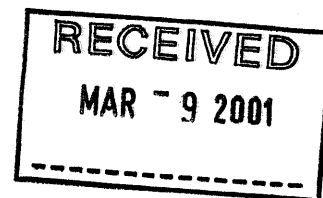Sudbury & District

Health Unit

Service de
santé publique

Promotion
Prevention
Protection

March 5, 2001

Mr. Thom Mowry, City Clerk
City of Greater Sudbury
P.O Box 5000, Station A
Sudbury, ON P3A 5P3

Dear Mr. Mowry:

Re: Delegation to Agenda – Community Health Day

We are writing to request that the Sudbury & District Health Unit be placed on the City Council agenda on April 10, 2001 to make a brief presentation regarding Community Health Day. We will require ten to fifteen minutes for our presentation, which will include a proclamation acknowledging Community Health Day.

Dr. Penny Sutcliffe, Medical Officer of Health, will be presenting on behalf of the Sudbury & District Health Unit. No equipment is required for the presentation.

Thank you in advance for your consideration of this request. For further information or to confirm our presentation on the agenda please contact Shelley Westhaver at 522-9200, ext. 289.

Sincerely,

Cheryl Dovigi, Chairperson
Community Health Day Task Group
Sudbury & District Health Unit

Dave Kilgour
Councillor, Ward 4 / Conseiller, Quartier 4

Greater | Grand Sudbury

April 2, 2001

City of Greater Sudbury
Ville du Grand Sudbury

76 YOUNG STREET
PO BOX 1060
CAPREOL ON P0M 1H0

76 RUE YOUNG
CP 1060
CAPREOL ON P0M 1H0

705.858.1832
705.690.4272 cell/cellulaire
705.858.1482 fax/télécopieur

PO BOX 5000 STN A
200 BRADY STREET
SUDBURY ON P3A 5P3

CP 5000 SUCC A
200 RUE BRADY
SUDBURY ON P3A 5P3

705.671.2489
705.671.8118 Clerk's Fax /
            Greffier Municipal
dave.kilgour@city.greatersudbury.on.ca

  www.
city.greatersudbury
      .on.ca

Mr. Thom Mowry
City Clerk
City of Greater Sudbury

Dear Mr. Mowry:

Representatives from IMB and Alcatel will be in Sudbury next week and would like the opportunity to address City Council regarding "The Station" project.

It would be appreciated if you would place this delegation on the April 10, 2001 Council agenda. I will provide you with the names of the representatives from IMB and Alcatel who will be addressing Council.
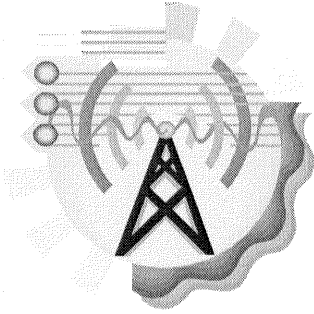
Attached is information regarding "The Station" Project.

Yours truly,

Dave Kilgour
Councillor, Ward 4

Enclosure

The Station

Connecting our past to the future

Position statement for a community network

What is the Station?

The Station is an engine to awaken the community to the potential of the technological revolution. This engine is built and defined by the community and services all members of the community using an *"equal access to all"* model. Its lifeline is fibre optics.

Fibre to the home is not an engineering exercise; it is an old business case with a new twist. This business case is built on connecting the unconnected. It's roots go back as far as the phone and even further back to the postal service. The basic need for people to communicate is as pervasive today as it was for our ancestors.

The new twist is a high-speed connection to the community and the world. This new connection, involves infrastructure similar to the phone system, and content similar to the postal service. This fibre method of delivery is very personal, fast, reliable and extremely flexible.

Build it, and they will come. The question is who is "they". The common model places the businesses at the forefront. The business first model is to wire the businesses and the consumers will follow. This model is flawed for a community because it is based on high cost of entry and complex entry devices. Our model is a community model. Once a community is connected, the business groups now have a common access point to a given community, not just the technical elite. Due to the pervasive nature of the rollout, the community businesses now have access to a concentrated, wired community. This wired community will now have a louder voice and increased purchasing power.

Our Vision

The Station – a community freed by an affordable equal access network model, for high-speed broadband and telephony applications…creating an environment where services not yet conceived will be realized for the benefit of the whole community.

Our Mission

The Station will leverage existing high-speed broadband infrastructure, engage in productive community partnerships, embrace other local initiatives, and deliver products and services to the community using a forward-thinking, world-class, high-speed broadband network model.

The New Economic Infrastructure

More than one hundred years ago the North was opened by the railways, and the roads needed by heavy industry to fulfil the economic destiny of Northern Ontario. The villages, towns, and cities of the North were born. The geographic challenges were overcome because of the value of the material resources in the land. People came to work in those resource industries, travelling the rails and roads from station to station, and they stayed to build a thriving Northern Ontario economy. But now, as the economy of the world evolves into one of E-Commerce, Dot.Coms, and broadband services, Northern Ontario is once more facing the geographic challenge. Remote communities with sparse populations face diminishing economic options, because the North remains the North. The people are strong, and the opportunities are real, but harnessing the potential seems an elusive goal.

