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EXHIBITION PLACE

November 27, 2008

ACTION REQUIRED

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: **Agreement for High Reach Equipment Rentals**

Summary:

This report recommends that the Board enter into agreement with United Rentals (United), commencing January 1, 2009 for the rental of high reach equipment and other various types of equipment to Exhibition Place.

Exhibition Place utilizes these various types of high reach equipment on an "as required basis" to fulfill both internal maintenance service requirements and client driven needs, which include also the needs of the Direct Energy Centre and the Canadian National Exhibition.

A Request for Quotation (RFQ) process was issued through the City of Toronto, Finance Department, Purchasing and Materials Management Division for the rental of high reach equipment and other various types of equipment to Exhibition Place.

Headquartered in Brampton, Ontario, United has several branch rental outlets in the GTA. References include Hydro One, Concrete USL and Aecon Industrial.

Recommendations:

It is recommended that the Board approve an agreement with United for a period of one (1) year, with the option to extend for an additional one (1) period, on the terms and conditions outlined in this report and other such terms and conditions satisfactory to the Chief Executive Officer of the Board and the City Solicitor.

Financial Impact:

The projected annual expenditure for the rental high reach equipment and other various types of equipment is \$80,000 of which more than \$70,000 is recoverable from clients of the Board. The remaining \$10,000 is provided for in the current year Operating Budget

Decision History:

In December 2006 the Board entered into agreement with United Rentals of Canada Inc for the rental of high reach equipment and other various types of equipment commencing January 1, 2006 and expiring December 31, 2008.

On November 7, 2008, Exhibition Place through the services of City of Toronto issued a Request for Quotation to establish a new agreement for the rental of high reach equipment and other various types of equipment commencing January 1, 2009.

Issue Background:

The RFQ specified the Board's requirements and was accordingly structured in a manner that required bidders to provide daily, weekly and monthly rental rates including cartage costs for the provision of various specific types of high reach equipment to meet both short and long term needs. For comparison purposes, these rates quoted were applied to projected annual requirements resulting in Total Lump Sum Prices. Firm prices were quoted for each of the two years.

The RFQ closed on November 24, 2008 with five quotations received. The Lump Sum prices were as follows:

Bidder	2009	2010
United Rentals	\$70,175	\$70,175
Venotor Equipment Rental Inc.	\$75,000	\$75,000
Hertz Equipment rental	\$77,060	\$77,060
SMS Rents	\$85,955	\$85,955
Battlefield Equipment	\$123,225	\$123,225

The United quotation is the overall lowest acceptable bid received in compliance with all requirements.

Staff report favourably on United Rentals past performance at Exhibition Place. The City of Toronto Fair Wage and Labour Trades Office confirms that this bidder is in compliance with the Fair Wage and Labour Trades requirements for this work

The substantial terms of the agreement will be as follows:

- (a) Term: One year commencing January 1, 2009 with the option to extend for an additional one-year period subject to satisfactory performance review and budget availability.
- (b) Pricing: Pricing be fixed during the term of the Agreement.
- (c) Assignment: The agreement shall not be assigned by United without written consent of the Board.
- (d) Indemnity/Insurance: United shall provide proof of insurance in a form and amount satisfactory to the Board and containing provisions including the Board and the City of

Toronto as additional insured with a cross liability/severability of interest clause of standard wording.

- (e) Union Obligations: United shall comply with all agreements in force between the Board and any union or association with respect to Exhibition Place.
- (f) Other Commercial Terms: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the CEO.

Contact

Ron Mills

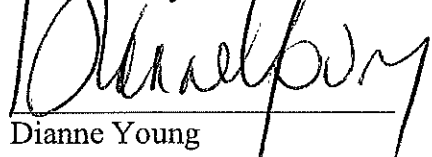
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Submitted by:



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