



10

February 20, 2007

To: The Board of Governors of Exhibition Place

From: Dianne Young
Chief Executive Officer

Subject: **Rental of Material Handling and Grounds
Maintenance Equipment Agreement 2007 - 2010**

Purpose:

To submit for approval the terms and conditions for an agreement for the provision of various types of material handling and grounds maintenance equipment, on a rental basis to Exhibition Place.

Financial Implications:

The projected annual expenditure for the rental of material handling and grounds maintenance equipment is \$100,000.00 and provided for in the 2007 Operating Budget.

Recommendation:

It is recommended that the Board enter into agreement with Green Tractors Inc. ("Green Tractors") for the provision of various types of material handling and grounds maintenance equipment on a rental basis to Exhibition Place on such terms and conditions as contained in this report, the Request for Quotations or as required by the Chief Executive Officer and the City Solicitor.

Background:

In April 2004, a request for quotation (RFQ) was awarded by the Board to Podolinsky Equipment Ltd. for the provision of various types of material handling and grounds maintenance equipment on a rental basis for a term of three years ending March 31, 2007.

Comments:

In January 2007, Exhibition Place, through the City of Toronto Finance Department, Purchasing and Materials Management Division, issued an RFQ for the rental of various types of material handling and grounds maintenance equipment to Exhibition Place.

The RFQ listed various types of farm equipment including loaders, tractors and snow removal equipment with accessories. Rental requirements were detailed to reflect short term and seasonal requirements, and the price schedule was structured in manner that required bidders to submit firm monthly rental fees.

The RFQ closed on February 2, 2007, with five responses. The results, based on projected requirements over the three-year term of the agreement were as follows:

Green Tractors Inc.	\$357,192.00
Green Tractors Inc. (Alternate bid)	\$342,272.00
Podolinsky Equipment Ltd.	\$388,428.54
Kooy Brothers Lawn Equipment	\$554,104.20
Ed Stewarts Equipment Ltd.	\$379,293.36 (incomplete bid)

Green Tractors was formed on March 1, 2005 as the result of the amalgamation of three related companies – Nobleton Farm Service, Clark Moore Motors and Halton Turf & Tractors. With \$20 million in gross sales in 2005, Green Tractors sells and services John Deere, Stihl, Echo and other lines of related equipment. References include the Town of Milton, Town of Oakville and Woodbine Entertainment. The City of Toronto Fair Wage and Labour Trades Office confirms that Green Tractors 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: Three years commencing April 1, 2007 until March 31, 2010.
- (b) Prices: Rental rates be fixed during the term of the Agreement.
- (c) Union Agreements: Green shall comply with all agreements in force between the Board and any union or association with respect to Exhibition Place.
- (d) Assignment: The agreement between the Board and Green shall not be assigned Green without the consent of the Board.
- (e) Insurance/Indemnity: Green 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. Insurance shall be primary before any insurance held by the additional insured and the Board shall be entitled to thirty days notice of any intention to cancel or not to renew the policy. United shall indemnify the Board and the City of Toronto with respect to any and all liability arising from any damage or injury as a result of the negligent acts or omissions of Green, or its employees or any other person for whom it is in law responsible, in the supply and quality of the equipment.
- (f) Other Terms: Such other terms and conditions as contained in the Request for Quotations or as required by the Chief Executive Officer and the City Solicitor.

Conclusions:

This report recommends the Board enter into a three-year agreement with Green Tractors Inc.

Contact:

Arlene Campbell, General Manager

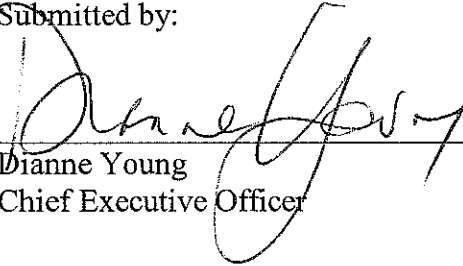
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Submitted by:



Dianne Young
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