The dichotomy that exists between the southern and northern parts of Ontario is not one of ability, capability or prospects. It is a fact of infrastructure, as it always has been. Fewer people spread over larger geographic expanses raises the delivery costs of almost all services, and makes the problems seem endemic. Yet today the technology is available to close the North-South gap, and to make the Northern economic engine churn once again. What was imagined only a few years ago is within reach today, and nowhere is the need to develop connected communities more obvious than in the communities in Northern Ontario. This new economic infrastructure is not rail and pavement, but fibre optics and computer technology. For a fraction of the cost of the asphalt and steel of the past the future of the North can once again be secured.

Reversing the Flow

Idyllic rural Northern Ontario is peace on earth, whatever the season. Fall, winter, spring and summer provide a perfect blend of the beauty that defines the North. Lakes, streams and rivers thread pure water into the Great Lakes and out into the seas of the world through that avenue. The cold Northern air sweeps to all points of the compass and drives the global cycle of weather as much or more than any tropical breeze. Tourists flock to the embrace of the North, and carry news of its appeal throughout the world. Yet, the industries that were once at the core of the Northern economy have faltered and fallen, and while the cities of the South have battled globally to sustain themselves, the cities of the North have been left to do battle with ghosts. As the tourists flow in and out, so too have the youth of the North, flowing away to seek promised success in cities far from home. It is time that that influence extended to the economy of the world, and time the North rose to compete on equal footing with the urban centres of the world, sustained by the drive and determination of the people who make up the strongest communities in the world.

Information is as fluid as the water and air, and for too long the information flow has been *from* the communities, in the form of a flow of jobs out of core industries, and of youth and the skills they develop. Northern Ontario needs to reverse that trend and build the new infrastructure needed to draw back the information that comprises the currency of a modern economy. Why should the North rely on outside services? Why not participate in the development of a robust world-class economy, nurtured on a network of digital pathways and sustained by the ongoing development of expertise and exports of that knowledge.
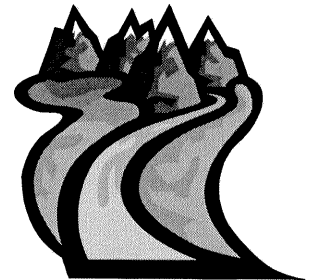
Embracing the Vision

No longer will roads and rails define the connectivity of the North, and no longer will the information flow away, but the technological infrastructure will pull in the world, exposing the North to opportunities, ideas and innovations – and exposing the world to the innovation and ideals of the people of the North. The Internet, just one of the more common examples of new technology in action, is not an accident, but a frontier movement that expands the possibilities for people and communities. Community connectivity is the foundation for access to the kind of opportunities that all communities yearn to embrace.
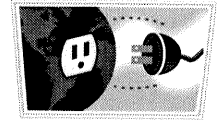
Why Sudbury First?

Put it in simple terms: *Why not?*

Sudbury reflects the dilemma of the North perfectly. A northern town that has suffered enormous economic pressures in the recent past, with its core resource based industries stumbling; this community is a perfect representation of all that is wrong in the North, and of all that is right. It's aging population, the migration of youth away from the community, its overburdened medical and educational services, and its weakened economy are commonplace Northern Ontario problems. Higher unemployment, higher energy costs, and slower response times for emergency services due to the geographic fact all provide the kind of pressure that many urban centres crumple beneath.

Sudbury is positioned to be the showcase community for new technology, because as with all new technological endeavours the spirit of the people moves it forward. The economic framework that was Sudbury was battered, but the people were not, showing the moxie that defines Northerners. The strength of its people has sustained Sudbury, and the innovation of those same people will sustain it into the future. Having the courage to pursue the objective of being the first, best and most connected community in the world is recommendation enough to push forward. What better criteria can we find to build upon???

Simply recognizing the need for a new economic engine is the surest proof of the commitment that guarantees success. And the people of Sudbury have the willpower and commitment to put in place an infrastructure solution that will light the way for others. Information exchange between utilities, businesses, schools and people in Sudbury will create a cohesive force from a distributed community, and bring to bear the abilities of all the residents. Shared information is shared knowledge, knowledge is success, and success is the goal. It is time that the people of the North were given the authority to make their mark throughout the global economy, by using the structure of that new economy.

Sudbury can become a technical template for all Northern communities. By embracing the vision of the connected community today, and joining the wired world economy, *Sudbury* can become the pattern that proves the future for the North. No longer just a tourist destination, the town will prove that business can exist anywhere, anytime and in every way.

But *decision* is the key. Now is the time to decide that this initiative's time has come, before the time passes and the promise of Sudbury is overwhelmed by history.

The Technological Panacea

A panacea cures all ills, and Information Technology is often held up as a cure-all solution. This initiative rejects that lie, and all the unfulfilled promises that it represents. Technology cures nothing, representing only a tool to be used or misused. The Station initiative recognizes that this new digital connectivity is no different than the technology that connected communities more than a hundred years ago. Just as railways carried cargo from station to station, so too must these digital pipelines carry their information cargo from station to station. It isn't a matter of individual people in the North connecting to the world, but of Ontario's north becoming part of the unbounded digital world. The value of the technology is to shrink the distances and blur the boundaries of geography, and of providing the platform to showcase the approach and determination of the community.

