

# **Award of Province of Ontario's Vendor of Record (VOR) Tender Number 19514 to Qualified Manufacturers, Their Authorized Dealers and Upfitters, for Supply and Delivery of Various Vehicles under Category 1, 2 and 3 – General Vehicle Acquisition and Upfitting Services for Fleet Services Division**

**Date:** November 5, 2024

**To:** General Government Committee

**From:** General Manager, Fleet Services and Chief Procurement Officer

**Wards:** All

## **SUMMARY**

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The purpose of this report is to seek authority for the General Manager of Fleet Services Division (FSD) to utilize Province of Ontario's Vendor of Record (VOR) Arrangement Tender Number 19514 (Vehicle acquisition and upfitting services), between Centralized Supply Chain Ontario ("Supply Ontario") and the following qualified vendors: Ford Motor Company of Canada Limited, General Motors of Canada Company, FCA Canada Inc., Toyota Canada Inc., and their authorized local dealers under Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles; with Action Car and Truck Accessories Inc., G.W. Anglin Manufacturing Inc., 1000164110 Ontario Inc. (Manufacturing & Technology Centre), and Adrian Steel of Canada Inc. under Category 2 – General Vehicle Upfitting and Accessories; with PK Welding & Fabricators Inc. under Category 3 – Custom Vehicle Fabrication; and with Weldexperts Inc. under both Category 2 – General Vehicle Upfitting and Accessories and Category 3 – Custom Vehicle Fabrication, as outlined in Table 1 below.

These agreements will be effective for a fixed period of four (4) years from date of award to June 30, 2028, with a total consolidated value of \$181,691,529 net of all applicable taxes and charges (\$184,889,301 net of Harmonized Sales Tax recoveries), in accordance with the terms, conditions, and specifications set forth in the VOR and applicable City policies.

The vehicle acquisition and upfitting services detailed in this report aims to support a range of city divisions, agencies, and corporations. This encompasses essential services such as Toronto Paramedics, Toronto Fire Services, the Toronto Zoo,

Exhibition Place, the Toronto Transit Commission's non-revenue fleet, and the Toronto Parking Authority.

Section 195-6.6 of Toronto Municipal Code Chapter 195 (Procurement), permits a procurement be made directly from a supplier of another public body, if the Chief Procurement Officer determines that the public body followed a competitive method consistent with the City of Toronto's procurement process.

## **RECOMMENDATIONS**

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The General Manager, Fleet Services, and the Chief Procurement Officer recommends that the General Government Committee, in accordance with Sections 195-6.6 and 195-8.4A of the Toronto Municipal Chapter 195 (Procurement) grant authority for the General Manager, Fleet Services Division, to award and enter into agreements with:

1. Ford Motor Company of Canada Limited and their local authorized dealer 2281610 Ontario Inc., Downtown Ford, located at 77 East Don Roadway, Toronto, Ontario, M4M 2A5, in the amount of \$52,830,439 net of all applicable taxes and charges (\$53,760,255 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles, Option 2 – Indirect Ordering Model.
2. General Motors of Canada Company Ltd. in the amount of \$52,830,439 net of all applicable taxes and charges (\$53,760,255 net of Harmonized Sales Tax recoveries) in accordance with VOR Number Tender-19514, Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles, Option 1 – Direct Ordering Model.
3. FCA Canada Inc. in the amount of \$33,019,025 net of all applicable taxes and charges (\$33,600,160 net of Harmonized Sales Tax recoveries) in accordance with VOR Number Tender-19514, for Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles, Option 1 – Direct Ordering Model.
4. Toyota Canada Inc., and their local authorized dealer 1000326590 Ontario Limited, Downtown Toyota, located at 77 East Don Roadway, Toronto, Ontario, M4M 2A5, in the amount of \$5,011,626 net of applicable taxes and charges (\$5,099,831 net of Harmonized Sales Tax recoveries) in accordance with VOR Number Tender-19514, for Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles, Option 2 – Indirect Ordering Model.
5. Action Car and Truck Accessories Inc. in the amount of \$11,500,000 net of all applicable taxes and charges (\$11,702,400 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 2 – General Vehicle Upfitting and Accessories.
6. PK Welding & Fabricators Inc. in the amount of \$3,750,000 net of all applicable taxes and charges (\$3,816,000 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 3 – Custom Vehicle Fabrication.

