

October 2, 2006

VIA EMAIL or fax (17 pages)

ADDENDUM NO. 1
REQUEST FOR PROPOSAL NO. 9103-06-7316
CLOSING: 12:00 NOON (LOCAL TIME), January 10, 2007

For: Co-ordinated Street Furniture Program

Please refer to the above Request for Proposal (RFP) document in your possession and be advised of the following:

All representatives of the Vendors who attended and signed in at the Mandatory Vendors' Meeting will receive a copy of Addendum No. 1. Unless specifically requested in writing by a Vendor, subsequent addenda (if any) will be distributed ONLY to those representatives of the Vendors who signed off on receiving a copy of the CD.

Section A. Revisions:

1. Refer to page 25, paragraph 4 (Section 3.13 Advertising). Revise wording with the following:

“The Vibrant Streets document sets out advertising spacing guidelines for separation distances between ad elements, generally on the basis of distance between transit stops. **No advertising is permitted on elements located on a street in between intersections unless a transit stop is located at such midblock location. Refer to Appendix G - Vibrant Streets Document, Section 7 Placement Guidelines.**”

2. Refer to page 25, paragraph 5 (Section 3.13 Advertising). Revise wording with the following:

“City Council has directed that no future pilots involving advertising **on City street furniture** outside of this program will be entertained, except where the Successful Vendor is unable, upon the request of the City, to undertake new street furniture opportunities at fair market value to the City. **This provision does not apply to the City's existing banner program and private poster provisions. Advertising will continue to be permitted under the current guidelines or by-laws. For more information the City's existing banner program, see the City's website at www.toronto.ca/events. In addition, this provision does not apply to the City's obligation to permit advertising on street furniture elements pursuant to existing agreements prior to their expiry.** In those circumstances, the City shall be permitted under the terms of the Agreement to undertake such programs with a third party other than the Successful Vendor.”

3. Refer to page 25, 2nd last paragraph from the bottom of the page (Section 3.13 Advertising). Revise wording with the following:

“The Successful Vendor will provide advertising space for City use, such as event promotion or public service announcements, equal to at least 7% of the total Advertising Panels installed in accordance with the Agreement. In addition, **each BIA is entitled to receive one ad face for promotion purposes (free of charge) on a street furniture element within their BIA.**”

Also refer to sections 11.1 and 11.2 of Appendix B (Draft Street Furniture Agreement). Revise wording with the following:

- 11.1 The Company shall, at all times, provide seven percent (7%) of the total number of Advertising Faces free of charge to the City for the display of public service promotional material. **In addition, each business improvement area (“BIA”) within the City of Toronto is entitled to receive one free Advertising Face for promotion purposes on a Street Furniture Element within the BIA boundaries. All Advertising Faces provided under this paragraph shall be** subject to the same specifications and criteria as may be imposed on the Company’s advertisers. In the event that the Company has the opportunity to sell advertising space that would otherwise be part of the City’s allocation **or provided to a BIA** under this Section, it shall first obtain confirmation from the City that such space is not required for public service purposes.
- 11.2 The Company shall be responsible for the installation and removal, at its expense, of such public service promotional material as may be provided by the City **or a BIA**, and will, as expeditiously as possible, remove any public service messages **or BIA advertising** which becomes obsolete. The General Manager reserves the right to require that the Company install a time-sensitive public service message within five (5) working days of receiving notice from the City that installation is required.

4. Refer to page 26, first paragraph (Section 3.13 Advertising). Revise wording with the following:

“The Successful Vendor shall not be permitted to advertise tobacco and tobacco related products in any advertising face installed on street furniture elements located within the City. Further, the Successful Vendor will not post or permit to be posted any advertising which is, in the opinion of the City, acting reasonably, not of good character and appearance, free from vulgarity or indecent suggestion of any kind or nature. The Successful Vendor shall identify and submit ads, **which in its opinion may be problematic, for approval** to a panel of three **Councillors who sit on the Works Committee, including the Chair.**”

5. Refer to page 26, last paragraph of Section 3.13 Advertising. Revise wording with the following:

“Under the above criteria, combined with the design requirements outlined in the Vibrant Streets document, the City envisions a positive qualitative impact on advertising formats in the streets. The elimination of competing venues will rationalize the current situation by removing dueling ad panels, advertising not integrated properly into design and the improper orientation of elements. The total amount of current advertising is 18,395 square metres (198,200 square feet) and under this Agreement the City will require the Successful Vendor to **maintain** total advertising levels at **less** than this amount.”