The Sudbury initiative is a tripartite one, which creates a self-sustaining model that will grow internal strengths, building upon the strengths of the existing community, and extending the community beyond its tangible boundaries. Sudbury will become a *Station* in this new global infrastructure, and the transit to and from this *Station* will be the key to leveraging the technologies available to deliver the services and support to the community at large. Beneath it, within it, will reside the *Applications* required to administer not only the community, but to educate and entertain. And all of this will rest upon a foundation as solid as the Cambrian Shield, a powerful fibre optics network with the extensibility and adaptability to serve the community needs and more for the next quarter century. It would be an important part of this project to include, at the same time, a representative model of a more densely populated area. One such area is Sudbury's Smart Building concept, another more remote areas could be Wahnapitae First Nations and/or Sturgeon Falls or Spanish. These would demonstrate that if the fibre is there the rest is easy and also that we are out to build the north and not just Sudbury and its enirons.
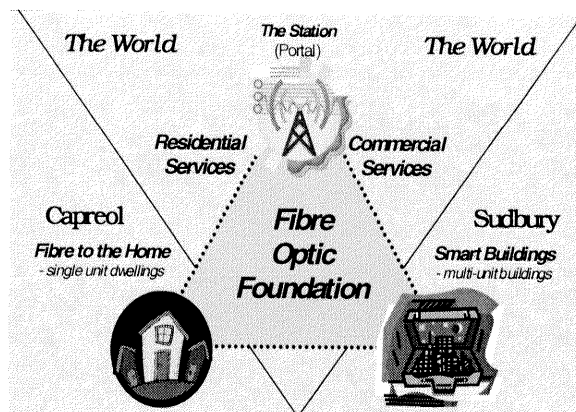
Station

Rail stations were once destination and departure points throughout the North, and the *Station* in Sudbury will be that and more. This rallying point, a portal providing a view to the world within and without the community, will become the new town square. It will manage all the traffic that passes through the community, and become the clearinghouse for all the marketing that announces to the world that Sudbury is a world-class business option. Municipal affairs will be funnelled through the frameworks of the *Station*, not-for-profit entities will be able to raise awareness and participation, and the community will have a place to congregate and share the knowledge that is required to make the connected Sudbury a reality.

Without the *Station*, there is no Sudbury community network, because it is the hub of all activity. It is the focal point of everything, and the starting point for exploring the digital community. It will be Sudbury to the world's eyes, and an instrument to drive commerce of all forms. Businesses will seek and find businesses and consumers, and people will discover each other in context of the new global economy.

Applications

The cargo once carried by rail to remote locations was of a variety that would take a lifetime to list. Machines and people, produce and retail goods, and more, were all once the cargo domain of the railways. Just as the rail stations provided the drop points for cargo, so too does the Sudbury *Station* provide the location for the digital cargo of today. Information streams controlled by valuable, cost-effective applications represent the varied and valuable cargo of these new infrastructures. And these applications, many of them with a strong commercial component, can become new revenue sources, either through advertising or increased exchanges between businesses and consumers. Core utilities like energy, gas, water and sewer services all have information management tasks that the application layer in the initiative can address. No more cumbersome duplication of billing services, or service ticket management issues need happen. The applications needed to consolidate municipal management of utilities all exist today, and are all available to be integrated to form a web of management tools, all centrally administered and supported, all addressing the needs to reduce costs and maintain superior service levels.

Potential Residential Benefits

- Video on Demand
- Internet access
- eMail access
- personal scheduling
- public directories
- white page directories
- home security monitoring
- medical alert services
- community events
- digital government
- online education
- lower service costs
- more service options
- telephone services
- television services
- satellite services
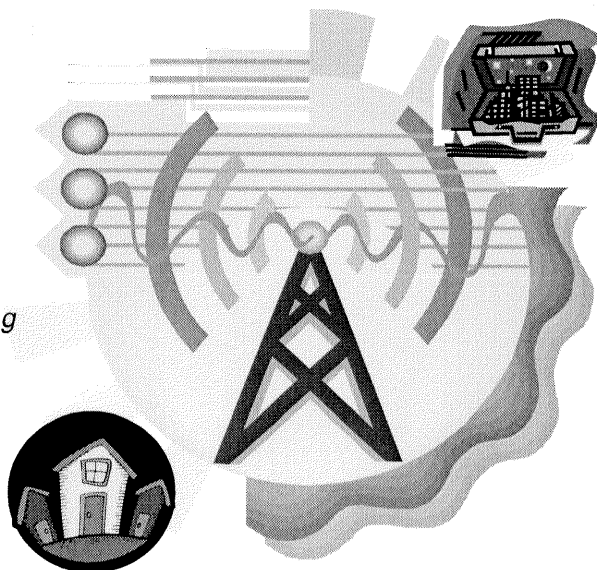
Potential Commercial Benefits

- Video on Demand
- video streaming
- video conferencing
- Internet access
- eMail access
- local banner advertising
- commercial web space
- e-Commerce
- customer service contact
- business directories
- security monitoring
- lower service costs
- more service options
- satellite services
- telephone services
- television services

Peripheral utilities like telephone, cable television and Internet services are equally easy to integrate with the application framework encompassed within the *Station*. No more will the community be at the mercy of outside providers who increase service levels only when it *their* timeline allows. With effective partnerships in place that will make the process available to all merchants, at a rate that would exclude no one, the Station will encourage competition in all areas, so service quality will be the measure of these increasingly important secondary utilities. With improved competition, comes increased use, and with increased use comes improved access.
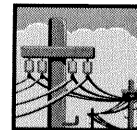
Emergency services also become ubiquitous. Video patrol applications supplement the police presence to increase community safety, home alarm monitoring systems extend the security and peace of mind to residents, and medical services have a whole new delivery and diagnosis mechanism available to them. In a geographically dispersed population the cost savings of such applications is enormous, and the service improvements are undeniable.