7. G.W. Anglin Manufacturing Inc. in the amount of \$11,500,000 net of all applicable taxes and charges (\$11,702,400 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 2 – General Vehicle Upfitting and Accessories.
8. 1000164110 Ontario Inc. (Manufacturing & Technology Centre) in the amount of \$3,750,000 net of all applicable taxes and charges (\$3,816,000 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 2 – General Vehicle Upfitting and Accessories.
9. Adrian Steel of Canada Inc. in the amount of \$3,750,000 net of all applicable taxes and charges (\$3,816,000 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 2 – General Vehicle Upfitting and Accessories.
10. Weldexperts Inc. in the amount of \$3,750,000 net of all applicable taxes and charges (\$3,816,000 net of Harmonized Sales Tax recoveries) in accordance with the VOR Number Tender-19514, for Category 2 – General Vehicle Upfitting and Accessories and Category 3 – Custom Vehicle Fabrication.

## FINANCIAL IMPACT

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The total potential consolidated contract awards identified in this report is \$181,691,529 net of all applicable taxes and charges. The total potential consolidated cost to the City for the fixed term is \$184,889,301 net of Harmonized Sales Tax recoveries.

Funding in the amount of \$60,350,800 net of Harmonized Sales Tax recoveries is available in the 2024 Capital Budget and 2025-2033 Plan for Fleet Services Division. Additional funding in the amount of \$124,528,501 net of Harmonized Sales Tax recoveries will be included in the 2025-2034 Capital Budget and Plan Submission for Fleet Services Division. Spending will be limited to the budget availability within Fleet Services Division at the time expenditure and approval by the Division Head. Funding details are shown in Table 1 to Table 12.

Table 1: Breakdown of Selected Supplier and Their Proposed Contract Value (Net of Harmonized Sales Tax Recoveries)

Recommended Name of Supplier	Authorized Local Dealer	VOR Category	Ordering Model	Total
Ford Motor Company of Canada Limited	2281610 Ontario Inc., Downtown Ford	Category 1	Option 2 – Indirect Ordering Model	\$53,760,255

Recommended Name of Supplier	Authorized Local Dealer	VOR Category	Ordering Model	Total
General Motors of Canada Company	Not Applicable	Category 1	Option 1 – Direct Ordering Model	\$53,760,255
FCA Canada Inc.	Not Applicable	Category 1	Option 1 – Direct Ordering Model	\$33,600,160
Toyota Canada Inc.	1000326590 Ontario Limited, Downtown Toyota	Category 1	Option 2 – Indirect Ordering Model	\$5,099,831
Action Car and Truck Accessories Inc.	Not Applicable	Category 2	Not Applicable	\$11,702,400
PK Welding & Fabricators Inc.	Not Applicable	Category 3	Not Applicable	\$3,816,000
G.W. Anglin Manufacturing Inc.	Not Applicable	Category 2	Not Applicable	\$11,702,400
1000164110 Ontario Inc. (Manufacturing & Technology Centre)	Not Applicable	Category 2	Not Applicable	\$3,816,000
Adrian Steel of Canada Inc.	Not Applicable	Category 2	Not Applicable	\$3,816,000
Weldexperts Inc.	Not Applicable	Category 2 and 3	Not Applicable	\$3,816,000
Grand Total				\$184,889,301

This funding will be used to replace existing end-of-life light-duty commercial vehicles, State of Goods Repair (SOGR) backlog vehicles, and replacement for 2025-2028 for various City Divisions, Agencies, and Boards.

Table 2: Financial Impact Summary of Recommended Blanket Contract with Ford Motor Company of Canada Limited (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFI014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Estimated Number of Units	Total
Initial term from the date of award to June 30, 2025	123 units	\$16,543,118
Initial term from July 1, 2025 to June 30, 2026	258 units	\$20,729,322
Initial term from July 1, 2026 to June 30, 2027	126 units	\$11,641,182
Initial term from July 1, 2027 to June 30, 2028	51 units	\$4,846,632
Total potential Contract(s) value from the date of award to June 30, 2028	558 units	\$53,760,255

