



## BID AWARD PANEL CONTRACT AWARD

### **Award of Ariba Document Number 3130864459 to FST Canada Inc. O/A Joe Johnson Equipment of Canada for the Supply and Delivery of Four (4) latest model Mack LR cab-over truck chassis for Fleet Services**

**Date:** December 1, 2021  
**To:** Bid Award Panel  
**From:** Chief Procurement Officer  
**Wards:** All

#### **RECOMMENDATIONS**

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**The Chief Procurement Officer recommends that the Bid Award Panel grant authority to award the following contract:**

**Solicitation Number:**

Request for Quotation, Ariba Document Number 3130864459

**Description:**

For the Supply and Delivery of Four (4) Latest model Mack LR cab-over truck chassis, tandem axle, 27,488 kg (60,600 lbs) GVWR complete with a 27 yd<sup>3</sup> automated curbside loading refuse packer body, with option to purchase an additional Twenty five (25) units in 2022, Three (3) units in 2023, Three (3) units in 2024 and Three (3) units in 2025, pending budget availability. Upon Award of this Request for Quotation, the Supplier and the City will have a Contract from December 10, 2021 to December 9, 2026 for a fixed period of five (5) years, all in accordance with the terms, conditions, and specifications contained in this Request for Quotation and any applicable City policy.

**Recommended Supplier:**

FST Canada Inc. O/A Joe Johnson Equipment of Canada

**Initial Contract Period (December 10, 2021 to December 9, 2022)**

\$2,011,279 net of all applicable taxes and charges  
\$2,272,745 including HST and all applicable charges  
**\$2,046,677 net of HST recoveries**

**Option Period for the Contract (December 10, 2022 – December 9, 2026)**

\$17,894,048 net of all applicable taxes and charges  
\$20,220,274 including HST and all applicable charges  
\$18,208,983 net of HST recoveries

**Total Potential Contract Award**

\$19,905,326 net of all applicable taxes and charges

\$22,493,019 including HST and all applicable charges

**\$20,255,660 net of HST recoveries****Contract is expected to start on December 10, 2021 and end on December 9, 2026.**

The above cost calculations reflect a 3% Consumer Price Index adjustment applied annually to each year's cost after the initial one (1) year period.

**FINANCIAL IMPACT**

The total potential contract award identified in this report for the full term is \$19,905,326 net of all applicable taxes and charges. The total potential cost to the City for the full term is \$20,255,660 net of HST recoveries.

Funding for the mandatory purchases is available for commitment in the 2021-2030 Approved Capital Budget and Plan for Fleet Services and funding for 2022-2026, if applicable, will be requested in future Capital Budget Submissions for Fleet Services. Funding details follow in Table 1:

Table 1: Financial Impact Summary of Recommended Contract (net of HST recoveries)

| Division/Account                                | 2021<br>(net of HST recoveries) | Optional<br>2022 - 2023<br>(net of HST recoveries) | Optional<br>2023 -2024<br>(net of HST recoveries) | Optional<br>2024 - 2025<br>(net of HST recoveries) | Optional<br>2025 - 2026<br>(net of HST recoveries) |
|---|---------------------------------|--|---|--|--|
| Solid Waste –<br>Fleet Replacement<br>CFL008-22 | \$ 2,046,677                    | \$ 13,175,484                                      | \$ 1,628,490                                      | \$ 1,677,344                                       | \$ 1,727,665                                       |
| Grand total (net of HST recoveries)             |                                 |  |   |  | \$ 20,255,660                                      |

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial impact information.

**CALL SUMMARY****Solicitation Issued:** September 2, 2021**Solicitation Closed:** October 8, 2021**Number of Addenda Issued:** One (1)**Number of Bids:** Three (3)

Table 2: Summary of Bids Received including bid price;

| Supplier Name                                | Bid Price (including HST) |
|--|---------------------------|
| NexGen Municipal Inc                         | \$ 2,116,384.28*          |
| FST Canada Inc. O/A Joe Johnson<br>Equipment | \$ 2,272,744.82           |

| Supplier Name              | Bid Price (including HST) |
|----------------------------|---------------------------|
| Durham Truck And Equipment | \$ 2,279,101.52           |

\*supplier found non-compliant with mandatory requirements

## **DIVISION CONTACTS**

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Sabrina Dipietro, Manager, Purchasing Client Services, Infrastructure and Development Services, Purchasing and Materials Management Division, Tel: 416-397-4809, Email: [Sabrina.Dipietro@toronto.ca](mailto:Sabrina.Dipietro@toronto.ca)

Vukadin Lalovic, Director, Asset Management, Fleet Services Division, Tel: 416-392-6365, Email: [Vukadin.Lalovic@toronto.ca](mailto:Vukadin.Lalovic@toronto.ca)

## **COMMENTS**

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For the recommended contract award, the following requirements have been met:

a. The firm recommended for award is the lowest Supplier meeting specifications or to the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the solicitation;

b. the appropriate Division has reviewed submissions and found the price to be reasonable, within available budget and concurs with the recommendation;

c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and the contract term is:

1. for a contract funded by the operating budget, 5 years or less including any option years; or
2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,

being within the authority of the Bid Award Panel;

d. the Solicitation document was advertised on the City's internet website and bids or proposals were opened publicly; and

e. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully. Additional details and information for the above Solicitations are on the file in the Purchasing and Materials Management Division.

**SIGNATURE**

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Mike Pacholok  
Chief Procurement Officer