



## County Council

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**Meeting Date:** March 14, 2023  
**Submitted by:** Ryan Hillinger, Engineering Supervisor  
**Subject:** Tender for Glass Beads Contract M-G-23

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### **BACKGROUND:**

Contract M-G-23 for the supply of Traffic Reflectorizing Glass Beads was advertised with tenders accepted until 12 noon, Thursday, March 2, 2023.

### **ANALYSIS:**

Due to the increased costs over the last two years Opta Minerals was unable to provide glass beads as the price tendered in the previous multi-year contract. This was originally a three year contract with an option to cancel at any time. The current contract was advertised for a single year in order to provide less risk to the suppliers of these materials due to the impacts of inflation.

This was a joint purchase for Middlesex and seven other Municipalities. The County received two bids for this contract. Opta Minerals Inc was the low bidder for the contract with a total bid price of \$257,437.97 plus HST. The Middlesex County portion of the contract is \$41,062.50 plus HST. A summary of the unit prices is attached.

Although Opta Minerals could not fulfill the previous multi-year contract staff agree that their withdrawal was reasonable considering the circumstances and are recommending that they be approved to submit these materials in the one year contract as submitted.

### **RECOMMENDATION:**

THAT the County Engineer be authorized and directed to award Tender M-G-23 Reflective Glass Beads to Opta Waterdown Inc. in the amount of \$61,654.1 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.

## M-G-23 - M-G-23 - Glass Beads - Quote Form - Form of Tender

<u>Line Item</u>	<u>Organization</u>	<u>Containers</u>	<u>Approx. Quantity</u>	<u>Opta Waterdown Inc</u>		<u>Potters Canada</u>	
				<u>Unit Price</u>	<u>Total Cost</u>	<u>Unit Price</u>	<u>Total Cost</u>
1	Middlesex County	45 - 1000kg totes	45000	\$ 0.9125	\$41,062.50	\$ 1.0800	\$48,600.00
2	Lambton County	48 - 1000kg totes	48000	\$ 0.9200	\$44,160.00	\$ 1.0800	\$51,840.00
3	City of Sarnia	12 - 1000kg totes	12000	\$ 0.9350	\$11,220.00	\$ 1.0800	\$12,960.00
4	City of London	440 - 25kb bags	11000	\$ 0.9125	\$10,037.50	\$ 1.0800	\$11,880.00
5		26 - 1000kg totes	26000	\$ 0.9125	\$23,725.00	\$ 1.0800	\$28,080.00
6	Huron County	36 - 1000kg totes	36000	\$ 0.9350	\$33,660.00	\$ 1.0800	\$38,880.00
7	St Thomas	18 - 25kb bags	450	\$ 1.1066	\$497.97	\$ 1.0800	\$486.00
8	Southwold Twp	36 - 1000kg totes	36000	\$ 0.9125	\$32,850.00	\$ 1.0800	\$38,880.00
9	Oxford County	120 - 25kb bags	3000	\$ 0.9125	\$2,737.50	\$ 1.0800	\$3,240.00
10		63 - 1000kg totes	63000	\$ 0.9125	\$57,487.50	\$ 1.0800	\$68,040.00

Subtotal:

\$257,437.97

\$302,886.00