Table 3: Financial Impact Summary of Recommended Blanket Contract with General Motors of Canada Company (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFI014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Estimated Number of Units	Total
Initial term from the date of award to June 30, 2025	123 units	\$16,543,118
Initial term from July 1, 2025 to June 30, 2026	258 units	\$20,729,322
Initial term from July 1, 2026 to June 30, 2027	126 units	\$11,641,182
Initial term from July 1, 2027 to June 30, 2028	51 units	\$4,846,632
Total potential Contract(s) value from the date of award to June 30, 2028	558 units	\$53,760,255

Table 4: Financial Impact Summary of Recommended Blanket Contract with FCA Canada Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Estimated Number of Units	Total
Initial term from the date of award to June 30, 2025	109 units	\$15,627,162
Initial term from July 1, 2025 to June 30, 2026	109 units	\$13,093,295
Initial term from July 1, 2026 to June 30, 2027	41 units	\$4,291,445
Initial term from July 1, 2027 to June 30, 2028	7 units	\$588,257
Total potential Contract(s) value from the date of award to June 30, 2028	266 units	\$33,600,160

Table 5: Financial Impact Summary of Recommended Blanket Contract with Toyota Canada Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Estimated Number of Units	Total
Initial term from the date of award to June 30, 2025	11 units	\$1,461,402
Initial term from July 1, 2025 to June 30, 2026	20 units	\$1,745,662
Initial term from July 1, 2026 to June 30, 2027	15 units	\$1,378,690
Initial term from July 1, 2027 to June 30, 2028	5 units	\$514,076
Total potential Contract(s) value from the date of award to June 30, 2028	51 units	\$5,099,831

Table 6: Financial Impact Summary of Recommended Blanket Contract with Action Car and Truck Accessories Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$3,052,800
Initial term from July 1, 2025 to June 30, 2026	\$3,052,800
Initial term from July 1, 2026 to June 30, 2027	\$3,052,800

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFI014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from July 1, 2027 to June 30, 2028	\$2,544,000
Total potential Contract(s) value from the date of award to June 30, 2028	\$11,702,400

Table 7: Financial Impact Summary of Recommended Blanket Contract with PK Welding & Fabricators Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFI014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$1,017,600
Initial term from July 1, 2025 to June 30, 2026	\$1,017,600
Initial term from July 1, 2026 to June 30, 2027	\$1,017,600
Initial term from July 1, 2027 to June 30, 2028	\$763,200
Total potential Contract(s) value from the date of award to June 30, 2028	\$3,816,000

Table 8: Financial Impact Summary of Recommended Blanket Contract with G.W. Anglin Manufacturing Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFI014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$3,052,800
Initial term from July 1, 2025 to June 30, 2026	\$3,052,800
Initial term from July 1, 2026 to June 30, 2027	\$3,052,800
Initial term from July 1, 2027 to June 30, 2028	\$2,544,000
Total potential Contract(s) value from the date of award to June 30, 2028	\$11,702,400

Table 9: Financial Impact Summary of Recommended Blanket Contract with 1000164110 Ontario Inc. (Manufacturing & Technology Centre) (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$1,017,600
Initial term from July 1, 2025 to June 30, 2026	\$1,017,600
Initial term from July 1, 2026 to June 30, 2027	\$1,017,600
Initial term from July 1, 2027 to June 30, 2028	\$763,200
Total potential Contract(s) value from the date of award to June 30, 2028	\$3,816,000

Table 10: Financial Impact Summary of Recommended Blanket Contract with Adrian Steel of Canada Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$1,017,600
Initial term from July 1, 2025 to June 30, 2026	\$1,017,600
Initial term from July 1, 2026 to June 30, 2027	\$1,017,600
Initial term from July 1, 2027 to June 30, 2028	\$763,200
Total potential Contract(s) value from the date of award to June 30, 2028	\$3,816,000

Table 11: Financial Impact Summary of Recommended Blanket Contract with Weldexperts Inc. (Net of Harmonized Sales Tax Recoveries)

Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from the date of award to June 30, 2025	\$1,017,600



Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	Total
Initial term from July 1, 2025 to June 30, 2026	\$1,017,600
Initial term from July 1, 2026 to June 30, 2027	\$1,017,600
Initial term from July 1, 2027 to June 30, 2028	\$763,200
Total potential Contract(s) value from the date of award to June 30, 2028	\$3,816,000

The above cost calculations reflect a 5% Consumer Price Index adjustment applied annually to subsequent years' cost after the initial one (1)-year period from date of award to June 30, 2025.

