



SUNSHINE COAST REGIONAL DISTRICT

Question and Answers #1

Request for Proposal No. 2611604

Inorganic Salt

Date: March 31, 2026

Item No.1

Question: Please provide the annual volumes.

Answer:

Sechelt Aquatic Centre annual volumes may vary, the average annual volumes are:

- Sodium Bicarb: 12,500 Kg per year.
- Calcium Hypochlorite (HTH): 2300 Kg per year.
- Calcium Chloride: 155 Kg per year.
- Sodium Hypochlorite: 12% 200L to 800L per year.

The Utilities Department annual volumes may vary, the average annual volumes are:

- Drums to South Pender WTP (205L): 70x to 80x per year.
- Totes to Mason Rd (1200L): 20x to 25x per year.
- Bags of Salt (22.7kg): 1500x to 1700x per year.

Item No.2

Question: Considering the geopolitical situation would quarterly pricing be acceptable?

Answer: The Proponent can provide alternative pricing, separate and in addition to the pricing structure we have asked for.

Item No.3

Question: Would the Regional District consider the first-year firm pricing with annual price revisions that are mutually negotiated? It is very difficult to predict pricing with the current market situation.

Answer: We recognize that current market conditions may make long-term pricing forecasts challenging. However, all Proponents need to provide firm pricing for the contract term as specified in the solicitation documents. To support flexibility, the solicitation allows Proponents to include annual escalators for products, and we are also accepting alternative pricing structures in addition to the pricing requested.