

D. CRUPI & SONS LIMITED

Thursday December 2, 2021

Good morning, members of the committee. Thank you for allowing me to speak and present my thoughts to you. My Name is Cosimo Crupi, and I am here to speak with you about the snow removal contract for the city of Toronto that you are considering today.

Our Company D. Crupi and Sons Ltd. has been in business since 1951, and we started doing snow removal for the City in 1964. If I could take you back to those days, the cost of a truck was \$4.50 per hour and a loader backhoe was \$8.00 per hour.

We have come a long way since that time. The first depot contract that we received was the Bermondsey yard in 1999. We successfully renewed that contract in 2007 along with receiving the Nantucket depot, and then in 2014 we were awarded both again until April of 2022.

It has been a long road to plow, and City and Crupi staff have worked together for nearly 25 years to clear the streets and overcome many adverse conditions and situations. We performed our job well, and the City was able to deliver the service level required. When we were asked to have our teams out for sanding or plowing within the hour, we managed, through hard work and a dedicated staff, to get out on time and serve the public.

Going out to do this job with one hour notice, dealing with the elements and people, is not for the faint of heart. With constant temperatures of -20, many things will go wrong. Simple things like a frozen fuel

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line, wet engines and batteries, operators that are sick or stuck in traffic – any of these things will cause the service to fail.

In spite of all these pitfalls, Crupi and most of the other contractors have been able to keep service levels up and perform. We fear that the current contract process is in jeopardy of failing. We urge this committee to review the current agreement in detail. We urge you to examine the possible pitfalls of the process and these contracts to ensure that the City of Toronto and its are protected and taxpayers' monies are being spent wisely.

I have a few important points for you to consider and investigate:

1. The first nRFP had onerous penalties for breach of any conditions. The revised nRFP was altered, and the penalties were adjusted downward although still very significant. Are the companies that submitted bids still being held to the old penalty schedule, or do they get the benefit of submitting again based on the new penalty schedule? How much did this change cost the City?
2. There was a significant delay between the first nRFP and the second nRFP. Originally, the few that submitted proposals only submitted pricing for one. When the new nRFP was published, a new company appeared that was incorporated on Sep. 21, 2021 and submitted a proposal for 4 new districts. Does anyone think that maybe the information they may have obtained during negotiations allowed them to submit this proposal?

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You will probably be advised that this contract has to go out or there will not be any contractors in place to do the snow removal in November of 2022. This should not force you to make a decision under duress.

You have some options.

You could extend the current contracts for one year, allowing time to investigate the impact of the nRFP presented, and ensuring specifications, terms and conditions that are clear to understand and allow for competitive, negotiable pricing.

You could also put together a tender with the final proposed specifications of the two nRFP's. This could most likely be done in a matter of weeks, as the City already knows what it's looking for. The contractors know the City requirements and could close in two weeks. Then the contract could be awarded in early January. The insurance rebate credit could be added, along with the property rental rebate and all the other saving mechanisms that have been proposed.

I strongly believe that if a new tender was offered with these changes, the 1.4 billion dollar projected cost would be reduced and would save the city significant money. You would also receive better service when the city snow needs are attended to by more than 4 contractors.

There are more things to mention but I think that by now you will have gathered some significant insight into this initiative with what has been presented to you this morning.

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We want to thank the committee for hearing us out.

Sincerely,

Cosimo Crupi

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