If only those applications were available then the cost/benefits analysis would prove the initiatives worth, but the same technological frameworks provides so much more. Sudbury can market itself to the world through its online presence, broadcasting to the world its tourism and industrial potential. Interactive video and other broadband multimedia applications such as council meeting broadcasts, availability of the already subscribed bandwidth needed to support online distance education to keep information flowing into Sudbury, and so much more becomes possible.
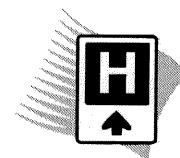
Foundations

Recognizing these potential application benefits is easy, but the challenge is the same as it always has been. In the days of rail the cargo was sometimes susceptible to spoilage, and the cargo of these modern digital transit systems is no different. Delivery has to be timely, the products have to be intact, and the benefits have to be real.

In this age where major existing network carriers are reassessing the investment they make in smaller centres, it is becoming vital that communities plan to create their own solutions that exceed the limitations that commercial carriers impose on themselves. Yes, cable technology can provide high-speed Internet in some places, and phone systems might provide high-speed digital access, but for profit-driven enterprises the urgency to connect a small Northern community is questionable. The reliance of the modern economy on the digital infrastructure is real, and the community is a stakeholder in the success of that infrastructure, so it is about time towns throughout the country, and the under serviced North, took charge of their needs.

Once, even as little as five years ago, the reality was that the foundation technology was out of reach of most cities, let alone the access for towns. No more is that true, because computer support systems, fibre optics pipelines, and smart homes are now cost-effective and accessible even in the smallest of communities.

Computer systems and the technical expertise to support them are now commonplace, and the technologies that provide the horsepower to administer a community-controlled network are also mature. And while fibre optics cables are still expensive, the cost of a 100-metre stretch of asphalt exceeds the cost of laying in many kilometres of fibre optics. Unlike the maintenance intensive asphalt roads, fibre optics cables are low-maintenance infrastructure elements with immediate revenue generation potential. Connecting people has never been so easy, or so cost-neutral, and connecting a community the size of Sudbury is an achievable short-term objective, because the past challenge of delivering fibre to the home is no longer insurmountable. Fibre to the home opens the possibility for smart buildings, and the introduction of the end-user technologies like television set-top web browsers that will guarantee broad public participation in the initiative.

The possibility exists to build a foundation for the *Applications* and the *Station* that envelop those *Applications*, and to be certain that the *Applications* are used. High penetration at the consumer level is the key to making the system work, because technology is irrelevant if it is unused. Sudbury wants this foundation for the people, because it represents a true empowering technology. This can be *delivered* now, and now is the time to push out into the new world economy.

Deploying the Future Now

Sudbury is an ideal size to make it a pattern for the Northern communities that must eventually follow into the global digital network, and Sudbury has the vision and partnerships to make this initiative achievable as early as June 2001. With the support and participation of IBM, Cabletron, Alcatel, Greater Sudbury Telecommunications Inc. and Urbana Sudbury has brokered deals to reduce the risks of development, training and deployment. Partners are ready and willing to work alongside Sudbury to deliver the total solution for far less than the ticket price, because all stakeholders recognize that the end result of a successful Sudbury community network is that the same approach is transferable. Every community in the North with the will to connect can pattern that connectivity effort after the Sudbury template, a template for connectivity that is still not formulated to meet the special circumstances of Northern Ontario.

Deploying now means deploying with the support of proven partners, and mitigating risks, ensuring that this approximately 10-million dollar project can become a reality for approximately half that amount. Knowledge that the first initiative of this sort reduces the future deployment costs throughout the vast Northern Ontario expanse, is the incentive for partners to make the sacrifices necessary to produce critical penetration mass. They know that the real value of this project is to create the impetus for others to follow, and that today access to services is the first step to selling those services on a wide scale.

Decide, Deliver, Develop, Deploy and Succeed...

Speed is of the essence. The digital networks in the world today are expanding rapidly, and waiting even a few months can change the dynamics of how partners approach this opportunity, and how Sudbury can play a role in guiding the way for Northern Ontario. Governments are prepared to embrace the role of technology in today's society; governments know that Northern Ontario faces difficult challenges. Only the will and support of the government can make it possible for Sudbury to become the showcase connected community that guides others to become masters of their economic destiny.

A simple decision to support the Sudbury initiative will allow Sudbury to deliver on the promise of the tools provided by these new technologies. To develop the Northern Ontario model for smart communities now in Sudbury means that the entire North will be able to deploy similar and strategically valuable solutions faster, and with the kind of confidence that can make the North strong enough to sustain itself as a participant in the new world economy.

