



BID AWARD PANEL CONTRACT AWARD

Award of Doc4755542784 to 2281610 Ontario Inc for the Supply and Delivery of Twenty (20) Latest Model Cab and Chassis Class 4-5 Trucks, Gasoline Engine, with Various Mini Dump Body Configurations for Fleet Services

Date: January 16, 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 Doc4755542784

Description:
For the supply and delivery of Twenty (20) Latest Model Cab and Chassis Class 4-5 Trucks, Gasoline Engine, with Various Mini Dump Body Configurations, with option to purchase additional Fifteen (15) units in 2025-2026, Four (4) units in 2026-2027, Ten (10) units in 2027-2028, Eleven (11) units in 2028-2029 and Eighteen (18) units in 2029-2030, pending budget availability.

The award is for an initial contract term of one (1) year from February 1, 2025 to January 31, 2026, with the City's option to extend the contract for Four (4) additional separate One (1) year periods, all in accordance with the terms, conditions, and specifications contained in this Request for Quotation and any applicable City policy.

Recommended Supplier:
2281610 Ontario Inc o/a Ford Downtown/Lincoln Downtown

Contract Award Value (2025):
\$2,507,458 net of all applicable taxes and charges
\$2,833,428 including HST and all applicable charges
\$2,551,589 net of HST recoveries

Contract is expected to start February 1, 2025 and end on January 31, 2026.

Initial Year – Optional Contract Award Value (February 1, 2025 - January 31, 2026):
\$3,208,064 net of all applicable taxes and charges
\$3,625,112 including HST and all applicable charges
\$3,264,526 net of HST recoveries

Option Year 1 – Contract Award Value (February 1, 2026 – January 31, 2027)
\$859,179 net of all applicable taxes and charges
\$970,872 including HST and all applicable charges
\$874,300 net of HST recoveries

Option Year 2 – Contract Award Value (February 1, 2027 – January 31, 2028)
\$2,177,737 net of all applicable taxes and charges
\$2,460,843 including HST and all applicable charges
\$2,216,065 net of HST recoveries

Option Year 3 – Contract Award Value (February 1, 2028 – January 31, 2029)
\$2,488,788 net of all applicable taxes and charges
\$2,812,331 including HST and all applicable charges
\$2,532,591 net of HST recoveries

Option Year 4 – Contract Award Value (February 1, 2029 – January 31, 2030)
\$4,188,056 net of all applicable taxes and charges
\$4,732,504 including HST and all applicable charges
\$4,261,766 net of HST recoveries

Total Potential Contract Award Value including Optional Purchases (2024-2030):
\$15,429,283 net of all applicable taxes and charges
\$17,435,089 including HST and all applicable charges
\$15,700,838 net of HST recoveries

The above cost calculations reflect a 3 percent 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 is \$15,429,283 net of all applicable taxes and charges, \$17,435,089 including HST and applicable charges. The total potential cost to the City is \$15,700,838 net of HST recoveries.

Funding in the amount of \$2,551,589 net of HST recoveries for the mandatory purchases is available in the 2024-2033 Capital Budget and Plan for Fleet Services Division, and funding for 2026-2030 optional purchases, if applicable and subject to available funding in respective vehicle reserves, will be requested in future Capital Budget Submissions for Fleet Services. Funding details follow in Table 1:

| Account | Description | 2024-2025 (Initial Award) (20 Units) | 2025-2026 (net of HST recoveries) (15 units) | 2026-2027 (net of HST recoveries) (4 units) | 2027-2028 (net of HST recoveries) (10 units) | 2028-2029 (net of HST recoveries) (11 units) | 2029-2030 (net of HST recoveries) (18 units) |
|--|--|---|---|--|---|---|---|
| CFL005 | Parks, Forestry & Recreation - Fleet Replacement | \$- | \$2,393,986 | \$655,725 | \$1,329,639 | \$1,611,649 | \$2,604,413 |
| CFL010 | Transportation Services – Fleet Replacement | \$2,040,005 | \$217,635 | \$218,575 | \$443,213 | \$460,471 | \$947,059 |
| CFL038 | Toronto Water - Fleet Replacement | \$511,584 | \$- | \$- | \$221,607 | \$230,236 | \$473,530 |
| CFL008 | Solid Waste Management - Fleet Replacement | \$- | \$435,270 | \$- | \$221,607 | \$230,236 | \$236,765 |
| CFL036 | Corporate Real Estate Management - Fleet Replacement | \$- | \$217,635 | \$- | \$- | \$- | \$- |
| Total Price (net of HST Recoveries) | | \$2,551,589 | \$3,264,526 | \$874,300 | \$2,216,065 | \$2,532,591 | \$4,261,766 |
| Grand Total Potential Costs: (Contract Award Value Including Optional Purchase) | | | | | | | \$15,700,838 |

The Chief Financial Officer and Treasurer has been provided the financial impacts associated with the programs for review as part of the 2025 budget process.

SOLICITATION SUMMARY

Solicitation Issued: October 18, 2024 **Solicitation Closed:** December 6, 2024

Number of Addenda Issued: Five (5)

Number of Bids: Two (2)

Table 1: Summary of Bids Received including bid price:

| Supplier Name | Bid Price (excluding H.S.T.) * |
|---|--------------------------------|
| 2281610 Ontario inc o/a Ford Downtown/Lincoln Downtown | \$2,507,458.00 CAD |

| Supplier Name | Bid Price (excluding H.S.T.) * |
|-------------------------------|--------------------------------|
| East Court Metro Ford Lincoln | \$2,765,294.00 CAD |

*Bid Price is for Twenty (20) Unleaded Gasoline units

DIVISION CONTACTS

Francesco McGrillis, Acting Manager, Purchasing Client Services, Purchasing and Materials Management, 416-392-0205, Francesco.McGrillis@toronto.ca

Kiran Panchal, Manager, Asset Management, Fleet Services, 416-397-4258, Kiran.Panchal@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