



## Committee of the Whole

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**Meeting Date:** April 14, 2026

**Submitted by:** Ryan Hillinger, Engineering Supervisor  
Josh White, Procurement Services Manager

**Subject:** Award of Tender # MC-2026-15 – Latex Traffic Paint

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### BACKGROUND:

County staff issued the Request for Tender (Tender) for Latex Traffic Paint on February 27, 2026 for a three year period.

This is a collaborative procurement process that Middlesex County facilitates through the Elgin-Middlesex-Oxford Purchasing Co-operative (EMOP) with five other municipalities participating to increase purchasing power.

### ANALYSIS:

The Tender closed on March 20, 2026, with the County receiving three submissions from the following Respondents:

Respondent	City/Province	Tender Total (Excl. HST)
<b>Ennis Paint Canada ULC</b>	<b>Greensboro, NC</b>	<b>\$4,544,207.40</b>
Sherwin Williams	Cambridge, ON	\$4,755,650.40
PolyMight International Inc.	Mississauga, ON	\$4,800,063.60

Following review of the submissions staff determined that the low Tender from Ennis Paint Canada ULC was compliant. Ennis Paint Canada ULC has previously provided latex paint to the County and the quality of the product and service has always been to the satisfaction of County staff.

Middlesex County's portion of the low Tender amounts to a total of \$1,280,432.00 excluding tax over the three-year contract term based on estimated quantities.

## FINANCIAL IMPLICATIONS:



The financial implications for this project are as follows:

Item	Amount
Budgeted Amount	\$1,595,303.00
Recommended Tender (County Portion)	\$1,280,432.00
Variance	\$314,871.00

Actual costs incurred for maintenance items are incorporated in various project specific budgets across the next three years.

## ALIGNMENT WITH STRATEGIC FOCUS:

This report aligns with the following Strategic Focus, Goals, or Objectives:

Strategic Priority	Goal	Objectives
 Collaboration & Partnerships	Strengthen collaboration with local municipalities and regional partners to improve economic efficiency, enhance service delivery, and support regional development in alignment with community priorities	<ul style="list-style-type: none"><li>Optimize service delivery through inter-municipal collaboration and shared services to improve efficiency and seamless operations.</li></ul>
 Sustainable Infrastructure Development	Expand and upgrade critical infrastructure to enhance resilience, efficiency, and accessibility while prioritizing sustainability and long-term cost-effectiveness	<ul style="list-style-type: none"><li>Enhance and maintain road infrastructure to improve connectivity, traffic efficiency, and encourage active transportation, while preserving the unique character of municipal main streets.</li><li>Invest in sustainable infrastructure opportunities that incorporate climate resilience measures to mitigate extreme weather impacts and reduce overall environmental impact.</li></ul>

## RECOMMENDATION:

**THAT** Award of Tender # MC-2026-15 – Latex Traffic Paint Report be received for information;

**AND THAT** Council Award Tender # MC-2026-15 to Ennis Paint Canada ULC;

**AND THAT** the County Engineer be authorized to execute the agreement with Ennis Paint Canada ULC in a form satisfactory to the County Solicitor.