Sudbury can already count on the extension of the model to West Nipissing and the Wanipitei First Nation, and is actively seeking more community partners to help extend the model, because the reality is the fibre foundation is all that differs. The rest of the model is directly transferable. These Northern *Stations*, and others, will then form the linkages that will make the North a cohesive and coordinated economic force,

with the digital cargo of the Northern communities exchanged from Station to Station much as the cargo of yesterday was exchanged.

Now is the time to show the commitment to the cause of Sudbury, and now is the time to ensure that these initiatives *succeed.*

What is in it for the citizens?

Choice is the prime benefit to an open access community centric model. Many different suppliers could enhance single supplier pre-packaged bundles with innovative offerings tailored to the end consumer. Simple choices of who supplies the pizza, to who supplies the phone service are within the control of the consumer. The purchaser and not the supplier control the transaction. The suppliers will be given equal access to compete efficiently and effectively.

Freedom to select the functions and features, when and where the functions are wanted, and for how long they are wanted. Just as important as this freedom is the freedom not to take options. Simple freedoms like watching a movie, at anytime, without having to travel to get it and return it. The citizen will have the freedom not only to control their viewable content, but also to contribute content for the community.

Lower costs are a result of true choice and the freedom to select from different offerings. This competitive environment will lower costs and delivery more offerings.

New products become the next push for the attentive supplier. A consumer who has the freedom to choose will search for supplier differentiators before purchasing. This atmosphere fosters development in new products and new services.

Open Communications to their neighbours. These new products and services will offer the citizens a new medium to exchange ideas with their neighbours. The technology will become as pervasive and cost effective as the telephone. This communication whether it is in the form of gaming, video chatting or other means not yet conceived will be in the control of the citizen.

What is in it for businesses?

Businesses will not need to be in the technology business to benefit from *the Station.* Initially businesses will benefit from a new market reach. This market reach will be in the form of an electronic directory listing and smart search capabilities. The consumer will be able to search for goods and services using a "look local" first approach. The current model of E-Business is plagued with trying to get found on the wide-open and vast Internet. This global model does not lend itself to service based industries that want to attract local customers. Research has found that even in a wired world, consumers want to shop local. The Station model fosters this approach by building local advertising based on intuitive logic. For example, if you are searching for a list of local veterinarians you could be presented with a local pet store advertisement along with the list.

After the initial market reach element comes the market for new products and new services. Businesses for home security, remote monitoring, enhanced delivery services, entertainment and the like become the next benefactors to such a setting. With new products and services, come competitors to the local incumbent service providers. New services providers for enhanced telephone, enhanced television, digital entertainment will be able to deliver their offerings using a fair and equitable to all method.
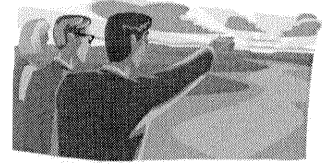
Business opportunities also exist for those firms who need to be in contact to their employees. High technology based industries will be attracted to area due to availability of a working connectivity lab. Industries such as software engineering, electronics, networking, consulting, call centres, research, medical and the like will benefit from high-speed connectivity
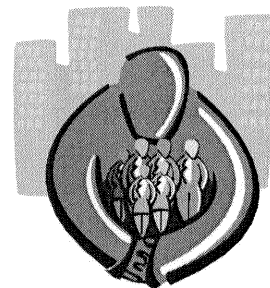
amongst themselves and the world. The atmosphere will be one of communities within communities. A working community of similar interests will be a natural draw for recruitment of professionals.

What is in it for the community?

Economic development is the main impetus for such a project. Along with new jobs for the support of such a network, come the jobs from the increased commerce to our local businesses. A network that solves the first mile, will attract technology based industries and organizations that require high-speed access to the consumer. Some of these products and services need a working lab to succeed. The Station is that lab and more. The Potential is not just based on high technology but on changing the economic demographics of the region. Truly making distance and geography non important.

The Station will be able to reduce the cost to deliver government services. Doctors will be able to reach the patient and the hospital information systems without incurring travel. Patients will be able to view pre-operative and post-operative education videos without having to travel as well. Taxpayers will be able to submit applications at their convenience without tying up clerical staff. Police services will be able to monitor more public places. Education institutions will be able to deliver their content to the home is a truly multimedia, interactive approach.

The infrastructure being deployed will be future proof and will be as vital to prosperity as roads are today. The difference being, the fibre optics last longer, generate self-sustaining revenue and do not require the heavy yearly maintenance burden.

Closing comments

Any one feature of "the Station" is difficult to sustain on its own. However, combined "the Station" offers the City of Greater Sudbury an opportunity to lead the world in the deployment of a pervasive, open access, community network.

No time in history has so little money been able to leverage and alter the landscape of a community so effectively. The money is an investment due to the fact *the Station* is viable and self-sustainable.

April 10, 2001

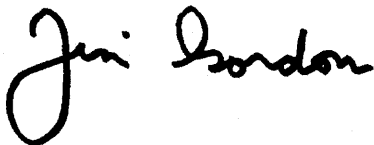Members of Council
City of Greater Sudbury

Dear Councillors,

I have invited Mark Palumbo, Chair of Music and Film in Motion (MFM), and
Dennis Landry, the new Executive Director, to be with us this evening to present an
update on some very exciting initiatives.