Table 12: Financial Impact Summary of Recommended Contract (Net of Harmonized Sales Tax Recoveries)

	2025	2026	2027	2028	Grand Total
Account: CFL002, CFL003, CFL005, CFL006, CFL007, CFL008, CFL009, CFL010, CFL013, CFL014, CFL016, CFL017, CFL035, CFL036, CFL038, CFL045, CFL046, CFL049, CFL051	\$60,350,800	\$66,473,601	\$39,128,499	\$18,936,401	\$184,889,301

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

## DECISION HISTORY

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At its meeting on January 20, 2023, the General Government Committee granted authority to the General Manager, Fleet Services Division to proceed with item GG1.4, which was adopted with amendments. This decision included amending Blanket Contract Number 47023372 with Ford Motor Company of Canada Limited and Amendment to Purchase Order Number 6047621 with FCA Canada Inc. for the Supply and Delivery of Category 1A - General Vehicle Acquisitions and Up-fitting.

[Agenda Item History - 2023.GG1.4 \(toronto.ca\)](#)

At its meeting on July 22, 2020, the Bid Award Panel granted authority to the General Manager, Fleet Services Division to proceed with item BA91.6, which was adopted for the Award of Vendor of Record (VOR) Arrangement Number OSS-00634452 to Ford Motor Company of Canada Limited for the supply and delivery of Category 1A - General Vehicle Acquisitions and Up-Fitting.

[Agenda Item History - 2020.BA91.6 \(toronto.ca\)](#)

At its meeting on December 16, 2020, City Council granted authority to the General Manager, Fleet Services Division to proceed with item GL19.17, which was adopted without amendments and debate after consideration by the General Government and Licensing Committee on November 30, 2020. This decision included amending Purchase Order Number 6050803 with City Buick Chevrolet Cadillac the Authorized Dealer for General Motors of Canada Company Under Vendor of Record Number OSS-00634452 for the Provision of Vehicle Acquisition and Up-Fitting.

[Agenda Item History - 2020.GL19.17 \(toronto.ca\)](#)

At its meeting on July 16, 2020, the Bid Award Panel adopted, without amendment, item BA91.6, for the award of Request for Proposal from VOR#OSS-00634452, awarding a Blanket Contract to Ford Motor Company of Canada Limited, for the supply and delivery of Category 1A - General Vehicle Acquisitions and UpFitting.

[Agenda Item History - 2020.BA91.6 \(toronto.ca\)](#)

At its meeting on May 15, 2019, the Bid Award Panel granted authority to the General Manager, Fleet Services Division to proceed with item BA25.11, which was adopted for the Award of Vendor of Record (VOR) Arrangement Number OSS-00634452 to PK Welding & Fabricators Inc. and Weldexperts Inc. for Category 1B Specialty Vehicle Acquisitions, which ended on June 30, 2024.

[Agenda Item History - 2019.BA25.11 \(toronto.ca\)](#)

At its meeting on August 1, 2018, the Bid Award Panel granted authority to the General Manager, Fleet Services Division to proceed with item BA90.9, which was adopted for the Award of Vendor of Record (VOR) Arrangement Number OSS-00634452 to FCA Canada Inc. for the Supply and Delivery of Seventy-Five (75) Various Light Duty Vehicles, which ended on June 30, 2024.

[Agenda Item History - 2018.BA90.9 \(toronto.ca\)](#)

At its meeting on June 27, 2018, the Bid Award Panel granted authority to the General Manager, Fleet Services Division to proceed with item BA83.15, which was adopted for

the Award of Vendor of Record (VOR) Arrangement Number OSS-00634452 to General Motors of Canada Company for the Supply and Delivery of Seven (7) Various Light Duty Vehicles, which ended on June 30, 2024.

[Agenda Item History - 2018.BA83.15 \(toronto.ca\)](#)

## COMMENTS

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### Background Summary:

Fleet Service Division's previously held contracts under VOR Arrangement Number OSS-00634452 with General Motors of Canada Company, FCA Canada Inc., PK Welding & Fabricators Inc., Weldexperts Inc., and Ford Motor Company of Canada Limited for the non-exclusive supply and delivery of various light-duty vehicles, including upfitting services. These contracts expired on June 30, 2024.

