

PROGRAM AGREEMENT

THIS AGREEMENT is between **CANOE PROCUREMENT GROUP OF CANADA**, a tradename of the Rural Municipalities of Alberta, a corporation incorporated pursuant to the laws of Alberta ("**CANOE**") and:

Supplier Legal Name: UAP Inc. (Napa Auto Parts)

Supplier Corporate Jurisdiction: 7025 Ontario Street East, Montreal, QC, Canada H1N 2B3
(the "**Supplier**"), as of

Date of Agreement: August 1, 2024 regarding

RFP No. CAN-2024-006

RFP Title Supply of Lubricants
(the "**RFP**").

BACKGROUND

- A. Canoe is a public agency serving as a national municipal contracting agency for its Members, and in that capacity issued the RFP for the purchase of goods and/or services.
- B. The Supplier is engaged in the business of selling some or all of those goods and/or services, and responded to the RFP.
- C. Canoe wishes to enter into an agreement with the Supplier for the purchase of goods and/or services by Members, pursuant to a purchase program administered by Canoe.
- D. The Parties wish to set out the terms and conditions upon which those purchases will occur, and under which the purchase program will be administered.

NOW THEREFORE, in consideration of the premises and the mutual covenants herein contained and of other good and valuable consideration (the receipt and sufficiency of which are hereby acknowledged by each Party), the Parties hereby agree as follows:

ARTICLE 1 INTERPRETATION

1.1 Definitions

In this Agreement the following terms have the corresponding meanings.

"Administrative Fee" means the fee paid by the Supplier to Canoe as described in this agreement (Administrative Fee) and protected under FOIPPA.

"Agreement" means this Program Agreement and all schedules attached hereto, as the same may be supplemented, amended, restated or replaced from time to time in writing in accordance with its terms.

"Business Day" means Monday to Friday between the hours of 9:00 a.m. to 4:30 p.m. local time in Nisku, Alberta, except when such a day is a public holiday, as defined in the *Employment Standards Code*, R.S.A. 2000, Chapter E-9, or as otherwise agreed to by the parties in writing.

"Change Request Form" means the Change Request Form provided by Canoe.

"Confidential Information" means all tangible and intangible information and materials, in any form or medium, received (directly or indirectly) by the Receiving Party from the Disclosing Party, or collected by the Receiving Party on behalf of the Disclosing Party, in connection with the Program that is:

- (a) related to the Disclosing Party's, or any of its affiliates', finances, assets, pricing, purchases, products, sales, business or operational plans, strategies, forecasts or forecast assumptions, operations, stakeholders, clients and personnel (including, without limitation, the Personal Information of officers, directors, employees, agents and other individuals), trade secrets, intellectual property, technology, data or other information that reveal the research, technology, processes, methodologies, know how, or other systems or controls by which the Disclosing Party's existing or future products, services, applications and methods of operations or doing business are developed, conducted or operated, and all information or materials derived therefrom or based thereon;
- (b) designated as confidential in writing by the Disclosing Party, whether by letter or an appropriate stamp or legend, prior to or at the time such information is disclosed by the Disclosing Party to the Receiving Party; and/or
- (c) apparent to a reasonable person, familiar with the Disclosing Party's operations, business and the sector in which it operates, to be of a confidential nature.

and without regard to whether that information and materials are owned by a Party or by a third party. Confidential Information does not include:

- (d) information that is in the public domain or has come into the public domain other than by reason of a breach of this Agreement; or
- (e) information that has been, or is hereafter, received by that Receiving Party other than from or at the request of the Disclosing Party, and other than during or as a result of carrying out the Program.

"Confidential Material" means any notes or other documents relating to the Confidential Information.

"Conflict of Interest" means any situation or circumstance where, in relation to the performance of its obligations under the Agreement, the Supplier (including its directors, officers, employees, agents or subcontractors) other commitments, relationships or financial interests could or could be seen to (i) exercise an improper influence over the objective, unbiased, and impartial exercise of its independent judgement; or (ii) compromise, impair, or be incompatible with the effective performance of its obligations under the Agreement.

