

**Award of Ariba Document Number 3413373718 to
Guild Electric Ltd. for Part A and Almon Equipment
Ltd. for Part B for the Provision of Traffic Paint
Repainting and Custom Painting Service as Required
on Roads & Expressways for Transportation Services.**

Date: June 2, 2022
To: Bid Award Panel
From: Chief Procurement Officer (Acting)
Wards: All

RECOMMENDATIONS

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

Solicitation Number:

Request for Quotation, Ariba Document Number 3413373718 and
Contract No. 22TR-OM-200-SAM-PM (Part A) and
Contract No. 22TR-OM-300-SAM-PM (Part B)

Description:

Non-exclusive Provision of Traffic Paint Repainting and Custom Painting Service of Centre & Lane Lines, Transverse, Symbols, Zebra Bars & Custom Pavement Markings as Required on Roads & Expressways within the City of Toronto – Part A: Toronto & East York and Etobicoke York Districts – 22TR-OM-200-SAM-PM and Part B: North York and Scarborough Districts – 22TR-OM-300-SAM-PM for a period of two (2) years starting from the date of award, with an option in favour of the City to extend the agreement on the same terms and conditions for an additional term of up to one (1) year period.

Should the option(s) be exercised, then the General Manager of the Transportation Services will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:

Part A: Guild Electric Limited
Toronto & East York and Etobicoke York Districts – 22TR-OM-200-SAM-PM

Part B: Almon Equipment Limited
North York and Scarborough Districts – 22TR-OM-300-SAM-PM

Contract Award Value:**Part A – Guild Electric Limited**

\$1,316,317 net of all applicable taxes and charges

\$1,487,438 including HST and all applicable charges

\$1,339,484 net of HST recoveries

Option Year 1 (January 1, 2024 – December 31, 2024):

\$677,903 net of all applicable taxes and charges

\$766,031 including HST and all applicable charges

\$689,834 net of HST recoveries

The contract is expected to start on the date of award to December 31, 2023

Total Potential Contract Award (including Optional period) for Part A:

\$1,994,220 net of all applicable taxes and charges

\$2,253,469 including HST and all applicable charges

\$2,029,318 net of HST recoveries

Part B – Almon Equipment Limited

\$780,238 net of all applicable taxes and charges

\$881,669 including HST and all applicable charges

\$793,970 net of HST recoveries

The contract is expected to start on the date of award to December 31, 2023

Option Year 1 (January 1, 2024 – December 31, 2024):

\$401,822 net of all applicable taxes and charges

\$454,059 including HST and all applicable charges

\$408,894 net of HST recoveries

Total Potential Contract Award (including Optional period) for Part B:

\$1,182,060 net of all applicable taxes and charges

\$1,335,728 including HST and all applicable charges

\$1,202,864 net of HST recoveries

Total Potential Contract Award (including Optional Period) for Part A and Part B

\$3,176,280 net of all applicable taxes and charges

\$3,589,197 including HST and all applicable charges

\$3,232,182 net of HST recoveries

The above cost calculations includes a 3% CPI adjustment applied annually to the yearly cost after the initial one (1) year period.

FINANCIAL IMPACT

The total potential contract award identified in this report is \$3,176,280 net of all applicable taxes and charges and \$3,589,197 including all applicable taxes and charges. The total potential cost to the City is \$3,232,182 net of HST recoveries.

Funding is available in the 2022 Approved Capital Budget and 2023-2031 Approved Capital Plan for Transportation Services. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary of Recommended Contract

WSB Element	Date of Award - December 31, 2022 (Net of all Applicable Taxes)	January 1, 2023 - December 31, 2023 (Net of all Applicable Taxes)	(Optional Year) January 1, 2024 – December 31, 2024	Total (Net HST recoveries)
CTP717-27-24	\$669,742	\$669,742	\$689,834	\$2,029,318
CTP717-27-25	\$396,985	\$396,985	\$408,894	\$1,202,864
Total Award (Net of HST Recoveries)				\$3,232,182

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

SOLICITATION SUMMARY

Solicitation Issued: April 8, 2022
Number of Addenda Issued: One (1)
Number of Bids: Four (4)

Solicitation Closed: April 27, 2022

Table 2: Summary of Bids Received including bid price

Part A

Bidder Name	Bid Price (excluding H.S.T.)
Guild Electric Limited	\$1,316,317.64
Woodbine Pavement Markings Limited	\$1,448,287.47
Almon Equipment Ltd	\$1,612,872.38
Upper Canada Road Services Inc.	\$2,162,534.20

Part B

Bidder Name	Bid Price (excluding H.S.T.)
Almon Equipment Ltd.	\$780,238.07

Bidder Name	Bid Price (excluding H.S.T.)
Guild Electric Limited	\$813,571.71
Woodbine Pavement Markings Limited	\$870,232.93
Upper Canada Road Services Inc.	\$1,263,146.40

DIVISION CONTACTS

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John Papaconstantinou, Acting Manager, Signs and Markings, Operations and Maintenance, Transportation Services, 416-338-4807, John.Papaconstantinou@toronto.ca

COMMENTS

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

Sandra Lisi
Acting Chief Procurement Officer