



Committee of the Whole

Meeting Date: April 14, 2026

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

Subject: Award of Tender # MC-2026-16 – Traffic Paint Reflectoring Glass Beads

BACKGROUND:

County staff issued the bi-annual Request for Tender (Tender) for Traffic Paint Reflectoring Glass Beads on February 27, 2026.

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 two submissions from the following Respondents:

Respondent	City/Province	Tender Total (Excl. HST)
QONTRAC Services Ltd.	Winnipeg, Manitoba	\$470,229.50
Potters Canada, Divion of PNA Partnership	La Prairie, Quebec	\$579,735.00

Following review of the submissions staff determined that the low Tender from QONTRAC Services Ltd. was compliant. The County has not worked with the low Tender before but conducted reference checks at other municipalities who communicated that the product met their expectations.

Middlesex County's portion of the low Tender amounts to a total of \$104,390.00 excluding tax over the two-year contract term based on estimated quantities.

FINANCIAL IMPLICATIONS:



The financial implications for this project are as follows:

Item	Amount
Budgeted Amount	\$113,300.00
Recommended Tender (County Portion)	\$104,390.00
Variance	\$8,910.00

Actual costs incurred for maintenance items are incorporated in various project specific budgets across the next 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">Optimize service delivery through inter-municipal collaboration and shared services to improve efficiency and seamless operations.
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">Enhance and maintain road infrastructure to improve connectivity, traffic efficiency, and encourage active transportation, while preserving the unique character of municipal main streets.Invest in sustainable infrastructure opportunities that incorporate climate resilience measures to mitigate extreme weather impacts and reduce overall environmental impact.

RECOMMENDATION:

THAT Award of Tender # MC-2026-16 – Traffic Paint Reflectorizing Glass Beads Report be received for information;

AND THAT Council Award Tender # MC-2026-16 to QONTRAC Services Ltd;

AND THAT the County Engineer be authorized to execute the agreement with QONTRAC Services Ltd. in a form satisfactory to the County Solicitor.