers confirming that they are the only supplier available to provide the specific equipment in our region. In terms of the single source service providers, staff do check the rates to ensure that they are competitive for our industry. The operation of the Drinking Water and Wastewater systems requires high quality products and services. This is detailed and a requirement of the City's Drinking Water Quality Management System, Element 13 - Essential Supplies and Services. These service providers are familiar with our systems and provide the quality and 24/7 support our operations.

August 30th, 2021

City of Quinte West
7 Creswell Dr
Trenton, ON K8V 5R6

Attention: Matt Tracey

Subject: Sole Source Letter

Dear Matt

This letter is to confirm to you that Evoqua Water Technologies Ltd., formerly Siemens Water Technologies Ltd. / Wallace and Tiernan Products is the sole supplier for new Wallace & Tiernan equipment as well as replacement parts for all the Wallace & Tiernan products that are currently installed in the City of Quinte West area Water and Wastewater Treatment Plants.

Although Evoqua Water Technologies Ltd. has other offices as well as representatives throughout Ontario and Canada, it should be noted that all new Wallace & Tiernan equipment as well as parts for Wallace & Tiernan equipment are only available through Evoqua Mississauga. Evoqua is the sole supplier of these parts for City of Quinte West water equipment.

It should also be noted that Wallace & Tiernan parts are specifically designed for our equipment and any part from a source other than Evoqua, may cause damage or will not allow the equipment to operate to its full design specifications. The use of original manufactured Wallace & Tiernan parts will also ensure your equipment remains in compliance with the manufacture's standards. Usage of non-Wallace & Tiernan parts for The City of Quinte West water equipment will void warranties.

Evoqua Water Technologies Ltd., formerly Siemens Water Technologies Ltd. / Wallace & Tiernan Products, has been in business for over 100 years and strives to maintain the best quality product at the best possible pricing structure including that used for the City of Quinte West. City of Quinte West receives competitive prices comparable to other large government organizations (e.g. fair market prices)

Evoqua Mississauga is also the only distributor of the Acutec 35 Detections systems & its parts; this is our product.

We trust this satisfies your need and should further clarification or discussion be required, please do not hesitate in contacting our offices in Mississauga.

Yours truly,

Evoqua Water Technologies Ltd.

Kelly Brett

Kelly Brett
Inside Sales Specialist III
Wallace & Tiernan





Name	Brocard Vincent
Department	Siemens Canada Limited Business Segment Manager / Process Instrumentation
Telephone	1 (289) 681-1716
Email	vincent.brocard@siemens.com
Date	November 17, 2020

Digital Industries / Process Automation / Process Instrumentation

Approved Partner - Authorized Representative

To whom it may concern:

Siemens Canada Limited is pleased to confirm that Franklin Empire is our authorized and exclusive (sole source) representative for Southern Ontario for Process Control Instrumentation (Sales and Service).

Franklin Empire Technicians are exclusively certified by SIEMENS for commissioning of SIEMENS Process Instrumentation in the designated territory.

Territory Detail: area of coverage in Ontario extends from Ottawa in east to Windsor in west and upto Parry Sound in the North.

Should you have any questions or require additional information regarding this arrangement, please contact Vincent Brocard, Business Segment Manager.

Franklin Empire contacts:

Todd Rogers
General Manager
Process Instrumentation
550 Braidwood Ave. Unit 4
Peterborough, ON K9J 1W1
Cell: 705-761-5543
Office: 705-745-1626 Ext. 38023
Fax: 705-745-3493
Email: todd.rogers@franklinempire.com
Website: franklinempire.com

Sincerely,

Brocard Vincent
Siemens Canada Limited
Business Segment Manager
PH: 289 681-1716
vincent.brocard@siemens.com

**BROCARD
VINCENT**

Digitally signed by BROCARD
VINCENT
DN: cn=BROCARD VINCENT,
o=Siemens,
email=vincent.brocard@siemens.com
Date: 2020.11.17 17:09:13 -0500

Unrestricted Siemens Canada Limited

1577 North Service Road East
Oakville, ON
Canada L6H 0H6

Tel.: 1 (905) 465-8000
www.siemens.ca

Ovivo Inc.

48 Alliance Blvd. Unit 107
Barrie, Ontario
L4M 5K3
Canada

Telephone: 705-735-6655

Facsimile: 705-792-1955

www.ovivowater.com



Ovivo Inc.

48 Alliance Blvd. Unit 107
Barrie, Ontario
L4M 5K3
Canada
www.ovivowater.com

Date August 31, 2021

Total Pg: 1

To: City of Quinte West

Co. Matt Tracey

Fax:

Tel: 613-392-2841

From: Dave Haywood

Dept. Service Parts

Fax: 1-705-735-6655

Tel: 1-707-792-1955

Subject: Sole Source Supplier

Copies:

Subject: Sole Source Supplier

Please note that Ovivo Inc. Canada is the sole source supplier for original equipment replacement parts, manufactured to our engineered drawings and tolerances assuring correct fit and alignment to existing original equipment.

Best regards,

Dave Haywood

Aftermarket Account Manager

Ovivo Inc. Barrie, Canada

Phone : 1-705-735-6655

Fax : 1-705-792-1955

Email : david.haywood@ovivowater.com



Keeping the World Flowing
for Future Generations

August 30th, 2021

City of Quinte West: Public Works and Environmental Services
7 Creswell Drive,
Trenton, ON K8V 5R6

RE: Equipment Provider

To Whom it May Concern:

This letter confirms that Rotork Controls (Canada) Ltd has sole responsibility for all sales, distribution and authorized service work of Rotork manufactured products (including all Rotork brands) in Canada.