"Disclosing Party" means, in connection with particular Confidential Information, the Party that disclosed (directly or indirectly) the Confidential Information to the other Party, or the Party on whose behalf the other Party collected or generated the Confidential Information.

"Effective Date" means the date of this Agreement first noted above.

"Event of Force Majeure" means any cause beyond the reasonable control of a Party, including any act of God, outbreak, or epidemic of any kind, communicable and virulent disease, strike, flood, fire, embargo, boycott, act of terrorism, insurrection, war, explosion, civil disturbance, shortage of gas, fuel or electricity, interruption of transportation, governmental order, unavoidable accident, or shortage of labour or raw materials.

"FOIPPA" means the *Freedom of Information and Protection of Privacy Act*, R.S.A. 2000, Chapter F-25, as amended or superseded.

"Goods/Services" means the goods and/or services identified in this agreement.

"Governmental Authority" means any government, regulatory authority, commission, bureau, official, minister, court, board, tribunal, or dispute settlement panel or other law, rule, or regulation-making organization or entity having or purporting to have jurisdiction to exercise any administrative, executive, judicial, legislative, policy, regulatory, or taxing authority or power.

"Member" means any current and future members of Canoe during the Term, and any Canoe-represented associations and their current and future members during the Term. Canoe may also be considered a Member in its capacity as a purchaser of Goods/Services. In addition, to be a Member for the purposes of this Agreement, the Member must operate within the Territory during the Term. See <https://canoeprocurement.ca/canoe-current-future-members/> for a general list of Members.

"Parties" means both Canoe and the Supplier collectively, and **"Party"** means either one of them.

"Person" shall be broadly interpreted and includes any individual, partnership, limited partnership, joint venture, syndicate, sole proprietorship, corporation, with or without share capital, unincorporated association, trust, trustee, or other legal representative, Governmental Authority and any entity recognized by law.

"Personal Information" has the meaning ascribed to it in FOIPPA.

"Program" means the discounted price program designed by the Supplier for the purchase of Goods/Services by Members.

"Program Pricing" means the discounted pricing offered to Members as set out in this agreement.

"Purchase Agreement" or **"Participating Addendum"** means the agreement between the Supplier and a Member for the purchase of Goods/Services in accordance with this Agreement.

"Receiving Party" means, in connection with particular Confidential Information, the Party that received (directly or indirectly) the Confidential Information from the other Party, or the Party that collected or generated the Confidential Information on behalf of the other Party.

"Term" means the term of this Agreement, as set out in Section 1.2.

"Territory" means the provinces or regions identified in Schedule "B" – Supplier Response to the RFP.

"Trade-marks" means the trade-marks, logos, designs and other indicia used to identify and distinguish a Party and its goods or services in Canada and elsewhere, whether these are registered or not, which are set out in Article 4 (Trade-marks).

1.2 Term

This Agreement comes into effect on the Effective Date and shall continue in force for **until July 31, 2027**, unless terminated in accordance with its provisions. That initial term may be extended by up to **2 years** by Canoe.

1.3 Rules of Interpretation

This Agreement shall be interpreted according to the following provisions, unless the context requires a different meaning.

- (a) Unless the context otherwise requires, wherever used herein the plural includes the singular, the singular includes the plural, and each of the masculine and feminine includes the other gender.
- (b) References containing terms such as "includes" and "including", whether or not used with the words "without limitation" or "but not limited to", shall not be deemed limited by the specific enumeration of items but shall, in all cases, be deemed to be without limitation and construed and interpreted to mean "includes without limitation" and "including without limitation".
- (c) The division of this Agreement into articles and sections and the insertion of headings are for convenience of reference only and shall not affect the construction or interpretation of this Agreement.
- (d) "Hereof", "hereto" and "hereunder" and similar expressions mean and refer to this Agreement and not to any particular section or paragraph. References herein to "Article", "Section", or "Schedule" refer to the applicable article, section or schedule of this Agreement.
- (e) If any action is required to be taken pursuant to this Agreement on or by a specified date which is not a Business Day, then such action shall be valid if taken on or by the next succeeding Business Day.

