

REPORT FROM CHIEF ADMINISTRATIVE OFFICER

Re: 2025 Contract for Line Painting

RECOMMENDATION

That Council approve an expenditure of \$72,704.00 plus applicable taxes payable to Trillium Pavement Marking;

And That Council approve the use of the negotiation method to acquire said service;

And that Council pass the appropriate By-Law at a subsequent meeting to enter into a contract with Trillium Pavement Marking for line painting services.

BACKGROUND

The City of Elliot Lake includes roadway line painting and pavement marking as part of its annual maintenance schedule. Regular traffic and winter maintenance activities cause sufficient wear to warrant an annual refresh.

Maintaining clear and visible pavement markings is essential for road safety within the municipality.

ANALYSIS

Historically, tendering for this service has not yielded favourable results.

- In 2021, despite having nine registered vendors on Bids and Tenders, no submissions were received.
- In 2022, a Call for Tenders resulted in one bid priced at \$597,896.06.
- In 2023, the negotiation method was used, securing services from Trillium Pavement Marking for \$72,555.00.
- In 2024, the tendering process resulted in a single bid of \$169,307.50. The negotiation method was again used, securing Trillium Pavement Marking for \$71,000.00.

For 2025, before issuing a tender, staff contacted Trillium Pavement Marking to assess their interest in providing the service at an adjusted lump sum rate reflecting CPI increases. The company responded positively, and the proposed price represents a 2.4% increase over last year's contract.

The contractor has indicated that the work can be completed by late May or early June, aligning with the optimal time for pavement marking.

The awarding of this contract is supported by the City's Procurement Policy, utilizing the negotiation method.

Trillium Pavement Marking has consistently met the City's service needs at a competitive price.

FINANCIAL IMPACT

This work will be funded through the Public Works Department's operating budget as a contracted service. The pending 2025 budget includes \$90,717.00 for pavement marking services. The proposed contract of \$72,704.00 is \$18,013.00 under budget.

LINK TO STRATEGIC PLAN

This project directly relates to the following key section of the strategic plan:

- Continued investment into infrastructure

SUMMARY

Maintaining municipal pavement markings enhances safety for both motorists and pedestrians. The negotiation method has allowed the City to secure competitive pricing while ensuring that infrastructure maintenance proceeds as planned.