I understand that Mark and Dennis will provide us with some details on a full-length
feature which will be filmed in Sudbury in late May. They will have some tips on the
kinds of things the community can do to be the "best hosts ever" for the makers of
this and future film projects in the City of Greater Sudbury. I know that Sudbury will
rise to the occasion to ensure that this will be the first of many film projects to follow.

We will also be provided with an overview of the MFM project as a whole. This
briefing will include a review of the history of the project and current activity, the
focus of hiring MFM staff, the development of a locations' database, and current
filming. This presents wonderful partnering opportunities to promote the
development of the film and music industries in Northern Ontario.

I know that you will join with me in welcoming Mark and Dennis and hearing more
about MFM.

Yours sincerely,

Jim Gordon
Mayor

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April 10, 2001

Members of Council
City of Greater Sudbury
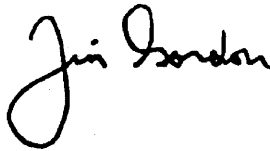
Dear Councillors,

We are very pleased to have with us tonight representatives from our hockey community.

I know that you will join with me in welcoming Mr. Gary Hall, President, Sudbury Minor Hockey Association and Mr. Gerry McCrory, Council Director of NOHA. These gentlemen have been asked by Mayor John Rowswell of the City of Sault Ste. Marie to make a special presentation to Council.

Yours sincerely,

Jim Gordon
Mayor

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Greater|Grand Sudbury
www.city.greatersudbury.on.ca

City Agenda Report

Report To: CITY COUNCIL

Report Date: April 2, 2001 **Meeting Date: April 10, 2001**

Subject:	Award of Tender - Chemical Requirements for the City of Greater Sudbury

Department Review:	Recommended for Agenda:
D. Bélisle	*J.L. Rule*
D. Bélisle	J.L. (Jim) Rule
General Manager of Public Works	Chief Administrative Officer

Report Authored by: D. Bélisle, General Manager of Public Works

Recommendation:

That the three (3) year Contract with an option for a fourth and fifth year for Chemical Requirements for the City of Greater Sudbury be awarded to the lowest bidders, as set out below, as determined by the unit prices and quantities involved, these being the lowest tenders meeting all the requirements of the contract.

.....continued

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Recommendation: (Cont'd)

	Chemical	April 1, 2001 to March 31, 2002	April 1, 2002 to March 31, 2003	April 1, 2003 to March 31, 2004
H.C.I. Canada Inc.	Hydrofluosilicic Acid (Bulk)	$23,100.00 or .33/kg	$23,100.00 or .33/kg	$23,100.00 or .33/kg
H.C.I. Canada Inc.	Hydrofluosilicic Acid (Drums)	$21,521.00 or .77/kg	$21,521.00 or .77/kg	$21,521.00 or .77/kg
H.C.I. Canada Inc.	Chlorine 68 Kg Cylinder	$24,915.20 or 1.28/kg	$24,915.20 or 1.28/kg	$24,915.20 or 1.28/kg
H.C.I. Canada Inc.	Chlorine 907.2 Kg Cylinder	$113,799.16 or 1.28/kg	113,799.16 or 1.28/kg	$113,799.16 or 1.28/kg
H.C.I. Canada Inc.	Sodium Chlorite (Drums)	$58,929.20 or 5.90/kg	$58,929.20 or 5.90/kg	$58,929.20 or 5.90/kg
H.C.I. Canada Inc.	Calcium Hypochlorite (Drums)	$1,965.82 or 4.33/kg	$1,965.82 or 4.33/kg	$1,965.82 or 4.33/kg
Min Chem	Sodium Silicoflouride (Bags)	$4,725.00 or .945/kg	$4,900.00 or .98/kg	$5,100.00 or 1.02/kg
Eaglebrook Inc.	Ferric Sulphate (Bulk)	$212,058.00 or 187.00/ liquid metric ton	$214,326.00 or 189.00/ liquid metric ton	$216,594.00 or 191.00/ liquid metric ton
Eaglebrook Inc.	Aluminum Sulphate (Bulk)	$84,479.20 or 116.00/ liquid metric ton	$85,389.54 or 117.25/ liquid metric ton	$86,299.88 or 118.50/ liquid metric ton
Eaglebrook Inc.	Aluminum Sulphate Phas (Bulk)	$111,279.50 or 152.80/ liquid metric ton	$112,444.73 or 154.40/ liquid metric ton	$113,537.13 or 155.90/ liquid metric ton
CIBA	Percol 755 (Bag)	$22,525.00 or 4.25/kg	$22,525.00 or 4.25/kg	$23,585.00 or 4.45/kg
CIBA	Percol LT-20 (Bag)	$13,812.50 or 4.25/kg	$13,812.50 or 4.25/kg	$14,462.50 or 4.45/kg
ID International	Sodium Chlorite (Bulk) (alternate to sodium chlorite in drums)	$61,628.00 or 1.80/L	$64,367.00 or 1.88/L	$67,791.00 or 1.98/L
Clear Tech	Aqua Mag (Bulk)	$41,800.00 or 1.90/kg	$42,900.00 or 1.95/kg	$44,000.00 or 2.00/kg
Reliable Industrial Supply	Sodium Hypochlorite (Bulk)	$14,462.50 or .45/L	$14,462.50 or .47/L	$15,210.00 or .49/L

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Background:

Tenders for the Chemical Requirements for the City of Greater Sudbury Contract were opened by the Tender Opening Committee on Tuesday, March 20, 2001 and the tender results are set out in Appendix 'A'.