6. Refer to Section 3.16 Maintenance Requirements (page 29 and 30).

- i) Revise the 4th bullet point (from the top of page 29) with the following:
- **Pick up and remove weeds, and remove graffiti and stickers from all street furniture and sidewalk/boulevard surfaces within 2 metres.**
- ii) Add as the 5th bullet point (from the top of page 29):
- **Remove posters on any poles within 2 metres of transit shelters, benches, public washrooms, and information/wayfinding structures.**
- iii) Revise the 4th bullet point (from the bottom of page 29):
- post a readily visible notice on each street furniture element or cluster of elements **in the form of a legible decal or other suitable means** indicating that the Successful Vendor is responsible for the maintenance and cleaning of the element and provide a current and operative 24-hour telephone number to be used by the public to report an element which requires cleaning or maintenance, and the Successful Vendor will respond to such complaints within twenty four (24) hours;
- iv) Revise the 1st bullet point (from the top of page 30):
- **submit a monthly maintenance schedule for planned and routine cleaning and maintenance activities on the street furniture elements which is to be updated periodically as necessary or as requested by the City.**

7. Refer to page 30, Section 3.19 Accounts and Records. Replace the paragraph with the following:

The Successful Vendor must keep books of account and records **for** advertising on street furniture, inventory levels, and complaints to the 24 hour service line and response time, including the date of installation or modification of each element. This information will be provided in a form satisfactory to the General Manager of Transportation Services and the City Auditor General and the Successful Vendor shall provide an annual audited statement of all accounts and records. An audited statement may be requested from time to time by the City to verify statements in regards to revenue.

8. Refer to page 30, Section 3.20 Removal and/or Relocation of Street Furniture.
- i) Revise the wording in the last sentence with the following:

All costs of restoring the site following removal of the **existing** Street Furniture shall be borne by the Successful Vendor.

- ii) Add the following wording to the end of the section:

3.20.1 Existing Street Furniture Elements

Upon commencement of the Agreement, the Successful Vendor will assume ownership of existing transit shelters, City owned litter/recycling bins, newsvending box T-bars and benches. These elements may, in some cases, be required to be kept in service for an extended period. The Successful Vendor will be responsible for maintenance, repair, cleaning, relocation and/or removal as necessary for these elements as they remain in service pursuant to the maintenance provisions set out in this RFP. Notwithstanding, the criteria for advertising set out in section 3.13 of this RFP, the Successful Vendor will be permitted to sell advertising on those faces and caissons in place at the time of commencement of the Agreement as long as such existing faces and caissons remain. This will facilitate the transition during the period when a mix of pre-existing street furniture elements are still on the street and new street furniture elements are deployed.

Vendors are reminded that any rights under the proposed Agreement shall necessarily be subject to the terms of existing contracts with current Street Furniture suppliers (i.e. for litter/recycling bins, benches, info pillars) until the expiry or earlier termination of those agreements.

9. Refer to page 33, Section 3.27 Ownership/Use of Design. Revise the wording of the first paragraph with the following:

It is the intent of this RFP to obtain street furniture with unique designs which reflect Toronto's distinctiveness (the "Toronto Designs"). It is therefore essential that the Toronto Designs are not used elsewhere except with the permission of the City and that the City, at the end of the term **or earlier termination** of the Agreement, owns the street furniture elements and has sufficient rights to use the Toronto Designs and specifications so as to allow the program to continue as required by the City.

