

6

EXHIBITION PLACE

June 16, 2000

To: The Board of Governors of Exhibition Place

From: Danny Chui, Manager
Capital Works

Subject: **Recommendation to Award**
Acquisition of Power Supply & Distribution Equipment

Recommendation:

It is recommended that the Board award the contract for the supply and delivery of seven low-voltage (75 to 300 KVA) transformers and six distribution panels (all to be mounted on custom-made portable enclosures) to Cutler-Hammer Canada for a total amount of \$124,813.00 excluding GST, this being the lowest quotation received.

Background:

At its meeting of September 17, 1999, the Board approved a budget of \$350,000 as part of the 2000 Capital Works Program for Electrical Equipment for Exhibition Place.

Discussion:

In 1998 Exhibition Place took over the provision of electrical services for all trade and consumer shows and major events (e.g. CNE, CHIN, Molson Indy). Experience has shown that the operating profits from this Board decision averages 54% for trade and consumer shows to about 60% for special and other events. In order to increase effectiveness and profitability, further capital investments are necessary for the acquisition of additional electrical equipment and the upgrade of the underground electrical system.

The subject equipment will provide Exhibition Place the following benefits (a) less set-up time; (b) enhanced customer service; (c) fast connection times, hence less staff hours required; and (d) minimized equipment rental and cost for power set up. With these benefits in mind, Exhibition Place issued a Request for Quotation on May 19, 2000. Submissions received on June 6th were as follows:

Cutler-Hammer Canada	\$124,813.00
G.T. Wood Company Ltd.	\$213,765.00

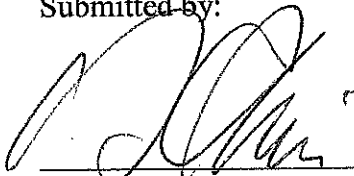
The Manager/Maintenance Department and the Manager/Capital Works recommend that the contract for the supply and delivery of the above-noted equipment be awarded to Cutler-Hammer Canada, being the lowest bid received.

Given that some of this equipment is required for the Molson Indy set-up, approval was received on June 9, 2000 from the Chair of the Board to proceed with the award to Cutler-Hammer so that custom fabrication of the portable enclosures can begin immediately.

Conclusion:

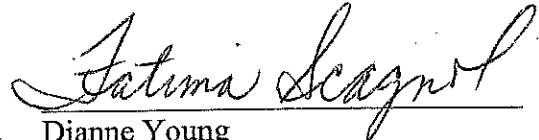
This report recommends that the Board approve the award to Cutler-Hammer Canada for the total amount of \$124,813.00 excluding GST.

Submitted by:



Danny Chui
Manager, Capital Works

Reviewed by:



Dianne Young
General Manager & CEO