### Current Need:

The Fleet Service Division requires new procurement arrangements following the expiration of previous contracts under VOR Arrangement Number OSS-00634452 with Ford Motor Company of Canada Limited, General Motors of Canada Company, FCA Canada Inc., Toyota Canada Inc., Action Car and Truck Accessories Inc., G.W. Anglin Manufacturing Inc., 1000164110 Ontario Inc. (Manufacturing & Technology Centre), Adrian Steel of Canada Inc., PK Welding & Fabricators Inc., and Weldexperts Inc. for several key reasons:

1. Replacement of Aging Vehicles: Many vehicles in the fleet have reached the end of their operational life and need replacement to ensure safety and reliability in service.
2. Addressing State of Good Repair (SOGR) Backlog: There is a pressing need to address the backlog of vehicles that require replacement to maintain operational efficiency. New acquisitions will help reduce downtime and improve service delivery.
3. Supporting Operational Needs: The acquisition of new light-duty vehicles, including sport utility vehicles (SUVs) and pickup trucks, is essential for various operational functions across different divisions and agencies, ensuring they can fulfill their mandates effectively.
4. Sustainability Goals: The new procurement will include electric vehicles where feasible, supporting the TransformTO goals and aligning with the province's commitment to reducing greenhouse gas emissions.
5. Continuity of Services: Ensuring that vehicle availability continues without interruption is vital for ongoing services that rely on the fleet. New contracts will facilitate this continuity.
6. Flexibility and Responsiveness: Establishing new agreements allows the Fleet Service Division to respond more effectively to changing operational demands and evolving needs of the divisions and agencies.

By entering into new agreements, the Fleet Service Division can ensure it meets its operational requirements while supporting sustainability initiatives and adhering to public service procurement regulations.

## **Procurement Process Overview:**

The VOR Arrangement Number 19514 has been established between the Centralized Supply Chain Ontario operating as Supply Ontario and major vehicle manufacturers including Ford Motor Company of Canada, General Motors of Canada Company, FCA Canada Inc., and Toyota Canada Inc. This arrangement is designed to meet the vehicle needs for all ministries within the Government of Ontario.

Below are Categories Under VOR Arrangement Number 19514

1. Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles
  - Encompasses the acquisition of various vehicles, including passenger, light commercial, and police/special service enforcement vehicles.
  - Mandatory for all Ontario Public Service (OPS) ministries and agencies, regardless of procurement value.
2. Category 2 – General Vehicle Upfitting and Accessories
  - Includes the upfitting of a wide range of vehicles, such as emergency response vehicles and highway maintenance trucks.
  - Mandatory for all OPS ministries and agencies.
3. Category 3 – Custom Vehicle Fabrication
  - Covers vehicles that require customization, including those for emergency management, prisoner transport, ambulances, and mobile command units.
  - Mandatory for all OPS ministries and agencies.

## **Vehicle Ordering Models:**

The VOR 19514 provides three (3) distinct ordering models to facilitate procurement:

1. Option 1 - Direct Ordering Model
  - Upon receipt of the Purchase Order, the Vendor assigns a delivering dealer.
  - The vendor provides the order information to the dealer.
  - The dealer supplies the license plate and proof of delivery to the Client.
  - The client communicates licensing and delivery instructions to the dealer.
  - The vendor submits the invoice to the Client for payment.
2. Option 2 - Indirect Ordering Model

The indirect ordering model is preferred by the client only if the Vendor is required to fulfill orders through its dealer network and invoicing must be between the client and the dealer.

  - Upon receipt of the Purchase Order, the vendor assigns a delivering dealer.
  - The vendor indicates the pricing structure and criteria for invoicing to the dealer.
  - The dealer generates the invoice and sends it to the Client.
  - The client communicates licensing and delivery instructions to the dealer.
  - The client arranges payment of the invoice directly to the dealer.
3. Option 3 - Fleet Management Services Vendor (FMSV) Ordering Model

Where the Vendor does not provide a direct ordering service and the indirect ordering model, the Client provides all vehicle specifications and upfitting requirements to the FMSV.

