



Report to Council

Department: Infrastructure Services
Division: Operations
Date: November 17, 2025
Prepared by: Norm Nussio Manager of Operations and Drainage
Report Number: Operations-2025-13
Subject: Results of Request for Tender-Beach Roads Winter Control
Number of Pages: 4

Recommendation(s)

That Operations-2025-13 entitled “Results of Request for Tender-Beach Roads Winter Control” prepared by Norm Nussio Manager of Operations and Drainage dated November 17, 2025, be received, and

That Council award “Results of Request for Tender-Beach Roads Winter Control” to Talis Group Incorporated in the estimated amount of \$40,000.00 per year, and

That Council authorize excess expenditures incurred over the 2025-2026 Winter Control budgets to be funded from contingency reserve for Winter Control.

Purpose

As per section 26.01 of the Town’s Procurement by-law 2437, where a requirement exists to initiate a project for which goods and/or services are required, and funds are not contained within the Council approved budget to meet the proposed expenditure, the Department Head shall, prior to commencement of the purchasing process, submit a report to Council

Background and Discussion

A Request for Tender, following the guidelines as set out in the Town’s Procurement By-Law Number 2437 was posted both on the Town’s website and Merx, and closed on October 29, 2025, at 3:00:00 pm.

Two tenders were reviewed for arithmetic errors, completeness, legibility, revisions, and irregularities, with the results below:

Tenderer Name	Unit Price per Metric Ton including non-refundable taxes/push
Reg Clark Trucking	\$5,128.70
Talis Group Incorporated	\$2,238.72

Talis Group Incorporated submitted the lower bid which satisfied all the tender specifications and requirements. This is a one-year contract with the option to extend two additional years at the discretion of the Town of Essex. The second- and third-year price will be adjusted based on the Consumer Price Index (CPI) as published by the Bank of Canada.

Financial Impact

In general, winter control budgets are based on 3–5-year rolling averages in attempts to predict upcoming expenditures. The 2025 operating budget for Winter Control Contractors is \$200,000.00, this includes sidewalk contractor, North Route Contractor, Beach Roads contractor and salt hauling contractor that all pertain to winter control. The operating budget for 2026 will be adjusted accordingly based on current expenditures to date and anticipated 2026 expenditures. Due to the uncontrollable nature of winter storm events, in any given year expenses may fall below or exceed this average. Any deficit in Winter Control (expense above approved budget) is funded from contingency reserves earmarked for Winter Control at year end. Any surplus in Winter Control (expenses below approved budget) is transferred into the Contingency Reserve for Winter Control at year end.

Consultations

Jackson Tang, Assistant Manager, Business Services

Kevin Girard, Director, Infrastructure Services

Link to Strategic Priorities

- Embrace asset management best practices to build, maintain, and continuously improve our municipally owned infrastructure.
- Leverage our Town's competitive advantages to promote jobs and economic investment.
- Take care of our natural environment and strengthen the sense of belonging to everyone who makes Essex "home".
- Deliver friendly customer service in an efficient, effective, and transparent manner while providing an exceptional working environment for our employees.
- Build corporate-level and community-level climate resilience through community engagement and partnership and corporate objectives.

Report Approval Details

Document Title:	Results of Request for Tender- Beach Roads Winter Control - Operations-2025-13.docx
Attachments:	
Final Approval Date:	Nov 11, 2025

This report and all of its attachments were approved and signed as outlined below:

No Signature - Task assigned to Kevin Girard, Director, Infrastructure Services was completed by assistant Shelley Brown, Deputy Clerk, Legal and Legislative Services

Kevin Girard, Director, Infrastructure Services - Nov 11, 2025 - 2:31 PM



Kate Giurissevich, Chief Administrative Officer - Nov 11, 2025 - 2:53 PM