10. Refer to page 34, Section 3.28 Termination of Agreement (prior to the end of term), (ii) Termination Initiated by the City. Delete entire second paragraph, which reads as follows:

"The purchase price for street furniture elements shall be equal to the costs of the elements, appurtenances and hardware and the labour and material incurred by the Successful Vendor necessary to the manufacture and installation of the said elements and the corresponding signs. This calculation shall be based on the book value as of the date that this provision is invoked, including a prorated depreciation of assets for the portion of the fiscal year up to the date of termination."

11. Refer to page 34, Section 3.28 Termination of Agreement (prior to the end of term), (iii) Expiry of Agreement. Add the following paragraph

Upon the expiry of the Agreement, the Successful Vendor may, in addition to any other remedies which the City may have to enforce compliance with the roll out schedule, be required by the City to remit payment to the City (based on the value of each street furniture element, as per Appendix D, Table 1) for the total number of any elements that have not been installed in accordance with numbers as outlined in the rollout schedule.

12. Refer to page 39, section 5.2 d) Proposal Documentation and Delivery. Revise with the following:

"Should consist of **eight (8)** full **colour** photocopies of the Design Submission portion of the proposal and **eight (8)** CDs in PDF format as described in section 5.3, Subsection (3) below;"

13. Refer to page 40, Section 5.3 Proposal Content, Section 2. Replace the wording for items (g) and (h) with the following:
- g)
 - (i) Publicly held companies shall submit copies of their audited financial statements for the most recent two (2) years, or submit their most recent annual report.
 - (ii) Privately held companies shall submit a letter from a financial institution, or from their auditor providing assurance to the City that the Vendor has been and is financially viable and solvent as a going concern; confirmation that the Vendor has the financial capacity to complete this Project; and that the undertaking of this Project will not put any undue financial burden on the Vendor.
 - h) In the case of a Proposal by a joint venture or consortium, the information requested in (g) above shall be provided for each member of the joint venture or consortium. Furthermore, the role of each member in fulfilling the obligations under any eventual Agreement shall be identified. Where the Vendor does not have sufficient financial resource and financing expertise to meet all of its obligations under this RFP, it may be deemed to do so if its parent company does so and the Proposal contains an unconditional indemnity from its parent company to perform the requirements of the Agreement. In the event an indemnity is provided, the information requested in (g) above shall be provided by the indemnifier.
14. Refer to page 42, Section 5.3 Proposal Content, Section 3b – Design Submission. Revise wording with the following:
- b) Website Renderings

One (1) set of letter sized artistic drawings depicting the various Street Furniture elements must be provided and will be posted on the City’s website for public viewing **at any time after receipt and prior to award of the Agreement.**

IMPORTANT NOTICE:

Public feedback to renderings will not be used in the evaluation of Proposals. The sole intent is to provide the public with the opportunity to view Street Furniture elements that the City is considering so as to provide context for the eventual recommendations of the Selection Committee. Vendors should ensure that all rights have been obtained to permit the posting of drawings for public viewing. Drawings should be artistic conceptions and not working design drawings. All submissions should be in final form as modifications to original entries will not be permitted.

15. Refer to page 42, Section 5.3 Proposal Content, Section 3c – Design Submission. Revise wording with the following:

c) *Presentation Boards*

A combination of drawings from the design submission package is required to be mounted on two (2) 1.02 m x 0.76 m (24” x 36”) board of foamcore or similar material. No additional drawings which have not already been submitted should appear on the presentation boards. The City may at its sole discretion make the presentation boards available for public viewing at anytime after receipt **and prior to award of the Agreement.**

