

### **CIF Project # 724 – Bulk Container Purchasing Tender**

#### **Background**

In 2009, the CIF identified that the price municipalities were paying for Blue Boxes varied by as much as five-fold across the Province. This difference was largely due to the presence or absence of 'buying power' across large and small municipalities respectively. In response, the CIF began development of a bulk recycling container purchasing program which provided municipalities discounted rates for curbside Blue Boxes and carts. Separate tenders were released for recycling carts (completed through the City of London in 2010) and for Blue Boxes (completed through the CIF in 2011). The agreements from those tenders were coming to a close and therefore, a new tender document was needed to be prepared and released. In 2013, the CIF issued a Request for Quotations to secure a consultant to assist the CIF in developing a bulk purchase tender for curbside Blue Boxes and carts, manage the tender process, evaluate the tender results and solicit interest from municipalities to participate in a bulk order. Dillon was selected as the successful consultant to undertake the work and prepare draft communication materials to the successful bidder, non-successful candidates and to municipalities regarding information on the successful bidder and instructions on how to order boxes and/or carts.

#### **Financials**

Dillion quoted \$8,619 to complete the tender process but the actual cost to complete the work was only \$4,234.

#### **Learnings**

The CIF continues to provide its popular Co-operative Container Procurement Program (CCPP) for Blue Boxes, carts and reusable bags. Municipal participation in the CCPP remains strong, especially for the purchase of Blue Boxes. From 2015 to 2018, more than 70 municipalities have purchased over 424,000 blue boxes, 13,000 recycling carts and 75,000 reusable bags. For smaller municipalities, the Blue Box prices made available through the CIF are significantly less than what they had been paying in previous years. In addition to achieving significant cost savings through bulk purchase prices, this competitive procurement process has saved millions in unnecessary procurement costs for participating municipalities.