



# canoe

## procurement group of canada



## Increased Procurement Thresholds Will Help Support Local Businesses

Service NL

June 1, 2020

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The Provincial Government continues to implement measures to alleviate the pressures facing the business community during the current public health emergency. With this in mind, a local preference provision has been added to the Public Procurement Regulations. This provision will mandate an allowance of ten per cent for local suppliers for all procurements, to the maximum permitted under the Canadian Free Trade Agreement.

These thresholds to which local preference will be added will be as follows:

- Municipalities, local service districts, academic institutions, school districts and health authorities:
  - \$105,700 (goods);
  - \$105,700 (services); and
  - \$264,200 (construction)
- Crown corporations:
  - \$528,300 (goods);
  - \$528,300 (services); and
  - \$5,283,200 (construction)
- Departments, agencies and all other public bodies:
  - \$26,400 (goods);
  - \$105,700 (services); and
  - \$105,700 (construction)

In addition to this preference provision, the thresholds at which open calls for bids are required have been increased to allow for more opportunities to direct business to local suppliers through a limited call process.



Government of Newfoundland and Labrador  
Public Procurement Agency

August 25, 2021

Mr. Craig Pollett  
Chief Executive Officer  
Municipalities Newfoundland and Labrador

Email: [cpollett@municipalnl.ca](mailto:cpollett@municipalnl.ca)

Dear Mr. Pollett:

I am pleased to advise that under the authority of subsection 20(1) of the *Public Procurement Regulations*, the Lieutenant-Governor in Council has provided approval to allow municipalities to use opportunities provided through the buying group Canoe Procurement Canada (previously known as Rural Municipalities of Alberta buying group).

Please note that this approval is subject to Municipalities Newfoundland and Labrador (MNL) ensuring that the procurement processes employed by Canoe Procurement Canada are undertaken in accordance with subsection 20(2) of the *Public Procurement Regulation*; specifically, that the procurement approach used must employ an open and transparency process in accordance with the Public Procurement Framework.

Further, per subsection 20(3) of the *Regulations*, municipalities must maintain records of their procurements via Canoe Procurement Canada and must make those records available to the chief procurement officer upon request.

Finally, MNL is reminded of municipalities' obligations under the Canadian Free Trade Agreement relating to the use of buying groups, particularly Chapter Five, Article 504: Scope and Coverage, *Buying Groups*.

Should you have any questions relating to the above, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink that appears to read "Heather Tizzard".

HEATHER TIZZARD  
Chief Procurement Officer

cc: Brad Power, Director of Programs, MNL



## WHO IS CANOE?

- ❖ Cooperative buying group
- ❖ Partnered with MNL in 2019
- ❖ Not-for-profit
- ❖ Started in 1936
- ❖ Over 7,500 members across Canada, that include:
  - Urban and Rural Municipalities
  - School Districts
  - Regional Districts
  - Not-for-Profit Organizations
- ❖ Sourcewell's Canadian Partner







## HOW DO WE HELP?

### ❖ Save you money

- Aggregated buying power across Canada, offers preferred pricing for members

### ❖ Save you time

- We go to tender on our members behalf
- Reduces administration costs

### ❖ Additional Benefits

- Access to a wide variety of suppliers (250+)
- Continue to work with local distributors
- Member support throughout purchase process
- No membership fee
- Free quotes, cost analysis
- No minimum purchasing requirements/commitments



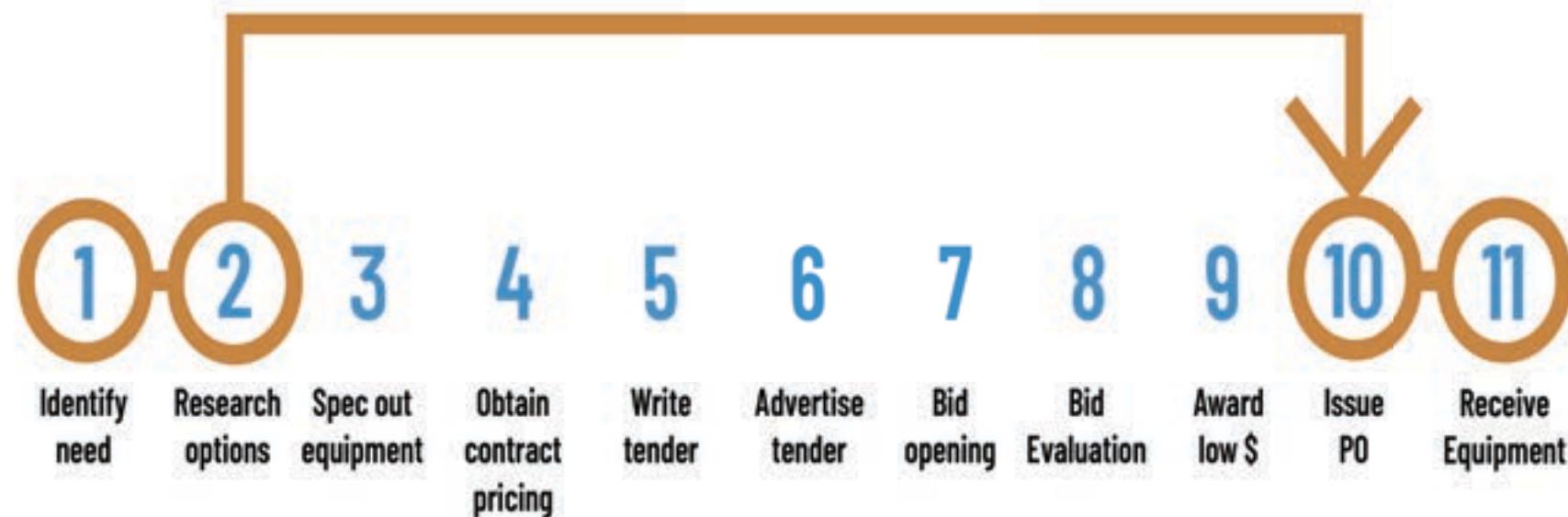


## HOW DO WE COMPLY?

- We meet Provincial and Federal Trade Regulations
- Newfoundland Labrador Government approved
- All that's left for you to do is post an annual notice to use Canoe Procurement and pick a supplier



