

D. CRUPI & SONS LIMITED

Thursday December 2, 2021

Dear committee members,

My name is Dominic Crupi and I am the Vice President of D. Crupi & Sons Limited. I represent the third generation of my family to participate in this company which started in the City of Toronto since 1951. Our organization has been involved in snow removal for over 60 years and has been contracted by the City of Toronto for snow removal for well over 20 Years servicing multiple levels of infrastructure.

One notion we would like the committee to consider overall as a concept when listening to all of these points from each affected contractor is a simple one.

You have collectively amongst the contractors presenting today literally well over a hundred years of experience. There is decades upon decades of lessons learned, knowledge of what equipment is capable of, how these contracts can be completed most safely, efficiently and effectively. Now, consider if you think that a very small group of contractors, who all have close ties to each other, somehow have a revolutionary idea of how a job can be done that completely negates all of that experience. As contractors we are always looking for more efficient ways and cost effective ways to do everything on a daily basis because competition demands it, but it is beyond rare that someone comes along and revolutionizes an industry unless there is more below the surface of what they are doing than just a brilliant idea.

So we ask that the committee questions these “cost saving” initiatives for what they really are. Is an insurance rebate that has been mentioned in the report actually a potential saving to the city? Can the City request to ask staff which contractors offered the insurance rebate and at what stage? Were there more than one company offering the same potential cost savings? Is the offer to lease the land the city owns to store

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equipment actually a benefit to the city, or are the contractors gaining the benefit by paying significantly less than market value or saving tremendous amounts of money by not utilizing their own land? Why are these companies all of a sudden being guaranteed escalations in rates when this has never been traditionally afforded to contractors?

So when considering all of these points presented by all of the contractors that the city has relied on and worked with for decades, ask yourselves if disregarding all of these red flags is worth entering into a possible 10 year contract and allowing essentially one small group of contractors to dominate the industry on such a vital and essential service to the city and their taxpayers.

I would like this information to please be passed on to all members of this committee and council as well as the mayor.

Thank you,

Dominic Crupi

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