



COUNCIL REPORT

Report Date: March 27, 2025
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Meeting Date: May 7, 2025
[Submit comments to Council](#)

TO: Standing Committee on Policy and Strategic Priorities
FROM: General Manager of Engineering Services and Chief Procurement Officer
SUBJECT: Contract Award for Supply and Delivery of Traffic Marking Materials

Recommendations

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, City's Director of Legal Services, and the City's Chief Procurement Officer and enter into a contract with Vantac ITS Group Inc. ("Vantac"), for the supply and delivery of traffic marking materials for a term of three (3) years, with the option to extend for the three successive two-year possible unilateral extension terms, with an estimated contract value of \$3,567,600 plus applicable taxes over the entire possible term, to be funded from the operating budget for the road marking program within Engineering Services.
- B. THAT the Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services be authorized to execute on behalf of the City the contract contemplated by Recommendation A.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

Purpose and Executive Summary

The City issued a Request for Quotation ("RFQ") No. PS20241087-ENG-RFQ on December 17, 2024 for Supply and Delivery of Traffic Marking Materials. The purposes and the importance of these materials are for traffic guidance and control, motorist and pedestrian safety enhancement, as well as provisions for public information such as, bicycle lanes or parking designation for special events. The City advertised the RFQ on the City of Vancouver website and BC Bid in accordance with the City's Procurement Policy (ADMIN-008). City staff, and,

subsequently, the Bid Committee have considered the responses received and recommend that the City negotiate an agreement with Vantac.

Council Authority/Previous Decisions

The City's Procurement Policy (ADMIN-008) requires Council approve contracts with a total value greater \$3,000,000 following review and recommendations by the City's Bid Committee. The Bid Committee has considered the bids and recommends Vantac as the successful proponent.

There is no applicable Council authority or previous decisions related to this report.

City Manager's Comments

The City Manager concurs with the foregoing recommendations.

Context and Background

Traffic marking materials are used to enhance road safety and traffic flow management. The primary purposes include guiding drivers, providing visibility at night or in low-visibility conditions, enforcing traffic rules, enhancing pedestrian and cyclist safety, and improving traffic flow. Traffic marking is applied commonly at intersections, major and minor road networks, school zones, cross walks, stops lines, warning markings, or temporary markings. The lifespan of traffic marking materials varies depending on material usage and environmental conditions. Factors like traffic volume, weather conditions, and snowplows can significantly impact the lifespan of traffic markings. The City refreshes traffic markings on an annual basis, and in certain areas such as major road networks, the maintenance schedule is sometimes increased to a semi-annual frequency depending on the conditions of the traffic markings. The estimated annual usage for the traffic paint is about 22,000 liters a year. Each paint tote holds 1,230 liters of paint, and average seasonal usage is about 17 to 19 totes.

The City's Department of Engineering Services, Street Division, has identified a consolidated and standard list of traffic marking materials to efficiently serve the various sites throughout the City.

The purpose of the RFQ was to select a supplier with the capability and capacity to meet the City's requirements for the supply and delivery of traffic marking materials while offering competitive prices and satisfactory services.

Discussion

The RFQ was issued in accordance with the City's Procurement Policy (ADMIN-008).

The City received 6 responses from

- Gentem Inc. ("Gentem")
- Vantac ITS Group Inc. ("Vantac")
- Cloverdale Paint Inc. (Cloverdale")
- Roadway Traffic Products Ltd. ("Roadway")
- PPG AC Canada Inc. ("PPG")
- Qontrac Services Ltd. ("Qontrac")

The responses were reviewed and validated staff from Engineering Services, Streets Division, under the stewardship of Supply Chain Management, to assess each response's overall value.

Some of the criteria considered in the proposal review process included:

- Competitive pricing;
- Canadian manufacturer based out of Burnaby, BC.
- Products comply with Ministry of Transportation and Infrastructure ("MOTI") standards and specifications;
- Ability to meet the City's service requirements, including but not limited to, delivery lead time, supplier's inventory level, account management, minimum order, and product warranty; and
- Demonstrated ability to adhere to sustainability values and requirements.

Based on the overall review, it was concluded that the proposal submitted by Vantac met the City's requirements and provided the best overall value to the City.

Financial Implications

Finance has reviewed and confirmed that funding for the initial term of the contract is available from operating budget for the road marking program within Engineering Services. Future extension of the contract will be on an if and when needed basis depending on available approved operating budget. It should be noted that the quantities outlined in the RFQ are estimates and actual quantities may vary based on actual needs and approved budget. As a result of the RFQ, the City is able to achieve cost certainty for the proposed initial three-year contract term.

Legal Implications

The City's Procurement Policy (ADMIN-008) requires the Director of Legal Services to execute all contracts with a total value greater than \$3,000,000 that have been awarded by the Bid Committee and Council.

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