

## **Non-Competitive Procurement with Darch Fire Incorporated for the Supply and Delivery of E-One Incorporated Original Equipment Manufacturer Parts and Warranty for Toronto Fire Services**

**Date:** April 27, 2026

**To:** General Government Committee

**From:** Fire Chief and General Manager, Toronto Fire Services and Chief Procurement Officer

**Wards:** All

### **SUMMARY**

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The purpose of this report is to seek authority for the Fire Chief and General Manager, Toronto Fire Services to negotiate and enter into a contract with Darch Fire Incorporated for the supply and delivery of E-One Incorporated ("E-One") Original Equipment Manufacturer parts and warranties for Toronto Fire Services' E-One model firefighting apparatus in the amount of \$1,664,849 net of all applicable taxes and charges (\$1,694,150 net of HST recoveries) for a period of five (5) years to commence subsequent to the conclusion of the existing agreement between the City and Darch Fire Incorporated.

There is an existing agreement between the City and Darch Fire Incorporated for the supply and delivery of E-One Original Equipment Manufacturer parts and warranties, the term of which will conclude as of December 31, 2026. Darch Fire Incorporated remains the exclusive supplier of Original Equipment Manufacturer heavy vehicle parts for E-One in Ontario. In addition, this supplier provides exclusive warranty for these parts. Therefore, it is not practical to commence a competitive procurement process, due to there being only one available supplier. Toronto Fire Services is seeking to set in place another five (5) year contract with Darch Fire Incorporated to ensure the continued uninterrupted supply and delivery of Original Equipment Manufacturer parts for the front-line heavy fleet firefighting aerial apparatus built by E-One. The scope of the purchases is for the same goods and services as contained in the previously approved agreement.

Non-competitive procurements may be undertaken where both the proposed procurement and supplier can be justified in good faith based on an exception set out in Toronto Municipal Code Chapter 195, Procurement. This non-competitive procurement Non-Competitive Contract with Darch Fire Incorporated for the Supply and Delivery of E-One Incorporated Original Equipment Manufacturer Parts and Warranty

with Darch Fire Incorporated will be proceeding under the exception code related to Exclusive Rights, the City has determined in good faith that both the proposed procurement and the selected supplier, along with the terms and conditions of the contract are beneficial to the City (Toronto Municipal Code, Chapter 195, Procurement, Section 7.1C.).

City Council approval is required in accordance with Municipal Code Chapter 195, Procurement, where the current request exceeds the Chief Procurement Officer's authority of the cumulative five-year commitment limit for each vendor under Article 7, Section 195-7.3(D) of the Procurement By-law or exceeds the threshold of \$500,000 net of Harmonized Sales Tax allowed under staff authority as per the Toronto Municipal Code, Chapter 71, Financial Control, Section 71-11(A).

## **RECOMMENDATIONS**

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The Fire Chief and General Manager, Toronto Fire Services and Chief Procurement Officer recommend that:

1. City Council authorize the Fire Chief and General Manager, Toronto Fire Services to negotiate and enter into an agreement with Darch Fire Incorporated for the supply and delivery of, on an as and when required basis, of E-One Original Equipment Manufacturer parts and warranties for Toronto Fire Services' E-One model firefighting apparatus in the total maximum amount of \$1,664,849 net of all applicable taxes and charges (\$1,694,150 net of HST recoveries); with a five (5) year term, to commencing subsequent to December 31, 2026, and otherwise on the terms and conditions satisfactory to the Fire Chief and General Manager, Toronto Fire Services, and in a form acceptable to the City Solicitor.

## **FINANCIAL IMPACT**

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The total maximum value of the non-competitive contract identified in this report is \$1,664,849 net of all applicable taxes and charges; \$1,881,279 including all applicable taxes and charges; \$1,694,150 net of HST recoveries.