16. Refer to page 42, Section 5.3 Proposal Content, Section 4 – Models. Revise wording with the following:

“Each Vendor shall submit accurate and realistically constructed models (1 model per element) for all street furniture elements at a scale of 1:20. Each model should show the colours, textures and finishes of all proposed materials as realistically as possible. Models must be within the context of a sidewalk (i.e. on a sidewalk base), chosen from one of the placement exercises. All street furniture elements should fit onto one base, **shall be delivered fully assembled, and shall be fixed to the base with the street furniture elements attached in place. In order to permit the elements to be viewed individually, the Vendor shall either provide additional models of each individual street furniture element in a separate sealed container; OR provide street furniture elements that can be easily detached and re-attached (with clear markings as to their location on the base).**

The models shall be fully enclosed to prevent viewing and/or protection against damage. The City may at its sole discretion make the models available for public viewing at anytime after receipt **and prior to award of the Agreement.”**

17. Refer to page 45, Section 5.3 Proposal Content, Section 8(d)(iii) – Financial Component. Revise wording with the following:

- (iii) A guaranteed minimum annual revenue payable to the City, in dollars, regardless of any lesser amount which may be calculated as due and payable to the City as described in clause (ii) above.

Based upon the financial return to the City under its existing street furniture Agreements the City would expect to see financial proposals which result in an initial guaranteed minimum annual revenue of at least \$6,000,000.

The City will expect to receive at a minimum the greater of 27% of the gross annual revenue or the guaranteed minimum annual revenue amount.

Vendors are required to complete Appendix “D” Financial Submissions Forms.

- (iv) The Successful Vendor will provide the City with an annual prepayment of the guaranteed minimum annual revenues. The prepayment will be **submitted on each anniversary date of the Agreement. A reconciliation of payments made on anniversary date to actual gross advertising revenues during each fiscal year will be carried out and the City’s share of actual gross revenues in excess of the minimum guaranteed annual revenue will be remitted to the City monthly**, within ten (10) days of the end of each month.
18. Refer to page 62 Appendix D Financial Submission Forms. Replace page 62 with the attached revised Appendix D.

Section B. Questions and Answers Received From the Mandatory Vendors’ Meeting Up to September 28, 2006:

- Q1 What are the accessibility requirements by the contractor?
- A1 Accessibility guidelines which pertain to the RFP are contained in Appendix J Accessibility Design Guidelines which was included in the CD distributed at the Mandatory Vendors’ Meeting.
- Q2 How will the 18,000 square metres be guaranteed based on the current locations of the transit shelters?
- A2 The City does not guarantee any amount of advertising. The Successful Vendor will have advertising opportunities consistent with the provisions contained in section 3.13 Advertising, of the RFP.
- Q3 Elaborate or provide a sketch of maximum configurations allowed at intersections and the meaning of no advertising mid block only at intersections. Refer to page 25, paragraph 4 “In no event is more than one advertising element to be located within a city block (except in the vicinity of intersections).”
- A3 See Section A Revision 1 above.

Q4 Are four (4) shelters with advertising acceptable at one intersection?

A4 Potentially yes, provided there are four corners at the intersection which meet the Placement Criteria in Appendix G.

Q5 Is 8,260 signs the limit of what will be permitted by the City?

A5 No. 18,395 m² is the maximum advertising space allowed. The sizes of advertising faces may vary provided that they shall not exceed 1.22 m by 1.83 m [refer to page 25, Section 3.13 (1) Advertising].

Q6 Is the company logo classified as advertising on the street furniture?

A6 No, provided that the size and manner in which company logos are placed is similar to that found on the City's current street furniture inventory and integrated appropriately with the design of the element.

Q7 Will the Vendors' list be made available with all of the company information on it?

A7 Yes. The Vendors' list has been attached to this addendum as Section C.

Q8 Can we obtain past and present sales revenues for the last 5 years for the current transit and litter bin contracts, by year and by element?

A8 Refer to www.toronto.ca/streetfurniture and Clause 16, Works Committee Report 3, considered by City Council on June 27, 28 and 29, 2006 for all available revenue information.

Q9 May we have termination dates for current contracts, including the pilots?

