

TO:	CHAIR AND MEMBERS BUILT AND NATURAL ENVIRONMENT COMMITTEE MEETING ON MONDAY, NOVEMBER 14, 2011
FROM:	PAT MCNALLY EXECUTIVE DIRECTOR - PLANNING, ENVIRONMENTAL & ENGINEERING SERVICES
SUBJECT	REFLECTIVE MARKING MATERIAL SINGLE SOURCE

RECOMMENDATION

That on the recommendation of the Executive Director – Planning, Environmental & engineering Services,

- a) That approval hereby **BE GIVEN** to enter into negotiations for the purchase of Reflective Marking Material with 3M Canada Company, P.O. Box 5757, London, ON N6A 4T1;
- b) That the civic administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this contract; and
- c) That approval hereby given **BE CONDITIONAL** upon the Corporation negotiating satisfactory prices, terms and conditions with 3M Canada Company to the satisfaction of the Director of Roads and Transportation; and
- d) Approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order relating to the subject matter of this approval.

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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Board of Control November 2, 2005 and Council Resolution November 8, 2005.
 Board of Control December 13, 2006 and Council Resolution December 19, 2006.
 Board of Control December 12, 2007 and Council Resolution December 18, 2007.
 Board of Control November 26, 2008 and Council Resolution December 1, 2008.
 Board of Control November 26, 2008 and Council Resolution February 2, 2010.
 Built and Natural Environment Committee December 15, 2010 and Council Resolution December 21, 2010.

BACKGROUND

Purchasing Process

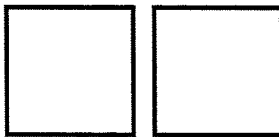
In 2011 purchases totalled \$105,313.73 (excluding HST). Products will be purchased into inventory as required. Funding for reflective marking material is provided in the 2012 Current Operating Budget, subject to Council approval.

3M Canada Company is the manufacturer and sells directly resulting in distributors electing not to respond to requests for competitive bids. In addition 3M also held pricing with no increase for 2009, 2010, 2011 and 2012 purchases.

3M is the world leader in retroreflective technologies and is partnered with government agencies for education and sharing of research to enhance the visibility of the roadway to enable drivers to make the safest driving decisions.

3M's innovative approach to traffic safety ensures that our sign sheeting objectives are met; their products are designed for durable traffic control signs, work zone signs and delineators offering a low cost and high value to us.

Brighter signs mean safer roads especially at night when there is a 3 times greater risk with 3M's technology features offering drivers the ability to read and understand sign's messages faster requiring less eyes-off-the-road time, leaving drivers more time to attend to the task of driving.



Purchasing Process...cont'd

3M's products meet ASTM D4956 Type III, Type IV and Type X specifications their reflective sheeting is nearly twice as bright on average as other prismatic sign sheeting and has a life expectancy of 12 years as opposed to 10 years for lower performance products.

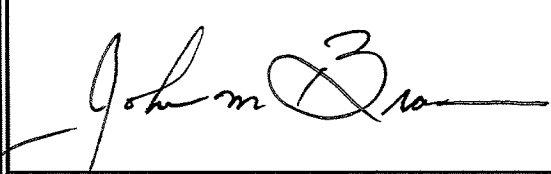
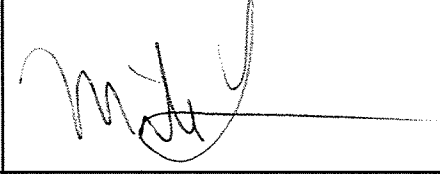

This recommendation is in compliance with our 'Procurement of Goods and Services Policy' as per Section 14.4 Single Source, Clauses d and e.

Financial Impact

There are no additional operating costs associated with this project.

Acknowledgements

This report was prepared by John Parsons, Manager Transportation and Roadside Maintenance and Chris Ginty, CPPB, Procurement Officer.

SUBMITTED BY:	REVIEWED & CONCURRED BY:
	
JOHN BRAAM DIRECTOR OF WATERAND CITY ENGINEER	MIKE TURNER DEPUTY CITY TREASURER
RECOMMENDED BY:	
	
PATRICK McNALLY EXECUTIVE DIRECTOR – PLANNING, ENVIRONMENTAL & ENGINEERING SERVICES	

CC: John Freeman, Manager of Purchasing & Supply