



canoe

procurement group of canada





WHO IS CANOE?

- ❖ Cooperative buying group
- ❖ Partnered with NSFM in 2020
- ❖ Not-for-profit
- ❖ Started in 1936
- ❖ Over 5,000 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

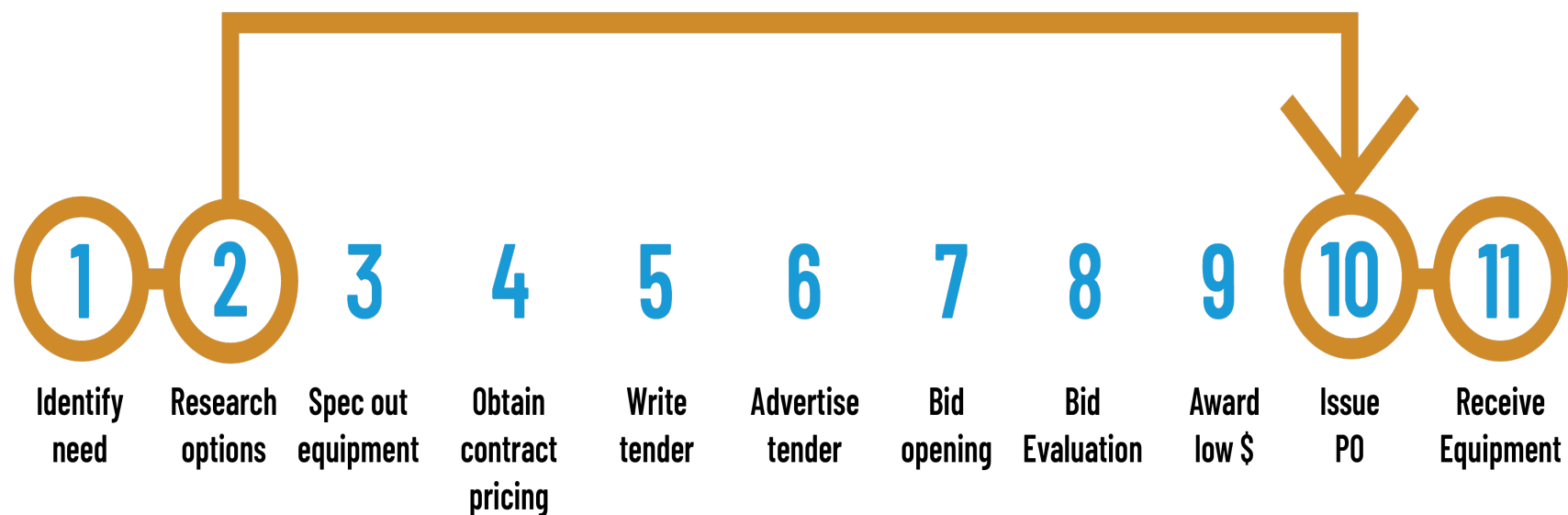
- Access to a wide variety of suppliers (120+)
- Continue to work with local distributors
- Member support throughout purchase process
- No membership fee
- Free quotes, cost analysis
- No minimum purchasing requirements/commitments



HOW DO WE COMPLY?

- We meet Provincial and Federal Trade Regulations
- 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

The logo for Staples Professional, featuring the word "staples" in a bold, red, sans-serif font with a red square icon containing a white checkmark to the right. Below "staples" is the word "PROFESSIONAL" in a smaller, black, sans-serif font.

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

NAVISTAR

TEREX



KENWORTH

MAXI
FIRE TRUCK

CATERPILLAR

CASE II
AGRICULTURE

S
SCHULTE

MONROE
TRUCK EQUIPMENT



JOHN DEERE

GovDeals
A Liquidity Services Marketplace

United
Rentals
TRENCH SAFETY



rosenbauer

Sourcewell
Formerly NJPA

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- 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



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