- This ordering model does not apply to the city.

## **Responsibilities:**

### Vendor Responsibilities

- Provide status updates on vehicle orders, including dealer information.
- Ensure all orders are processed through the Vendor's dealer network.

### City Responsibilities

- Receive proof of delivery before making any payments for vehicle orders.

## **Next Steps:**

The Fleet Services Division will assess which ordering model best suits their needs and proceed with establishing contracts with local authorized dealers. A comprehensive timeline will be developed to ensure efficient communication and procurement processes, aligning with operational requirements and sustainability goals.

## **Benefits to Operations from New Procurement Arrangements:**

1. **Enhanced Vehicle Reliability:** New vehicles reduce the risk of breakdowns and maintenance issues, ensuring that operational functions can be carried out smoothly and efficiently.
2. **Improved Safety:** Up-to-date vehicles come equipped with the latest safety features, enhancing the safety of personnel who rely on these vehicles for their duties.
3. **Increased Efficiency:** Modern vehicles often have better fuel efficiency and performance capabilities, leading to lower operational costs and improved productivity.
4. **Support for Diverse Operational Needs:** By acquiring a variety of vehicles, including light-duty trucks and electric options, the Fleet Services Division can better meet the specific needs of different divisions and agencies, allowing for more tailored and effective service delivery.
5. **Sustainability and Environmental Compliance:** Including electric vehicles aligning with sustainability goals, helping the organization reduce its carbon footprint and comply with environmental regulations and public commitments.
6. **Addressing Backlog Issues:** By replacing aging vehicles, the procurement will help alleviate the backlog of vehicles in need of replacement, allowing for more streamlined operations and fewer service disruptions.
7. **Operational Flexibility:** The ability to select from a range of vehicles and upfitting options provides operational flexibility, allowing divisions and agencies to adapt to changing needs and priorities more quickly.
8. **Cost Management:** New procurement contracts can lead to more favorable pricing and terms, helping manage the overall budget for fleet operations more effectively.

9. Streamlined Processes: The use of established vendor agreements simplifies the procurement process, allowing for quicker acquisition of vehicles and reducing administrative burdens.
10. Support for Emergency Services: Ensuring that emergency response vehicles are reliable and up-to-date is crucial for public safety and effective emergency management.

By implementing these new procurement arrangements, the Fleet Service Division will enhance its operational capacity, improve service delivery, and contribute to the overall goals of the Ontario Public Service.

The VOR Arrangement Number 19514, for the supply and delivery of various light duty vehicles and upfitting services, custom fabrication was issued by Province of Ontario on May 9, 2024. There were eight (8) Addenda issued. Solicitation was closed on June 17, 2024, resulting on five (5) bids under Category 1, eight (8) bids under Category 2 and five (5) bids on Category 3.

**Qualified Vendors under each category are listed below:**

**Category 1 - General Vehicle Acquisition Including Police/Special Service Enforcement Vehicles**

- 1) FCA Canada Inc.
- 2) Ford Motor Company of Canada, Limited
- 3) General Motors of Canada Company
- 4) Toyota Canada Inc.
- 5) Volkswagen Group Canada Inc.

**Category 2 – General Vehicle Upfitting and Accessories**

- 1) Action Car and Truck Accessories Inc.
- 2) Adrian Steel of Canada Inc.
- 3) BDS Fleet Service
- 4) Darta Enterprises Inc.
- 5) G.W. Anglin Manufacturing Inc.
- 6) 1000164110 Ontario Inc. (Manufacturing & Technology Centre)
- 7) Weldexperts Inc.
- 8) Woodfield Canada, Inc.

**Category 3 – Custom Vehicle Fabrication**

- 1) Darta Enterprises Inc.
- 2) DC Unlimited Inc.
- 3) PK Welding & Fabricators Inc.
- 4) Weldexperts Inc.
- 5) Woodfield Canada, Inc.

## **CONTACT**

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Kiran Panchal, Fleet Manager, Asset Management, Fleet Services, 416-397-4258,  
[Kiran.Panchal@toronto.ca](mailto:Kiran.Panchal@toronto.ca)

**SIGNATURE**

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Abi Thomas  
General Manager, Fleet Services

Geneviève Sharkey  
Chief Procurement Officer