



**Meeting Date:** May 4, 2026  
**Department:** Engineering and Public Works  
**Report No.:** EPW-2026-36  
**Submitted by:** Greg Henderson, Manager of Environmental Services  
**Approved by:** Walter Easter, Acting Director, Engineering and Public Works

**SUBJECT:** **RFP Award – Municipality of Strathroy-Caradoc Front End Dumpster Services**

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**RECOMMENDATION: THAT: Council approve award of RFP 2026 – Front End Dumpster services to Waste Management in the amount of \$116,744.94 plus HST over a three-year term.**

#### **BACKGROUND:**

The Municipality of Strathroy-Caradoc provides front-end dumpster waste collection services to industrial, commercial, and institutional (ICI) properties, as well as municipal facilities. These services are currently being delivered without a formal contract, limiting the Municipality's ability to secure stable pricing and defined service levels, and exposing it to potential unanticipated cost increases.

To address this, the Municipality issued a Request for Proposals (RFP) to obtain competitive submissions for the provision of front-end dumpster services.

#### **COMMENTS:**

RFP SC-2026-10 for Front End Dumpster Services was publicly posted on Bids & Tenders on March 3, 2026, and closed on March 24, 2026. The RFP called for the provision of all labour, equipment, and materials required to deliver the service.

The Municipality received a total of ten (10) proposals.

Proposals were evaluated using a two-envelope system, with 70% weighting assigned to technical criteria and 30% to cost. Proponents were required to achieve a minimum technical score of 45% to proceed to the financial evaluation stage. Four (4) submissions did not meet this threshold and were excluded from further consideration.

Technical Proposals were evaluated based on several factors including Corporate Experience, Project Understanding, Work Plan & Methodology, Team Experience and Project References.

The following table summarizes results of the proposal evaluation:

<b>PROPONENT</b>	<b>Total Score (100 max)</b>	<b>Cost for 3 Year Contract</b>
Waste Management of Canada Corporation	93	\$116,744.94
Super Save Group of Companies	81	\$145,243.08
Miller Waste Systems Inc.	80	\$171,795.06
Halton Recycling Ltd. dba. Emterra Environmental	71	\$188,435.52
Bluewater Recycling Association	69	\$265,828.53
MCQ HANDLING INC.	62	\$243,348.30
Marcotte Disposal	DNQ	-----
Sarnia Paving Stone Ltd	DNQ	-----
Waste Connections of Canada	DNQ	-----
Environmental 360 Solutions	DNQ	-----

Waste Management submitted the highest total scoring Proposal with a Total Value of 93% and a contract value of \$116,744.94 excluding HST over a three-year period.

**CONSULTATION:**

- Director of IT/Finance - Treasurer

**FINANCIAL IMPLICATIONS:**

The total contract value of \$116,744.94 (excluding HST) over three (3) years is primarily recovered through fees charged to ICI properties, which are billed via the tax roll. The cost to ICI customers over three years is \$67,604.94. The remaining costs are funded through the Operations Budget for applicable municipal facilities. The cost to Municipal facilities is \$49,140.00 over three years.

The initial contract term is three (3) years, with the option to extend for up to three (3) additional one-year periods at the Municipality’s discretion.

If the Municipality elects to renew the contract, pricing adjustments will be limited to the lesser of the Ontario Consumer Price Index (CPI) All Items year over-year for the previous January or three percent (3%).

**ALTERNATIVE(S) TO THE RECOMMENDATION:**

1. Council to provide alternate direction.

**STRATEGIC PLAN ALIGNMENT:**

This matter is in accord with the following strategic priorities:

**Local Infrastructure and Capital Investment:** Households and businesses in Strathroy-Caradoc will be supported by reliable, financially responsible, and well-maintained infrastructure networks.

**The Challenges of Growth for the Municipal Organization:** Strathroy-Caradoc will be an inclusive community where growth is managed to accommodate a range of needs and optimize municipal resources. We are committed to maintaining operational efficiency and economies of scale through these times of change.

**Economic Development, Industry and Jobs:** Strathroy-Caradoc will have a diverse tax base and be a place that offers a variety of economic opportunities to current and prospective residents and businesses.

**ATTACHMENTS:**

None