



BID AWARD PANEL CONTRACT AWARD

Award of Sourcewell Contract Number 101221-VTR to FST Canada Inc. operating as Joe Johnson Equipment for Supply and Delivery of Various Combination Sewer Cleaner and Hydro Excavator Trucks and Vac Jetter Trailer for Fleet Services

Date: July 24, 2025
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 as per the Toronto Municipal Code, Chapter 195-6.6. Procurement of same goods and services as a public body:

Solicitation Number:

Sourcewell Contract Number 101221-VTR
Sourcing Project WS5210122982

Description:

Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issued the Request for Proposals Number 101221 to result in a national contract Sourcewell Contract Number 101221-VTR with Vactor Manufacturing, a Division of Federal Signal for the procurement of catch basin cleaners, water jetters, vacuum excavators, combination sewer cleaners, vacuum excavation, and hydro excavation and related services. The effective date of the Contract was December 20, 2021, the Contract was originally set to expire on November 29, 2025, but has been extended for a fifth year, now expiring on November 29, 2026.

After reviewing Sourcewell Request for Proposals Number 101221, Fleet Services will leverage this Sourcewell Contract with Vactor Manufacturing, a Division of Federal Signal and issue a purchase order to their local dealer, FST Canada Inc. operating as Joe Johnson Equipment for the non-exclusive supply and delivery of One (1) Hydro Excavator, Three (3) Combination Sewer Cleaners, and One (1) Vac Jetter Trailer, all diesel powered, in 2025-2026.

Fleet Services may also purchase an additional Five (5) units in 2026, pending budget availability.

Recommended Supplier:

FST Canada Inc. operating as Joe Johnson Equipment

Contract Award Value:

\$4,200,000 net of all applicable taxes and charges

\$4,746,000 including HST and all applicable charges

\$4,273,920 net of HST recoveries

Contract is expected to start on date of award and end on November 29, 2025.

Option Year 1 (November 30, 2025 to November 29, 2026) (5 Units)

\$5,900,000 net of all applicable taxes and charges

\$6,667,000 including HST and all applicable charges

\$6,003,840 net of HST recoveries

The total potential contract award including option year is \$10,100,000 net of all applicable taxes and charges, and \$11,413,000 including HST and all applicable charges. **The total potential cost to the City including option year is \$10,277,760 net of HST recoveries.**

The above cost calculations reflect a 18% adjustment applied to the last year's cost after the initial award period.

FINANCIAL IMPACT

The total potential contract award identified in this report including option year is \$10,100,000 net of all applicable taxes and charges, and \$11,413,000 including all applicable taxes and charges. The total potential cost to the City including option year is \$10,277,760 net of HST recoveries.

Funding is available in the 2025 Capital Budget for Fleet Services as well as the 2025 Capital Budget for Toronto Water. Should the City exercise the optional purchases, additional funding will be included in the 2026 Capital Budget Submission for Fleet Services. Additional funding details follow in Table 1.

Table 1: Financial Impact Summary of Recommended Contract (Net of HST Recoveries)

Account Description	CFL038	CPW060-01
Initial Term: Date of Award to November 29, 2025	\$4,070,400 (4 Units)	\$203,520 (1 Unit)

Account Description	CFL038	CPW060-01
Optional Year 1: November 30, 2025 to November 29, 2026	\$6,003,840 (5 Units)	
Total from Date of Award to November 29, 2026	\$10,074,240 (9 Units)	\$203,520 (1 Unit)

Table 2: Combined Financial Impact by Budget Year (Net of HST Recoveries)
Fleet Services Capital Budget CFL038 and Toronto Water CPW060-01 (2025)

2025	2026	Total
\$4,273,920	\$6,003,840	\$10,277,760

The Chief Financial Officer and Treasurer has reviewed this report and agrees with information included in the Financial Impact section.

SOLICITATION SUMMARY

Solicitation Issued: August 24, 2021
Number of Addenda Issued: Three (3)
Number of Bids: Twenty-Two (22)

Solicitation Closed: October 12, 2021

DIVISION CONTACTS

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COMMENTS

The City of Toronto is utilizing the Sourcewell Contract for the recommended award, as per the Toronto Municipal Code, Chapter 195-6.6. Procurement of the same goods and services as a public body.

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 Fleet Services Division has reviewed the Sourcewell submissions and found the price to be reasonable, within available budget and concurs with the recommendation;
 - c. the resulting contract between the public body and the Supplier stipulates that the same goods and/or services be made available to other public bodies which include the City at the same price as provided by the Supplier to the initiating public body;
 - d. the same goods and/or services will be made available to the City for the same or better price than the price that is to be paid by the public body;
 - e. the supplier is not ineligible, suspended or otherwise in contravention of Chapters 71 - Financial Control and 195 - Purchasing of the City of Toronto Municipal Code;
 - f. 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;
- g. the Solicitation document was advertised on Sourcewell internet website as part of the Competitive Solicitation process; and
 - h. 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