



January 31, 2012

Regional Municipality of Wood Buffalo
9909 Franklin Avenue
Fort McMurray, AB
T9H 2K4

E-mail: Tenders@woodbuffalo.ab.ca

REFERENCE QU2709 - To enter into direct negotiations with Haven Trading Canada Inc.

Attention: Tanya MacAulay

The Fort McMurray Construction Association strongly objects to the Regional Municipality of Wood Buffalo continuing to award sole source contracts, in this instance the Zero Waste Facilities to Haven Trading Canada Inc., as this appears to be becoming the norm rather than the exception.

The reasons stated for this decision appear to be excuses rather than solid business decisions. For instance:

- The RFP process conducted in 2011 was for a single facility and the other bidders may be able to offer cost savings for multiple facilities.
- Time constraints are never a solid reason to bypass competitive pricing.
- Poor planning does not justify bypassing the competitive bidding process.
- Consistency in design, installation and operation are achievable if competent engineering controls and equipment standards are implemented. This would also eliminate the requirement for additional training.

The FMCA believes that all use of public funds must be done in an open and transparent manner and that the only way for the RMWB to show transparency and accountability is to follow the process of Full and Open Competition (FOC). This would eliminate any perception of favouritism or bias on the part of RMWB and its employees.

We would request a meeting on this matter and ask that you call me at 780-791-1832 to arrange a convenient time to meet prior to February 7, 2012 – 2:00 pm.

Yours truly,

B. Diane Slater

B. Diane Slater, CAO

c.c. Glen Laubenstein, CAO
Fort McMurray Chamber of Commerce
Fort McMurray Construction Association Members