



BID AWARD PANEL CONTRACT AWARD

Award of Doc4623445529 to 2956-1198 Quebec Inc. operating as AirFlow Deflector Inc. for Supply and Install Pedestrian and Cyclist Safety Truck Side Guards on Existing City of Toronto Class 4 – 8 Vehicles and Refuse Trailers for Fleet Services

Date: September 12, 2024
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

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

Solicitation Number:

Request for Quotation Doc4623445529

Description:

For the non-exclusive supply of all labour, materials, and equipment necessary to supply and install Pedestrian and Cyclist Safety Truck Side Guards on existing City of Toronto Class 4 – 8 vehicles and refuse trailers for one (1) year from date of award to August 31, 2025, with an option in favour of the City to extend the contract under the same terms and conditions for an additional term of two (2) separate one (1)-year periods.

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

Recommended Supplier:

2956-1198 Quebec Inc. operating as AirFlow Deflector Inc. (Lot A: Class 4 - 8 Vehicles, Lot B: Trailers)

Contract Award Value:

\$1,836,216 net of all applicable taxes and charges
\$2,074,924 including HST and all applicable charges
\$1,868,533 net of HST recoveries

Contract is expected to start on date of award and end on August 31, 2025.

Option Year 1 (September 1, 2025 to August 31, 2026)
\$1,891,302 net of all applicable taxes and charges
\$2,137,172 including HST and all applicable charges
\$1,924,589 net of HST recoveries

Option Year 2 (September 1, 2026 to August 31, 2027)
\$1,948,042 net of all applicable taxes and charges
\$2,201,287 including HST and all applicable charges
\$1,982,327 net of HST recoveries

The total potential contract award including option years is \$5,675,560 net of all applicable taxes and charges, and \$6,413,383 including HST and all applicable charges. **The total potential cost to the City, including both option years, is \$5,775,450 net of HST recoveries.**

The above cost calculations reflect three percent (3%) Consumer Price Index adjustment applied annually to each year's cost after the initial one-(1) year period, and a twenty percent (20%) for miscellaneous items.

FINANCIAL IMPACT

The total contract award identified in this report including both option years is \$5,675,560 net of all taxes and charges, and \$6,413,383 including all applicable taxes and charges. The total potential cost to the City including both option years is \$5,775,450 net of HST recoveries.

Funding in the amount of \$622,844 net of HST recoveries for the initial contract period to December 31, 2024, is included in the 2024 Capital Budget CFL008 for Fleet Services Division. Contract Release Orders (CRO) will be issued against the blanket contract. Spending will be limited to the budget availability within Fleet Services Division at the time of issuance and approval by the Division Head. Funding for the balance of the initial contract term will be included in the 2025 Capital Budget Submission for Fleet Services Division.

Should the City choose to exercise its option to renew for two (2) additional one-(1) year periods, then appropriate funding, if needed, will be included in the 2025-2034 Capital Budget Submissions for Fleet Services Division. Funding Details are summarized in the Tables below as follows:

Table 1: Financial Impact Summary of Recommended Contracts (Net of HST Recoveries) for Fleet Services Division

Fleet Services Division Capital Budget: CFL008 and other capital projects	Total
Initial Term: Date of Award to December 31, 2024	\$622,844
Initial Term: January 1, 2025 to August 31, 2025	\$1,245,689

Fleet Services Division Capital Budget: CFL008 and other capital projects	Total
Initial Contract Period Total	\$1,868,533
Option Year 1: September 1, 2025 to December 31, 2025	\$641,530
Option Year 1: January 1, 2026 to August 31, 2026	\$1,283,060
Option Year 1 Total	\$1,924,589
Option Year 2: September 1, 2026 to December 31, 2026	\$660,776
Option Year 2: January 1, 2027 to August 31, 2027	\$1,321,551
Option Year 2 Total	\$1,982,327
Total Cost Date of Award to August 31, 2027	\$5,775,450

Table 2: Financial Impact Summary by Budget Year (Net of HST Recoveries)

	2024	2025	2026	2027	Total
Initial Term	\$622,844	\$1,245,689			\$1,868,533
Optional Terms		\$641,530	\$1,943,835	\$1,321,551	\$3,906,916
Total	\$622,844	\$1,887,219	\$1,943,835	\$1,321,551	\$5,775,450

The Chief Financial Officer and Treasurer has been advised of the financial impacts associated with this program to be considered along with other priorities in future budget processes.

SOLICITATION SUMMARY

Solicitation Issued: June 13, 2024
Number of Addenda Issued: Two (2)
Number of Bids: Two (2)

Solicitation Closed: July 2, 2024

Table 3: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding H.S.T.)
2956-1198 Quebec Inc. operating as AirFlow Deflector Inc.	Lot A: \$1,061,100 Lot B: \$469,080
Binzz Inc. operating as Truckz & Binzz	Lot A: \$1,141,500 Lot B: \$477,120

*Bid Price does not contain the 20% miscellaneous items

DIVISION CONTACTS

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Gui Andrade, Manager, Fleet Contracts, Fleet Services Division, 416-394-8607, Gui.Andrade@toronto.ca

COMMENTS

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

- a. the firm recommended for award is the Supplier with the lowest bid meeting specifications or 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 submitted electronically in Ariba; 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

Geneviève Sharkey
Chief Procurement Officer