A9

Transit shelters	August 31, 2007 (provided again for a completed list)
Litter bins	October 14, 2009
Benches	It is expected that by the end of 2007 the contracts will be terminable by the City at any time on thirty (30) days notice.
Info pillars pilot	August 31, 2010
Publication box pilot	July 31, 2007

Q10 What does "...and on other street furniture elements in the immediate area" mean? Refer to page 29, 4th bullet point (Section 3.16 Maintenance Requirements).

A10 See Section A Revision 6 above.

Q11 Does the RFP prohibit litter receptacles with underground storage?

A11 No.

Q12 Refer to page 39, Section 5.2 Proposal Content items need to be further clarified for the submission requirements.

A12 See Section A Revision 12 above.

Q13 Refer to page 25, 2nd paragraph from the bottom requires further clarification (Section 3.13 Advertising). "In addition, street furniture elements containing advertising be deployed within Business Improvement Areas and each BIA will receive one ad face for promotion purposes, free of charge.

A13 See Section A Revision 3 above. Note the additional revision to Sections 11.1 and 11.2 of the Draft Agreement (Appendix B).

Q14 Is 7% advertising for every day of the entire year?

A14 Yes.

Q15 Refer to page 33, Section 3.27 Ownership of Design. Will the City own the overall look or the details of each design?

A15 The objective of the RFP, among other things, is to come up with a distinct design which is appropriate for Toronto. It is therefore assumed that certain details of the design will be unique to Toronto. The City is seeking the ability to control the use of the Toronto Designs to the extent that those unique details may be reproduced or used elsewhere.

Q16 Refer to page 26, 1st paragraph, last sentence (Section 3.13 Advertising) "...The Successful Vendor shall identify and submit ads that may be problematic to a panel of three Commissioners for signoff prior to posting." Should the wording "signoff prior to posting" be in the RFP?

A16 Refer to Section A Revision 4 above.

Q17 Refer to page 32, Section 3.25 Insurance Requirements (d). Is business interruption insurance required for the entire agreement term or for a particular period of time?

A17 All insurance is required to be renewed on an annual basis for the duration of the Agreement. The final details of the business interruption coverage will be discussed and finalized prior to entering into an Agreement with the Successful Vendor. Subject to the specific requirements of the successful proposal, it is expected that business interruption coverage will include profit and consequential coverage and may be subject to such normal coverage limitations as are appropriate in the opinion of the City's Insurance and Risk Management staff while still ensuring that the interests of the City are protected.

Q18 Refer to page 11, Section 3.6 Neighbourhood and Artistic Expression. Are the 20 benches for the BIAs part of the overall number indicated in the rollout schedule?

A18 Yes.

Q19 Are banners classified as advertising and will they be prohibited as part of this RFP?

A19 No. The existing banner program is not affected by this. See Section A Revision 2 above.

Q20 Refer to page 42, Section 5.3 Proposal Content, Section 4 – Models. Why should the elements be loose and not affixed, which means someone will have to set them up upon delivery.

A20 See Section A Revision 16 above.

Q21 Refer to page 40, Section 5.3 Proposal Content, Section 2(h) typo.

A21 See Section A Revision 13 above.

Q22 Is the Successful Vendor going to be obligated to pay for the permits for every piece of street furniture that will be permitted, or will we receive a master permit approval (no monies required) from the City, which will have the necessary schedules for the various street furniture elements?

A22 The Successful Vendor will be required to follow the standard permit process. Under this process, the Successful Vendor will be responsible for any restoration costs incurred.

A site specific permit will be issued to the Successful Vendor (at no cost to them) only where the installation requires below grade construction.

The ongoing maintenance of the program will be covered by a blanket site service permit City-wide at no cost to the Successful Vendor.

Q23: We have noted that multi-publication boxes have appeared on streets over the past few months and contain company identification. In addition, an article in the National Post on September 22, 2006 dealt with new Toronto street signs. What relationship do these projects and other pilots have to the coordinated street furniture program, either in terms of companies, designers or fabricators that may have been involved, and are we to infer a design direction has been endorsed by the City?

