

## Report to Civic Works Committee

**To:** Chair and Members  
Civic Works Committee

**From:** Kelly Scherr, P.Eng., MBA, FEC  
Managing Director, Environmental & Engineering Services  
and City Engineer

**Subject:** Supply and Delivery of Traffic Paint SS21-17

**Date:** April 20, 2021

## Recommendation

That, on the recommendation of the Managing Director, Environmental and Engineering Services and City Engineer, the following actions **BE TAKEN** with respect to the supply and delivery of traffic paint:

- a) Approval hereby **BE GIVEN** to enter a three-year (3) contract for the supply and delivery of traffic paint with Ennis Paint Canada ULC at the quoted price of \$123,562.00 per year (excluding HST), it being noted that the pricing was provided through participation in the Elgin/Middlesex/Oxford Purchasing Co-Operative (EMOP) and made in accordance with Section 14.4 g) Single Sourcing of the Procurement of Goods and Services Policy which states: "It is advantageous to the City to acquire the goods or services from a supplier pursuant to the procurement process conducted by another public body";
- b) Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this contract;
- c) Approval hereby **BE CONDITIONAL** upon the Corporation negotiating prices, terms and conditions with Ennis Paint Canada ULC to the satisfaction of the Manager of Purchasing and Supply and the Managing Director, Environmental and Engineering Services and City Engineer; and,
- d) Approval hereby **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order relating to the subject matter of this approval.

## Linkage to the Corporate Strategic Plan

This report supports the Strategic Plan in the following areas:

- Building a Sustainable City:
  - Infrastructure is built, maintained and operated to meet the long-term needs of our community; and
  - Growth and development are well planned and sustainable over the long term
- Leading in Public Service:
  - Exceptional and valued customer service; and
  - Leader in public service as an employer and a steward of public funds.

## Background

The City of London's Road Operations and Forestry Division maintains all pavement line painting and intersection marking on City streets. Paint used in this application is a complex formula, and the City of London uses a clear specification to ensure paint procured for street marking provides the best value and longest possible life. The City has a purpose-built vehicle that performs line painting work from early spring to late fall annually. Purchasing and Supply keeps white and yellow road paint in stock to support the line painting team.

## Discussion

### 1.0 Purchasing Process

A competitive bidding process was conducted by the Elgin Middlesex Oxford Purchasing Cooperative (EMOP) with The County of Middlesex as the calling agency. The supply and delivery of traffic paint has been awarded to Ennis Paint Canada ULC, the lowest compliant bidder. The recommendation to participate in the EMOP solicitation is made in accordance with Section 14.4 g) Single Sourcing of the Procurement of Goods and Services Policy which states: "It is advantageous to the City to acquire the goods or services from a supplier pursuant to the procurement process conducted by another public body".

The Province of Ontario, the City of London and any other public sector members will share the benefits of this agreement, but each entity will separately administer their own procurement contracts. Through the use of the EMOP process, the City saves the administrative costs associated with tendering for this commodity and has access to pricing based on the EMOP Cooperatives combined volume.

### 2.0 Financial Impact

Funding for this program has been included in operating accounts in the multi-year budget.

The total annual expenditure in 2020 on traffic paint was \$84,196.27 (excluding HST), which reflects an atypical reduction from normal years due to COVID-19 related closures.

Ennis Paint Canada ULC was the lowest of two bids submitted for the supply and delivery of traffic paint which met the City's terms and conditions in all areas and as summarized below. The forecasted 2021 expenditure is expected to be approximately \$123,562.00, provided normal line painting operations resume. Under normal operating conditions, the 2022 and 2023 expenditures are expected to be approximately \$125,400.00 and \$127,238.00 respectively.

<b>Tender</b>	<b>Ennis Paint</b>	<b>PolyMight International</b>
2021 Estimated Cost	\$123,562.00	\$142,080.80
2022 Estimated Cost	\$125,400.00	\$148,330.00
2023 Estimated Cost	\$127,238.00	\$154,946.80
<b>Total</b>	<b>\$376,200.00</b>	<b>\$445,357.60</b>

## **Conclusion**

Pavement markings are an important component of the transportation infrastructure maintenance. Participation in the EMOP purchasing cooperative provides cost efficiency for the partners. Civic Administration has reviewed the results of the tender bids through the use of the EMOP process and recommends Ennis Paint as the supplier. The submitted tender price provide the best value.

**Prepared by:**                      **John Parsons, C.E.T.**  
**Division Manager, Road Operations and Forestry**

**Submitted By:**                    **Doug MacRae, P.Eng., MPA**  
**Director of Roads and Transportation**

**Recommended By:**            **Kelly Scherr, P.Eng., MBA, FEC,**  
**Managing Director, Environmental Services and City**  
**Engineer**

c:      John Freeman, Manager of Purchasing and Supply  
Ennis Paint Canada ULC, 850 McKay Road, Pickering, Ontario, L1W 2Y4