

# PRC002556 - Supply and Delivery of Flexible Traffic Bollards – City of Mississauga

Tuesday April 6, 2021



Almon submitted their tender to Mississauga November 2020 and we want to dispute the results award of the bid for the reasons below:

- We are the lowest bidder
- We have a product that is superior to other vendors
- The cost saving is \$75,000 (26%)

In the time of Pandemic it is increasingly important for municipalities to save money as additional resources are required for residents, businesses and the municipality as a whole.

The tender document has detailed specifications for the delineators but also allows for alternatives that meet the performance specifications.

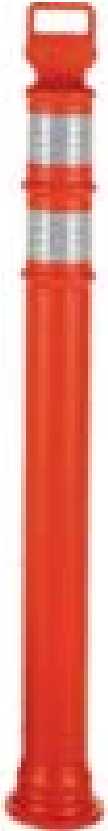
Almon attempted to submit the alternative post prior to the bid close and was instructed to just submit at close by purchasing

Deflex post is an alternative post that meets the specifications outlined in the tender documentation.

The deflex post is:

- Canadian Made
- Less expensive for the City
- Increased visibility over the specification
- Rated for 200+ hits versus 50 hits
- Maintenance free – single piece design
- It has less anchors which saves money and time





## Mississauga Specification

- 2 reflective stripes
- a diameter of 2.375"



## Deflex post specification offered by Almon

- 4 reflective stripes
- a diameter of 3.5"

## Net difference

Deflex post has more visible area than the specification making it more visible to drivers of vehicles by **295%** versus the specified product

# Visibility Comparison

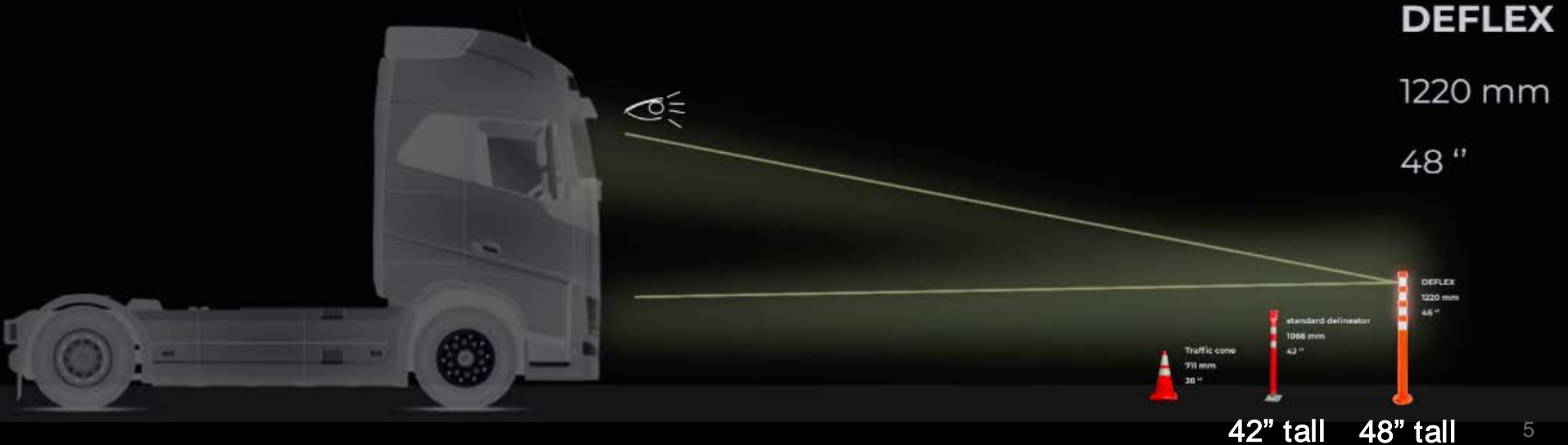
Mississauga spec - 42" tall

Deflex Spec - 48" tall

## Net Difference

The posts are more visible by not only small cars  
but large trucks as well

# VISIBILITY



# Mechanism Comparison

5.1

## Mississauga Specification

- reactive spring mechanism

## Deflex Specification

- spring mechanism engineered into the one-piece design (see video)

## Net Result

The Reactive Spring mechanism is an external mechanism that is susceptible to sand and salt and freezing conditions compromising the mechanism. The reactive spring also requires the owner to tighten the bolt with an impact gun every few hits. **Deflex is maintenance free**



# Installation Comparison

## Mississauga Specification

- 4 lag bolts and washers per unit

## Deflex Specification

- 3 lag bolts and washers

## Net Result

On 5,000 units, 20,000 holes, bolts, washers versus 15,000 holes, bolts, washers. That translates into a savings of 415 hours or 10+ weeks for the installation crew



# Summary

Increased visibility 295%  
Increased life cycle 400%  
Savings on installation crew time –  
415 hours (10+ weeks)  
Canadian Made  
Recyclable Helping with Mississauga  
Sustainable purchasing policy  
Purchase savings to the City of  
**\$75,000**





# Thank You