Funding for the contract years, 2028, 2029, 2030 and 2031 will be included for consideration in the Toronto Fire Services Operating Budget Submissions for the respective years. The 2027 funding requirement has been included in the 2026 Toronto Fire Services Operating Budget, cost centre FR0025, cost element 5050046. The cash flow funding requirement for this contract is summarized in Table 1, as noted below:

Table 1: Financial Impact Summary, net of HST Recoveries

Date of Award to December 31, 2027	January 1, 2028 to December 31, 2028	January 1, 2029 to December 31, 2029	January 1, 2030 to December 31, 2030	January 1, 2031 to December 31, 2031	Total Net of Harmonized Sales Tax Recoveries
\$298,673	\$316,593	\$335,589	\$359,080	\$384,215	\$1,694,150

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

## DECISION HISTORY

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On October 1 and 4, 2021, City Council, adopted item GL25.7, authorizing the Fire Chief and General Manager, Toronto Fire Services to negotiate and enter into a non-competitive agreement with Darch Fire Incorporated for a five (5) year term, for the supply and delivery of Original Equipment Manufacturer parts for Toronto Fire Services' Bronto and E-One model firefighting apparatus aerial devices in the amount of \$653,814 net of all applicable taxes and charges (\$665,321 net of HST recoveries), on the terms and conditions satisfactory to the Fire Chief and General Manager, Toronto Fire Services, and in a form acceptable to the City Solicitor.

<https://secure.toronto.ca/council/agenda-item.do?item=2021.GL25.7>

## COMMENTS

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Toronto Fire Services operates 14 firefighting apparatus manufactured by E-One in its fleet, which require service, repair and replacement parts as part of their ongoing operation. As part of continuing fleet lifecycle replacement, Toronto Fire Services will be procuring an additional three (3) to four (4) E-One vehicles over the next five (5) years with each vehicle having an anticipated overall life cycle of 12 to 15 years.

In 2021, City Council previously authorized an agreement between the City and Darch Fire Incorporated, the exclusive distributor in Ontario for E-One for parts and service to supply the required support for the operation of Toronto Fire Services' E-One manufactured firefighting apparatus. This existing agreement between the City and Darch Fire Incorporated for the supply and delivery of E-One Original Equipment Manufacturer parts and warranties, the term of which will conclude as of December 31, 2026. The lifespan of Toronto Fire Services' E-One manufactured firefighting apparatus, will extend past the existing contract's term, requiring on-going supply and delivery of the parts and warranties required for maintaining the Toronto Fire Services fleet in good repair.

The manufacturer, E-One, notified Toronto Fire Services on November 18, 2025, that Darch Fire Incorporated continues to be the exclusive distributor in Ontario for E-One Non-Competitive Contract with Darch Fire Incorporated for the Supply and Delivery of E-One Incorporated Original Equipment Manufacturer Parts and Warranty

for parts and service. Therefore, it is not practical to commence a competitive procurement process, due Darch Fire Incorporated being an exclusive supplier for E-One manufactured firefighting apparatus. The parts and specialized services for the equipment manufacturers outlined in this report cannot be obtained through the competitive procurement process.

Toronto Fire Services has compared the unit prices proposed by Darch Fire Incorporated to prices provided by other Original Equipment Manufacturer dealers under contract with the City for the provision of Proprietary Original Equipment Manufacturer Parts and Services and confirms that the unit prices are fair and reasonable for similar parts and services in the market.

Toronto Fire Services requires the supply and delivery of proprietary Original Equipment Manufacturer heavy vehicle parts for E-One which can only be provided by the supplier identified in this report to ensure the continuation of services and to avoid jeopardizing equipment warranties.

The Fair Wage Office has reported that Darch Fire Incorporated has indicated that they have reviewed and understand the Fair Wage Policy and Labour Trades requirements and have agreed to comply fully.

## **CONTACT**

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## **SIGNATURE**

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Jim Jessop,  
Fire Chief and General Manager, Toronto Fire Services

Geneviève Sharkey  
Chief Procurement Officer