SUBJECT: Award of Corporate Tender C12-05-09 Removal of Scrap Metals at Various City Owned Locations (FCS09029) (City Wide)

RECOMMENDATION:

That the Corporate Tender C12-05-09 for the Removal of Scrap Metals at Various City Owned Locations, be awarded to the highest compliant Bidder, Waxman Industrial Services Corp.

EXECUTIVE SUMMARY:

This is a City Wide contract for the Removal of Scrap Metals at Various City Owned Locations, which will be utilized by the City of Hamilton Departments requiring this service.

The initial term of the contract is for a period of one (1) year, with an option to renew for two (2) additional one (1) year terms, at the sole discretion of the City.

As per Purchasing Policy, Section 4.4, Policy 4 - Approval Authority, item 4(b), approval is required for the award of Corporate Contracts.

BACKGROUND:

The Purchasing Section issued this City Wide Request for Tender for the Removal of Scrap Metals at Various City Owned Locations on January 21, 2009, and closed on February 10,
2009. Twelve (12) Bidders picked up the tender documents and five (5) compliant submissions were received.

**ANALYSIS/RATIONALE:**

The City of Hamilton requires a supplier to provide scrap metal disposal services, which includes the placement of scrap metal bins, collection, processing and reimbursement for scrap metal collected at various facilities throughout the City of Hamilton.

The City of Hamilton’s goal is to provide the City with the greatest return for its scrap metals.

**Submission Results**

<table>
<thead>
<tr>
<th>BIDDER</th>
<th>ESTIMATED REIMBURSEMENT FOR (1) YEAR</th>
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<tbody>
<tr>
<td>Waxman Industrial Services Corp.</td>
<td>$76,440.00</td>
</tr>
<tr>
<td>Thomson Metals and Disposal</td>
<td>$73,960.00</td>
</tr>
<tr>
<td>Wentworth Metal Recycling</td>
<td>$46,800.00</td>
</tr>
<tr>
<td>White Pine Waste Services</td>
<td>$45,940.00</td>
</tr>
<tr>
<td>Copper Cliff Metals &amp; Wrecking Corp.</td>
<td>$39,440.00</td>
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The recommendation for the award of this contract is to Waxman Industrial Services Corp., who submitted the Compliant Bid with the highest reimbursement pricing for the initial one (1) year term, which is in accordance with the Request for Tender document.

In awarding the contract for Removal of Scrap Metals at Various City Owned Locations to Waxman Industrial Services Corp., the City of Hamilton will secure significantly higher returns for the scrap metal generated. The bid received from Waxman Industrial Services Corp., shows returns which are approximately double, as compared to the bid received from the current incumbent.

Also, the per hour labour rate bid by Waxman Industrial Corp., for services required other than scrap bin collection, was significantly lower than all other bids received.

**ALTERNATIVES FOR CONSIDERATION:**

None.

**FINANCIAL/STAFFING/LEGAL IMPLICATIONS:**

None.
POLICIES AFFECTING PROPOSAL:

Purchasing Policy, Section 4.4, Policy 4 - Approval Authority, requires Council approval when the Request for Tender is a Corporate Contract.

RELEVANT CONSULTATION:

The draft copy of the Request for Tender was sent to user departments for their review and comments (i.e., Hamilton Police Services and Wentworth Operations Centre). Also, discussions took place with the current incumbent on how the program was currently being operated.

CITY STRATEGIC COMMITMENT:

By evaluating the “Triple Bottom Line”, (community, environment, and economic implications) we can make choices that create value across all three bottom lines, moving us closer to our vision for a sustainable community, and Provincial interests.

Community Well-Being is enhanced. ☑ Yes ☐ No

Environmental Well-Being is enhanced. ☑ Yes ☐ No

By recycling the scrap metal generated by the City, we are actively reducing the negative impact of such waste to the environment and moving closer to the City’s waste diversion goals.

Economic Well-Being is enhanced. ☑ Yes ☐ No

Through the use of the competitive process, the City is ensured to receive the greatest reimbursement for the scrap metals generated, on an ongoing basis.

Does the option you are recommending create value across all three bottom lines? ☑ Yes ☐ No

Do the options you are recommending make Hamilton a City of choice for high performance public servants? ☒ Yes ☐ No