

Attachment 1

Table 1: Proposed Sole Source Procurements

Schedule A of the City's Corporate Procurement Policy provides that a Sole Source procurement may be where the Director of Procurement Services is satisfied that the following conditions are met:

- statutory or market-based monopoly;
- the complete item, service, or system is unique to one Supplier and no alternative or substitute exists, i.e., Goods, Services, or warranty are proprietary;
- where only one Supplier is offering the Goods and/or Services as an authorized reseller due to franchise restrictions;

The Director of Procurement Services is satisfied that the following that a Sole Source Procurement with the Supplier/Suppliers for the goods and/or services listed is appropriate for the reasons provided above and below.

Sole Source Agreements				
#	Supplier	Description of Good and/or Service	Maximum Annual Spend	Further Rationale for Sole Source
1	AJ Stone	Fire Aide (Fluorine-Free) Foam	\$120,000	<p>This is the only PFAS-free product compatible with our current equipment.</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell this product.</p>
2	AJ Stone	Task Force Tip	\$50,000	<p>VFRS staff are trained, and all applicable equipment and fire trucks currently are equipped with this product. It would be cost prohibitive and operationally inefficient to change from current products.</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell this product.</p>

Sole Source Agreements

#	Supplier	Description of Good and/or Service	Maximum Annual Spend	Further Rationale for Sole Source
3	Carmen Transportation Group	Engine Refurbishment	\$50,000	<p>This supplier is OEM which repairs and provides the product.</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell these products.</p>
4	Dependable Emergency Vehicles	OEM Parts Suspension	\$180,000	<p>This supplier is the OEM which repairs and provides the product.</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell this product.</p>
5	Fort Garry Industries Ltd.	Supply & Delivery of Original Parts for Fire Trucks	\$60,000	<p>This supplier is the OEM parts provider of this product.</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell these products.</p>
6	Kenworth Truck Centre	Authorized service center for warranty repairs and engine diagnostics, including preventative maintenance programs and M.V.I.S. inspections	\$80,000	<p>Exclusive authorized service center for warranty repairs and engine diagnostics, including preventative maintenance programs and M.V.I.S. inspections.</p> <p>Per the exclusivity letter provided, this service is subject to localized monopolies, and no other supplier in this region is permitted to provide these services.</p>
7	MES	Supply & Delivery of eDraulic and Hydraulic Rescue Equipment and Replacement Parts and Refurbishment of Hydraulic Equipment	\$100,000	<p>VFRS staff are trained, and infrastructure has been set for this product. It would be cost prohibitive and operationally inefficient to change from current products.</p>

Sole Source Agreements

#	Supplier	Description of Good and/or Service	Maximum Annual Spend	Further Rationale for Sole Source
				Per the exclusivity letter provided, this product is subject to localized monopolies, meaning that no other supplier in this region is permitted to sell these products.
8	Profire Emergency Equipment	Supply of OEM Cab Chassis and Body Parts for Spartan Fire Vehicles	\$180,000	This supplier is the OEM for repairs and provider of this product. Per the exclusivity letter provided, this product is subject to localized monopolies, meaning that no other supplier in this region is permitted to sell these products.
9	Tech Forward	Key Fire Hoses	\$260,000	VFRS staff are trained, and all applicable equipment and fire trucks currently are equipped with this product It would be cost prohibitive and operationally inefficient to change from current products. Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell these products.
10	Thomasos Spring Service Ltd.	Repairs for Suspension of City's Fleet Fire & Rescue Vehicles	\$100,000	This supplier is the OEM which repairs and provides this product. Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell these products.
11	TOK (S.N. Diesel Service)	Cummins engine repairs facility, parts, service, and warranty capabilities	\$120,000	Exclusive Cummins repair facility

Sole Source Agreements

#	Supplier	Description of Good and/or Service	Maximum Annual Spend	Further Rationale for Sole Source
12	Toromont Cat	Caterpillar Parts	\$80,000	<p>Exclusive OEM parts provider / repairs facility</p> <p>Per the exclusivity letter provided, this product is subject to localized monopolies, and no other supplier in this region is permitted to sell these products.</p>
13	AJ Stone	MSA	\$120,000	<p>VFRS has been using this products/equipment over several years whereby staff are trained, and infrastructure has been set for this product. It would be cost prohibitive and operationally inefficient to change from current products.</p> <p>A.J Stone Company LTD is the sole authorized MSA Prestige Partner within the Fire Service market in the province of Ontario.</p>

Table 2: Proposed Single Source Procurements

Schedule A of the City’s Corporate Procurement Policy provides that a Single Source procurement may be where the Director of Procurement Services is satisfied that the following conditions are met:

- there is a need for standardization or compatibility with Goods and/or Services previously acquired or the required Goods and/or Services will be additional to similar Goods and/or Services being supplied under an existing Contract, or
- where necessary to maintain an existing warranty from a previous Supplier, or
- the ability of the Supplier to deliver Goods and/or Services within the requested timeframe; or
- the required Goods and/or Services are to be supplied by a particular Supplier having special knowledge, skills, expertise, or experience.

The Director of Procurement Services is satisfied that the following that a Single Source Procurement with the Supplier/Suppliers for the goods and/or services listed is appropriate for the reasons provided above and below.

Single Source Agreements				
#	Supplier	Description	Maximum Annual Spend	Justification for SSA
1	Zenith	Body & Refinish Services	\$40,000	Authorized OEM paint warranty repair facility for REV group. For non-warranty services, the City will be pursuing competitive quotes for this work.