A23: The City has set out its rules and expectations for coordinated street furniture through the RFP process. The expiry dates of the pilot projects are set out in A9 above. These projects and other pilots do not in any way signal decisions by the City on design directions for street furniture.

The newspaper box pilot project was initiated some years ago through a comprehensive review of publication box issues. A project to test a multi-publication box emerged through discussions amongst a number of the publications, certain BIAs and the City. There are three multi-publication box locations installed and not all are the same design or manufacturer. These pilot boxes are funded by the publication companies. Neither the design nor the manufacturer are to be interpreted as necessarily appropriate or acceptable solutions for the coordinated street furniture program

The recent article in the National Post regarding the new Toronto street signs stated that the old street signs did “not complement our newly designed street furniture.” This statement was incorrect, since the Street Furniture RFP is the sole process which will produce a family of newly designed street furniture. The designer referenced in the article was selected through a separate competitive RFP process, and the street signs are not part of the Coordinated Street Furniture RFP.

All proposals submitted in response to the Coordinated Street Furniture RFP will be evaluated pursuant to the requirements of this RFP. Participation in any existing street furniture contract, pilot or any other City initiative will not provide any advantage or disadvantage to such party in this RFP process.

Should you have any questions regarding this addendum contact Melita Wigham at 416-397-4802 or mwigham@toronto.ca.

Please attach this addendum to your RFP document and be governed accordingly. Vendors must acknowledge receipt of all addenda in their Proposal in the space provided on the Proposal Submission Form as per Appendix A, Section 4 - Addenda of the RFP document. All other aspects of the RFP remain the same.

Victor Tryl, Manager
Professional Services

Section C. Mandatory Vendors' Meeting Attendees

Request for Proposal 9103-06-7316
Co-Ordinated Street Furniture Program
Mandatory Vendors Meeting Attendees
September 20, 2006

Name	Organization (if any)	Mailing Address	Phone Number	Fax Number	Email	CD Copy	Business Card
John Alpeza	Alpeza General Contracting Inc.	230 Brunel Road, Unit 4 Mississauga, ON L4Z 1TS	905-568-9995	905-568-9996	john@alpeza.com	-	Yes
Beaulieu Luc	Astral Media Outdoor	1717 Rene-Levesque Blvd. East Montreal, QC H2L 4T3	514-529-6664	514-529-8460	lbeaulieu@outdoor.astral.com	Yes	Yes
Michael Pohlmann	Astral Media Outdoor	2 St. Clair Ave. W. Suite 200 Toronto, ON M4V 1L5	416-924-2494 x223	416-924-9031	mpohlmann@outdoor.astral.com	-	Yes
Nick Arakgi	CBS Outdoor	377 Horner Ave Toronto, ON M8W 1Z6	416-521-6481	416-255-0763	narakgi@cbsoutdoor.ca	-	Yes
Darcy Clark			416-521-6435	416-255-2063	dclark@cbsoutdoor.ca	Yes	Yes
Toulla Constantinou	Cemusa Inc.	420 Lexington Ave., Suite 2533 Grayhar Bldg. New York, NY 10170	646-312-8528	212-599-7999	tconstantinou@cemusainc.com	-	Yes
Mark Madden			646-312-8530 917-670-8680	646-599-7999 212-599-7999	mmadden@cemusainc.com	Yes	Yes
Adam Tucker	Classic Displays	1070 Jayson Court Mississauga, ON L4W 2V5	905-282-8888	905-282-1832	adam@classicdisplays.com	-	Yes
Wayne Tucker					wayne@classicdisplays.com	Yes	No
Paul Seaman	Clear Channel Outdoor Co. Canada	20 Dundas St. W., Suite 1001 Toronto, ON M5G 2C2	416-408-0800 x223	416-408-2854	paulseaman@clearchannel.com	Yes	Yes
David Gray	Creative Outdoor Advertising	2402 Stouffville Rd Gormley, ON L0H 1G0	905-888-8880	905-887-2221	davidgray@creativeoutdoor.com	Yes	Yes
A.J. Diamond	Diamond and Schmidt Architects	384 Adelaide St. W. Toronto, ON M5A 1R7	416-862-8800	416-862-5508	ajd@dsai.ca	-	No
R. Graham					rgraham@dsai.ca	-	Yes
Rob Wilson	Eclipse Imaging	875 Laurentian Dr. Suite 300 Burlington, ON L7N 3W7	905-634-1900 x258	905-335-2196 905-335-2453	rwilson@eclipseimaging.ca	Yes	Yes
Ricardo Vera	Eucan-Urban Equipment of Canada, Inc.	24 The East Mall, Unit 1 Etobicoke, ON M8W 4W5	416-259-3200	416-259-1252	rgarcia@eucan.ca	Yes	Yes
Jaime Aguade			416-259-3200 x241		jaguade@eucan.ca	-	Yes
Bryan Stewart	Freethinking Inc.	1 First Canadian Place Suite 350 Toronto, ON M5X 1C1	416-410-4264	416-410-4264	bryan.stewart@freethinkinginc.com	Yes	Yes
Jay Hauser	Hauser Industries	330 Weber St. N Waterloo, ON N2J 3Z9	416-200-8115 519-747-1138	416-406-0097 519-747-9212	jayh@hauser.ca	Yes	Yes
Paul Sutherland	Hill and Knowlton	160 Bloor St. E, Suite 700 Toronto, ON M4W 3P7	416-413-4730	416-413-1550	paul.sutherland@hillandknowlton.ca	Yes	No
Michael Ras			416-413-4648		mike.ras@hillandknowlton.ca	-	Yes
Stanley Shenkman	IMA Outdoor Inc.	1 Thornclyffe Park Dr Suite 110 Toronto, ON M4H 1G9	416-925-5911 416-425-6002	416-925-7898 416-425-5675	stanley@shenkman.com	Yes	Yes