The tenders were reviewed and two errors were found. Reliable Industrial Supply had a conversion error in their bid for Aluminum Sulphate and Aluminum Sulphate Liquid Phas. They were the highest bidder instead of the lowest. Also, there was a multiplication error on Calcium Hypochlorite but this did not affect the results. All other tenders were found to be in order.

No tenders were received for Hydrated Lime and therefore we will continue with the Blanket Order with Beachville Lime.

Award is recommended to the lowest bidders as set out in Appendix 'B'.

Funding for this work is provided from the Current Operating Budget for Plants Operations.

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APPENDIX 'A'

SUMMARY OF TENDER RESULTS
2001 - 2004 CHEMICAL REQUIREMENTS
FOR THE CITY OF GREATER SUDBURY

Bidder	Item/Product		April 1, 2001 to March 31, 2002	April 1, 2002 to March 31, 2003	April 1, 2003 to March 31, 2004
ID International	9a.	Sodium Chlorite Powder	$ 63,300.00	$ 66,100.00	$ 69,400.00
Dioxide Inc.	9b.	Sodium Chlorite Solution	$ 61,628.00	$ 64,367.00	$ 67,791.00
General Chemical	6.	Ferric Sulphate	$540,907.20	$557,419.10	$573,931.01
Performance Prod.	10a.	Aluminum Sulphate	$ 91,632.06	$ 93,394.22	$ 95,508.80
Eaglebrook Inc.	6.	Ferric Sulphate	$212,058.00	$214,326.00	$216,594.00
of Canada	10a.	Aluminum Sulphate	$ 84,479.20	$ 85,389.54	$ 86,299.88
	10b.	Liquid Phas	$111,279.50	$112,444.73	$113,537.13
Quadra Chemicals	3.	Sodium Silicofluoride	$ 5,345.00	$ 5,795.00	$ 5,995.00
Ltd.	13.	Calcium Hypochlorite HTH	$ 1,867.50	$ 1,948.50	$ 1,962.00
Min Chem	1.	Hydrofluosilicic Acid	$ 25,760.00	$ 26,040.00	$ 26,320.00
	2.	Hydrofluosilicic Acid Drums	$ 21,801.00	$ 22,919.00	$ 23,478.00
	3.	Sodium Silicofluoride	$ 4,725.00	$ 4,900.00	$ 5,100.00
	13.	Calcium Hypochylorite HTH	$ 2,137.50	$ 2,250.00	$ 2,250.00
CIBA Specialty	7.	Percol 755	$ 22,525.00	$ 22,525.00	$ 23,585.00
Chemicals Canada	8.	Bags Percol LT-20	$ 13,812.50	$ 13,812.50	$ 14,462.50
Jes Chem	7.	Percol 755	$ 23,161.00	$ 22,161.00	$ 23,850.00
	8.	Bags Percol LT-20	$ 13,975.00	$ 13,975.00	$ 14,625.00
Clear Tech	5.	Chlorine	$113,799.17	$115,577.28	$118,244.45
	8.	Bags Percol LT-20	$ 18,687.50	$ 19,500.00	$ 19,500.00
	12.	Aqua Mag Polyphosphate	$ 41,800.00	$ 42,900.00	$ 44,000.00
Canada Colors &	6.	Ferric Sulphate	$469,890.00	$493,385.00	$518,054.00
Chemicals	7.	Percol 755	$ 35,775.00	$ 37,564.00	$ 39,441.00
	8.	Bags Percol LT-20	$ 19,988.00	$ 20,987.00	$ 22,036.00
	9a.	Sodium Chlorite Powder	$ 56,000.00	$ 61,600.00	$ 67,760.00
HCI Canada Inc.	1.	Hydrofluosilicic Acid	$ 23,100.00	$ 23,100.00	$ 23,100.00
	2.	Drums Hydrofluosilicic Acid	$ 21,521.50	$ 21,521.50	$ 21,521.50
	3.	Sodium Silicoflouride	$ 6,991.60	$ 6,991.60	$ 6,991.60
	4.	Chlorine 68 kg cylinders	$ 24,915.20	$ 24,915.20	$ 24,915.20
	5.	Chlorine 907.2 kg cylinders	$113,799.16	$113,799.16	$113,799.16
	6.	Ferric Sulphate	$261,000.00	$276,000.00 *Plus $100.00 for each additional stop*	$288,000.00
	9a.	Sodium Chlorite Powder	$ 58,929.20	$ 58,929.20	$ 58,929.20
	13.	Calcium Hypochlorite HTH	$ 1,965.82	$ 1,965.82	$ 1,965.82

