



## County Council

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**Meeting Date:** March 12, 2024

**Submitted by:** Ryan Hillinger, Engineering Supervisor

**Subject:** Tender for Reflective Glass Beads Contract M-G-24

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### **BACKGROUND:**

Contract M-G-24 for the supply of Reflective Glass Beads was advertised with tenders accepted until 12 noon, Thursday, February 22, 2024.



### **ANALYSIS:**

This was a joint purchase for Middlesex and seven other Municipalities. The County received three bids for this contract. Potters Canada was the low bidder for the contract with a total bid price of \$463,386.30 plus HST. The Middlesex County portion of the contract is \$81,630.00 plus HST. A summary of the total bid prices is attached.

Potters Canada have worked for the County in the past and have provided service and product that meets or exceeds the expectations of the County. It is recommended that their bid be accepted.

### **ALIGNMENT WITH STRATEGIC FOCUS:**

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

Strategic Focus	Goals	Objectives
Connecting Through Infrastructure  	Ensure communities are built on a sustainable foundation that is connected and thriving	<ul style="list-style-type: none"> <li>• Encourage and advocate, through partnerships, the construction of scalable, equitable broadband infrastructure, recognizing our unserved and underserved areas</li> <li>• Commit to a sound asset management strategy to maintain and fund critical infrastructure</li> <li>• Use County infrastructure in an innovative way to provide a seamless service experience for residents</li> </ul>
Promoting Service Excellence  	Innovate and transform municipal service delivery	<ul style="list-style-type: none"> <li>• Anticipate and align municipal service delivery to emerging needs and expectations</li> <li>• Engage, educate and inform residents, businesses, and visitors of county services and community activities</li> <li>• Strengthen our advocacy and lobbying efforts with other government bodies</li> <li>• Collaborate with strategic partners to leverage available resources and opportunities</li> <li>• Build organizational capacity and capabilities</li> </ul>

**RECOMMENDATION:**

THAT the County Engineer be authorized and directed to award Tender M-G-24 Reflective Glass Beads to Potters Canada. in the amount of \$81,630.00 before taxes;

AND THAT the County Engineer be authorized to execute, on behalf of the County of Middlesex, all agreements and other documents necessary to implement this award on confirmation that such agreements and other documents be in a form satisfactory to the County Solicitor.

Glass Beads M-G-24			
	Potters Canada, Divion of PNA Partnership	QONTRAC Services Ltd.	GT Associates Engineering Services Corp.
	<u>Submission 1</u>	<u>Submission 1</u>	<u>Submission 1</u>
Schedules	<u>Total</u>	<u>Total</u>	<u>Total</u>
Subtotal Contract Amount:	\$463,386.30	\$547,869.90	\$932,392.50