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Name	Organization (if any)	Mailing Address	Phone Number	Fax Number	Email	CD Copy	Business Card
Bernard Parisot	JC Decaux	3 Park Avenue 33rd Fl New York, NY 10016	646-834-1300	646-834-1206	bernard.parisot@jcdecauxna.com	-	Yes
Stacey Ferris			646-834-1327		stacey.ferris@jcdecauxna.com	Yes	Yes
Francois Nion			646-834-1356		francois.nion@jcdecauxna.com	-	Yes
Brian McCall	KDA	103 Dupont St. Toronto, ON M5R 1V4	416-921-1078 x25	416-921-9934	brian@kramer-design.com	-	Yes
Matt Gilas	King/WSI	31 Simpson Rd. Bolton, ON L7E 1E4	905-857-2804 x223	905-857-3997	mgilas@kingarchitecturalproducts.com	Yes	Yes
Lee Day	Landscape Forms	28 Irwin Ave. Toronto, ON M4Y 1L2	416-968-6655	416-968-1944	leed@landscapeforms.com	Yes	Yes
Brent Dunseith	Maglin Site Furniture	275 Tecumseh St. Woodstock, ON N4S 7W1	800-716-5506	877-260-9393	bdunseith@maglin.com	Yes	Yes
Jeff Roddick					jroddick@maglin.com	-	Yes
Denise St. Pierre (Rob Goodnough)	Mountain Manufacturing & Marketing Inc.	31 Saunders Rd. Barrie, ON L4N 9A7	705-719-3050	705-719-3070	rgoodnough@mountainmfg.com	Yes	Yes
Lars Henriksson	Norditrade Inc.	132 Banff Road Toronto, ON M4P 2P5	416-489-8438	416-489-4168	lars@norditrade.com	Yes	Yes
Mike Smith	NOW Magazine				mikes@nowtoronto.com	Yes	No
Steven McGregor	Pattison Outdoor	2285 Wyecroft Rd. Oakville, ON L6L 5L7	905-898-5230	905-465-0633	smcgregor@pattisonoutdoor.com	-	Yes
Sid Catalano			905-465-0114 x291		scatalano@pattisonoutdoor.com	Yes	Yes
Frederic Zadeo	Prismaflex Inc.	1645 Queensway East Mississauga, ON L4X 3A3	905-279-8793 x223	905-279-1330	fzadeo@prismaflex.com	Yes	Yes
Chuck Rachlis	SAMCI	1220 Yonge St. Suite 203 Toronto, ON M4T 1W1	416-922-5152 x227	416-922-9870	crachlis@samci.com	-	Yes
Wendy Banting	Secural	150 Rivermede Rd. #3 & 4 Vaughan, ON L4K 3M8	905-763-7428	905-763-7429	wpbanting@secural.com	Yes	Yes
Joe Clark	Self-Employed	85 Lairg St. Unit 6 Toronto, ON M4L 2N4	416-461-6788	-	joeclark@joeclark.org	Yes	Yes
Michael Scott	Strategic Technologies International Inc.	1516 South Street Philadelphia, PA 19146	215-754-4437	215-893-4379		Yes	No
Jamie Besner	Sussex Strategy	101 Yorkville Ave., Suite 203 Toronto, ON M5R 1C1	416-961-6611	416-961-9935	jbesner@sussex-strategy.com	-	Yes