# TRADITIONAL VS. COOPERATIVE PROCUREMENT





## Tire Program

Keep your municipality running Smoothly.

### Program Benefits

- National account pricing, direct from Michelin and Goodyear

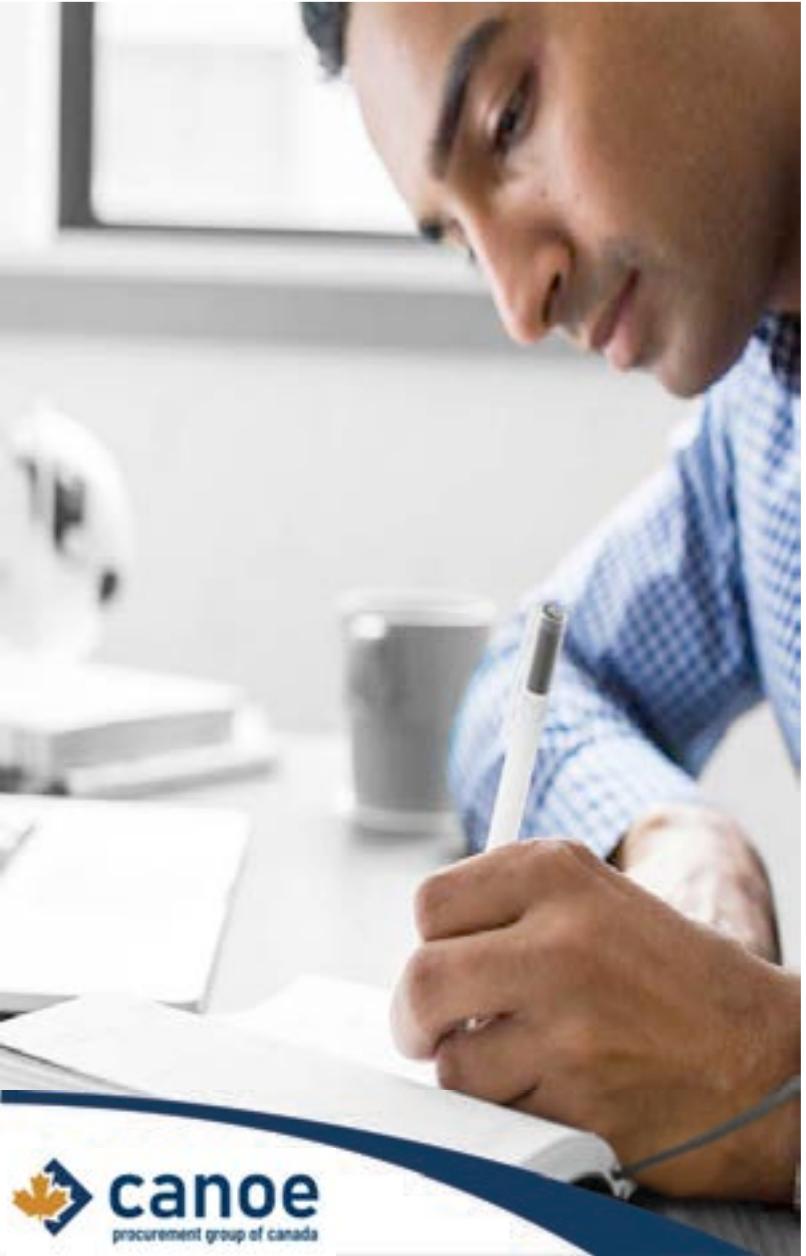


## Auto Parts Program

Essential parts for your success.

- Access to wide range of auto part products and services for trucks, industrial vehicles, agriculture equipment, marine vehicles, etc.
- 24-hour delivery
- Technical training and shop management training





# Office Supplies Program

All your office needs. All in one place.

## Program Benefits

- Transparent and consistent pricing
- Reduced administrative hassle
- Fast and simple ordering via online portal
- Free next day delivery on orders over \$50
- Full service business supply, including office products, furniture, PPE, and more
- Free cost analysis

**staples** [ ]  
PROFESSIONAL





# Fleet Upfitting Program

Build your fleet to work as hard as you do.

## Program Benefits

- ❖ Full suite of fleet upfitting products, aftermarket accessories, install and service
- ❖ Can be used for all types of fleet vehicles
  - Trucks (large and small)
  - Peace officer vehicles
  - Utility vehicles



# Capital Purchasing Program



Formerly NJPA



- Canoe posts the RFP solicitation concurrently with Sourcewell
- Sourcewell has over 50,000 members
- Contract number will be provided on every quote, PO and final invoice
- Best value contracts
- Trade-ins are available for additional discounts
- Warranties are in place the same, as if you tendered yourself
- Supplier contracts in any category can be compared



**canoe**  
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