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APPENDIX 'A' CONTINUED

SUMMARY OF TENDER RESULTS
2001 - 2004 CHEMICAL REQUIREMENTS
FOR THE CITY OF GREATER SUDBURY

Bidder	Item/Product		April 1, 2001 to March 31, 2002	April 1, 2002 to March 31, 2003	April 1, 2003 to March 31, 2004
Edge Environ-	1.	Hydrofluosilicic Acid	$ 37,030.00	$ 40,740.00	$ 44,800.00
Mental Services	2.	Drums Hydrofluosilicic Acid	$ 29,515.20	$ 32,477.90	$ 35,720.10
Incl.	3.	Bags Sodium Silicofluoride	$ 6,845.00	$ 7,530.00	$ 8,285.00
	6.	Ferric Sulphate	$537,451.20	$564,229.80	$592,417.80
	7.	Percol 755	$ 35,329.80	$ 37,094.70	$ 38,949.70
	8.	Percol LT-20	$ 19,682.00	$ 20,657.00	$ 21,690.50
	9a.	Sodium Chlorite Powder	$ 63,360.00	$ 69,700.00	$ 76,670.00
Reliable Industrial	1.	Hydrofluosilicic Acid	$ 28,700.00	$ 30,100.00	$ 31,500.00
Supply	2.	Drums Hydrofluosilicic Acid	$ 20,962.50	$ 22,080.50	$ 22,919.00
	3.	Bags Sodium Silicofluoride	$ 5,800.00	$ 6,100.00	$ 6,400.00
	6.	Ferric Sulphate	$225,000.00	$228,000.00	$231,000.00
	7.	Percol 755	$ 23,585.00	$ 23,585.00	$ 24,804.00
	8.	Percol LT-20 Polyelectrolite	$ 14,462.50	$ 14,462.50	$ 15,210.00
	9a.	Sodium Chlorite Powder	$ 57,500.00	$ 59,000.00	$ 60,600.00
	9b.	Soduim Chlorite Solution	$105,000.00	$105,000.00	$105,000.00
	10a.	Aluminum Sulphate	$ 30,000.00	$ 30,240.00	$ 30,600.00
	10b.	Liquid Phas	$ 39,720.00	$ 40,200.00	$ 40,560.00
	12.	Aqua Mag Polyphosphate	$ 47,520.00	$ 47,520.00	$ 49,940.00
	13.	Calcium Hypochlorite HTH	$ 23,585.00	$ 23,585.00	$ 24,804.00
	14.	Sodium Hypochlorite	$ 14,462.50	$ 14,462.50	$ 15,210.00

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APPENDIX 'B'

Recommended Bidder	Chemical	April 1, 2001 to March 31, 2002	April 1, 2002 to March 31, 2003	April 1, 2003 to March 31, 2004
H.C.I. Canada Inc.	Hydrofluosilicic Acid (Bulk)	$23,100.00 or .33/kg	$23,100.00 or .33/kg	$23,100.00 or .33/kg
H.C.I. Canada Inc.	Hydrofluosilicic Acid (Drums)	$21,521.00 or .77/kg	$21,521.00 or .77/kg	$21,521.00 or .77/kg
H.C.I. Canada Inc.	Chlorine 68 Kg Cylinder	$24,915.20 or 1.28/kg	$24,915.20 or 1.28/kg	$24,915.20 or 1.28/kg
H.C.I. Canada Inc.	Chlorine 907.2 Kg Cylinder	$113,799.16 or 1.28/kg	113,799.16 or 1.28/kg	$113,799.16 or 1.28/kg
H.C.I. Canada Inc.	Sodium Chlorite (Drums)	$58,929.20 or 5.90/kg	$58,929.20 or 5.90/kg	$58,929.20 or 5.90/kg
H.C.I. Canada Inc.	Calcium Hypochlorite (Drums)	$1,965.82 or 4.33/kg	$1,965.82 or 4.33/kg	$1,965.82 or 4.33/kg
Min Chem	Sodium Silicoflouride (Bags)	$4,725.00 or .945/kg	$4,900.00 or .98/kg	$5,100.00 or 1.02/kg
Eaglebrook Inc.	Ferric Sulphate (Bulk)	$212,058.00 or 187.00/ liquid metric ton	$214,326.00 or 189.00/ liquid metric ton	$216,594.00 or 191.00/ liquid metric ton
Eaglebrook Inc.	Aluminum Sulphate (Bulk)	$84,479.20 or 116.00/ liquid metric ton	$85,389.54 or 117.25/ liquid metric ton	$86,299.88 or 118.50/ liquid metric ton
Eaglebrook Inc.	Aluminum Sulphate Phas (Bulk)	$111,279.50 or 152.80/ liquid metric ton	$112,444.73 or 154.40/ liquid metric ton	$113,537.13 or 155.90/ liquid metric ton
CIBA	Percol 755 (Bag)	$22,525.00 or 4.25/kg	$22,525.00 or 4.25/kg	$23,585.00 or 4.45/kg
CIBA	Percol LT-20 (Bag)	$13,812.50 or 4.25/kg	$13,812.50 or 4.25/kg	$14,462.50 or 4.45/kg
ID International	Sodium Chlorite (Bulk) (alternate to sodium chlorite in drums)	$61,628.00 or 1.80/L	$64,367.00 or 1.88/L	$67,791.00 or 1.98/L
Clear Tech	Aqua Mag (Bulk)	$41,800.00 or 1.90/kg	$42,900.00 or 1.95/kg	$44,000.00 or 2.00/kg
Reliable Industrial Supply	Sodium Hypochlorite (Bulk)	$14,462.50 or .45/L	$14,462.50 or .47/L	$15,210.00 or .49/L
GRAND TOTAL		**$811,000.08**	**$819,357.65**	**$830,809.89**

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