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Jerry Myers	Testori Group	45 Cannon Drive Summerside, PEI C1N 4P6	902-888-3200 x248	902-436-4456	jerry.myers@testoriamericas.com	Yes	Yes
Jorg Cieslok	Titan Worldwide	2476 Argentia Rd, #110 Mississauga, ON L5N 6M1	905-826-5772 416-720-5265	905-826-7576	jcieslok@titanoutdoor.ca	Yes	Yes
Richard Clements	Tolar Mfg. Co. Inc.	7954 Transit Rd. Suite 315 Williamsville, NY 14221	716-688-4906	716-688-4908	rclements@tolarmfg.com	Yes	Yes
Karl Koch	Urban Images	360 Michener Rd "B" Guelph, ON N1K 1E8	519-837-2991 x232	519-837-3909	karlk@goplastics.com	Yes	Yes
Scott Neal	Wendel Duchscherer Architects and Engineers	140 John James Audubon Pkwy, Suite 201 Amherst, NY 14228	716-688-0766	716-625-6825	sneal@wd-ae.com	Yes	Yes
Jurgen Henze	Zeidler Partnership Architects	315 Queen St. W. Toronto, ON M5V 2X2	416-596-8300	416-596-1408	jhenze@zeidlerpartnership.com	-	Yes
Eric Wong					ewong@zeidlerpartnership.com	-	No
Vaidila Banelis					vbanelis@zeidlerpartnerhsip.com	-	Yes
Don Vetere					dvetere@zeidlerpartnership.com	-	Yes

Section D. Revised Appendix D

**APPENDIX D
Financial Submissions Forms**

1) CITY REVENUES

A percentage of the Successful Vendors gross annual advertising revenue will be payable to the City at rate of _____%.

The City will receive the greater of the gross annual advertising revenue percentage listed above or the guaranteed minimum annual revenue, listed below:

(Column 1)	(Column 2)
<u>Agreement Year</u>	<u>Minimum Guaranteed Annual Revenue Proposed By Vendor</u>
1	\$ _____
2	\$ _____
3	\$ _____
4	\$ _____
5	\$ _____
6	\$ _____
7	\$ _____
8	\$ _____
9	\$ _____
10	\$ _____
11	\$ _____
12	\$ _____
13	\$ _____
14	\$ _____
15	\$ _____
16	\$ _____
17	\$ _____
18	\$ _____
19	\$ _____
20	\$ _____

In Addition to the above payments, the City expects payments for:

Design Links Study	(\$100,000.00 - mandatory)	
Program Costs	(\$285,000.00 - mandatory)	
Up Front Payment upon Signing of Agreement		Vendors Proposal \$ _____