

May 12, 2022

Dan Best
Chief Administration Officer / Deputy-Clerk
Municipality of South Huron

RE: Letter of Recommendation – Stephen Township Arena Boards & Glass Tender

Dear Mr. Best,

The solicitation phase for the Stephen Township Arena Dasherboards Replacement tender has closed. A total of two bids were received, from *Athletica Sports Systems Inc.*, and *Welmar Recreational Products Inc.*

The tender issued was based on an Athletica product, and a request for equivalency was not provided by Welmar during the solicitation period. Following bid closing, Welmar has clarified that they intend to meet all aspects of the bid specifications with the exception that their frames would be welded, rather than mechanically fastened. Mechanically fastened systems provide higher strength and durability than welded frames and are also more expensive to produce. As per item 2.4.1 of the specifications, "Each panel is to be assembled using high strength fasteners." Based on this, **Welmar's bid is non-compliant.**

The financial details for the only compliant bid are provided below:

| | Athletica Sports Systems Inc. |
|---------------------------|--------------------------------------|
| Base Scope | \$393,960 |
| Optional: SoftCap | \$6,900 |
| Dasher Anchors | \$8,900 |
| Sub-total | \$409,760 |
| Contingency (10%) | \$40,976 |
| Sub-total | \$450,736 |
| HST (13%) | \$58,595.68 |
| Total Tender Price | \$509,331.68 |

Our recommendation is that the lowest compliant bid from Athletica Sports Systems be pursued for award, including the optional SoftCap feature for added player safety, for the total tender price of \$509,331.68 (including contingency and HTS).

Sincerely,



Ian B. Storey, P.Eng.
President
I.B. Storey Inc