Best Wishes

Moe Tahhan

Canada Country and CPI Sector Manager



+1 780-868-5575



moe.tahhan@rotork.com

Rotork Controls Canada Ltd.

4228-55 Ave NW, Edmonton, Alberta, Canada T6B 3S2



Keeping the World Flowing
for Future Generations

August 31th, 2021

Lynette Lambert
City of Quinte West
Public Works and Environmental Services

RE: Trojan System: UVSwift Replacement Parts

To Whom It May Concern:

In the Engineered Submittal Package for the Trojan System, Trojan provided an equipment performance guarantee stating that the system will meet the required level of disinfection provided that the system is operated and maintained in accordance with recommendations made by Trojan Technologies.

In order for this equipment guarantee to be maintained, it is imperative that the appropriate components and replacement parts be used in the system. There are key replacement parts and system components that directly influence the performance and reliability of the system. Among these critical replacement parts are the UV lamps, sleeves, electronic ballasts, wiper seals, Acti-clean Gel, printed circuitry etc. Without using lamps, ballasts, and other components that are approved and validated by Trojan Technologies, we cannot guarantee that the system will provide the required germicidal output. Subsequently, we cannot guarantee that the required UV dose is being delivered, if lamp output, ballast efficiency and system programming is unknown.

In order to keep the equipment performance guarantee intact, it is recommended that specialized system component(s) and Service are solely purchased and contracted from Trojan Technologies, located in London, ON. Trojan purchases only validated system components, from our suppliers and only those component(s) meeting our performance standards are passed on to our customers.

If you have any questions regarding this matter or require any additional information, please do not hesitate to contact me at 1-800-291-0851 ext 2464 or email easterncan@trojanuv.com

Best regards,

TROJAN TECHNOLOGIES

Kathy Rodriguez

Kathy Rodriguez
Account Manager – Inside Sales – Aftermarket Parts



121 Commerce Park Drive, Units H-K
Barrie, Ontario Canada L4N 8X1
Tel. (705) 721-8246 Toll-free (888) 835-3045
Fax (705) 721-5851 troy-ontor@troy-ontor.ca

September,02, 2021

To Whom it May Concern:

This is to confirm that TROY-ONTOR INC. is the only official representative in Eastern Canada for AUMA products, including electric actuators. In addition, we would like to confirm that TROY-ONTOR INC. has not authorized any third parties to perform service or any other type of work on its behalf.

Please call TROY-ONTOR INC at the phone numbers shown above for sales and service for Auma products.

*Thanks & Best Regards,
Martin Doyle*



TEL (705)721-8246 Toll-free (888)835-3045
FAX (705)721-5851 Toll-Free (888)835-2847
121 Commerce Park Drive, Units H-K
Barrie, Ontario, L4N 8X1, Canada

For the attention of Matt Tracey
Manager Water and Wastewater Services
Public Works and Environmental Services
City of Quinte West, Ontario

Date: August 31, 2021

RE: Itron AMR/AMI Solutions and Equipment

Dear Matt,

Please accept this letter as written confirmation that Wolseley Canada Inc. is the only Authorized and Itron Engage Certified Distributor of Itron AMR/AMI solutions and equipment, for end users of Itron solutions and equipment located in Ontario and Atlantic Canada.

For further confirmation. Direct Itron contacts are: -

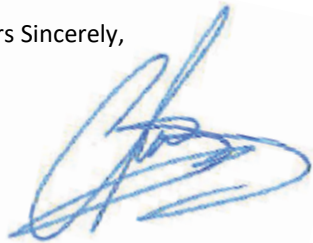
Gary A. Ziegler

Portfolio Account Manager, Ontario
Mobile Phone: 414 308 0005
e-mail: Gary.Ziegler@itron.com

Eric Toupin

Portfolio Account Manager, Atlantic Canada
Mobile Phone: 802 363 8761
e-mail: Eric.Toupin@itron.com

Yours Sincerely,



Chris Jay

Wolseley Canada – National Municipal & Smart City Solutions Specialist
Tel: (647) 523 9246 | e-mail: chris.jay@wolseleyinc.ca

Xylem Canada LP

93 Claireville Drive, Toronto, ON M9W 6K9
Tel (416) 679-1199 Fax (416) 679-0406

August 31st 2021

Public Works and Environmental Services
City of Quinte West

To The attention of Mr Matt Tracey, Manager Water and Wastewater Services

Xylem has many well-known brands that have served many markets for many decades with products sold in over 150 countries worldwide through a market leading force and expansive network of channel partners.

Xylem listens, learns and adapts to local environments, working in true partnership with our customers.

The brands serve a number of markets and industries including agricultural, construction, environmental, food and beverage, government agencies, industrial, public utilities, residential and commercial building services.

One of our well known Xylem brands is Flygt the world's premier manufacturer of submersible pumps, mixers and mechanical aeration equipment for use in markets ranging from water and wastewater treatment, raw water supply, abrasive and contaminated industrial processes, mining and irrigation.

In Ontario, Canada the Flygt brand is sold exclusively by Xylem Water Solutions.

Sincerely,



Derek Godfrey

Technical Sales representative

T: 416-679-1199
C: 416-948-6597
Email: derek.godfrey@xylem.com
www.xylemwatersolutions.com