1.4 Schedules

The following Schedules are incorporated by reference into and form part of this Agreement:

Schedule A	RFP Particulars
Schedule B	Supplier Response to the RFP
Schedule B1	Pricing
Schedule C	Marketing and Promotion of Agreement

1.5 Order of Priority

In the event of any conflict or inconsistency between any of the Articles of this Agreement and the Schedules to this Agreement, that conflict or inconsistency shall be resolved in the following (descending) order of priority:

- (a) Article 1 to Article 11 of this Agreement;
- (b) Schedule A (RFP Particulars);
- (c) Schedule B (Supplier Response to the Agreement)
- (d) Schedule B1 (Pricing)
- (e) Schedule C (Marketing and Promotion of Agreement)

provided that Schedule A (RFP Particulars) will supersede Article 1 to Article 11 of this Agreement if it expressly references the specific section or Article of this Agreement that it intends to supersede.

ARTICLE 2 PROGRAM ADMINISTRATION AND SUPPORT

2.1 Program Details

- (a) The Parties agree that Canoe administers the Program as set out in this Agreement. Through the Program, Members have the option to purchase from the Supplier, and the Supplier agrees to supply to Members, the Goods/Services at Program Pricing.
- (b) Members using the program may wish to enter into a separate Purchase Agreement or Participating Addendum negotiated directly with the Supplier that contains additional terms and conditions. The terms of that Purchase Agreement cannot be less favorable to the Member than this Agreement, nor shall they conflict with any provision of this Agreement.
- (c) The Parties agree that the Supplier is an independent supplier and is not the agent or partner of Canoe. Nothing contained in this Agreement shall create or be deemed to create the relationship of joint venture, partnership, or agency between the Parties. Neither Party shall represent itself as the joint venturer, partner or agent of the other. The Supplier has no authority to bind Canoe, and will not represent itself as having that authority.

2.2 Responsibilities of the Supplier

- (a) The Supplier will work and act in an ethical manner demonstrating integrity, professionalism, accountability, transparency and continuous improvement.
- (b) The Supplier will facilitate and administer the marketing and sales aspects of the Program as outlined in this Agreement – including Schedules A and B.
- (c) The Supplier will execute the engagement plan set out in Schedules A and B and will refine that plan over the course of the Term, and as reasonably requested by Canoe.

- (d) The Supplier acknowledges that Articles 1-11, Schedules A and B will be posted on www.canoeprocurement.ca.
- (e) The Supplier will provide prompt cooperation to Canoe and its representatives to ensure that the Program is effective and responsive to Members.
- (f) The Supplier will manage the transition of Members into the Program, and will take commercially reasonable efforts to ensure a prompt and seamless transition.
- (g) During the Term, the Supplier will continually provide Members with the Program Pricing for all Goods/Services.
- (h) The Supplier will communicate directly with Members regarding low stock levels, major discounts, and other time sensitive subject matter.
- (i) The Supplier will inform Canoe of important developments within the industry that affect the Program or the Goods/Services.
- (j) The Supplier will maintain the insurance required under Section 11.3 at all times during the Term.
- (k) The Supplier will provide the insurance documents, sales report and pay the administrative fee as required by Canoe on time.

2.3 Responsibilities of Canoe

- (a) Canoe will facilitate and administer the financial and payment aspects of the Program as outlined in this Agreement – including all the Schedules.
- (b) Canoe will act as a liaison between the Supplier and the Members, to help facilitate obtaining any information required in relation to the Program. Canoe will support the Supplier's Program marketing efforts by making information about the Program available to its Members.

2.4 Program Leads

- (a) Canoe and the Supplier will each designate a representative from its organization with the authority and competence to coordinate and manage its contributions to the Program on such Party's behalf (each a "**Program Lead**").
- (b) Once each quarter, or as otherwise reasonably requested by either Party, the Program Leads shall formally review the progress of the Program including any problems, concerns, results and any other information material to the progress and success of the Program. Such review shall occur by teleconference at a time mutually agreeable to the Program Leads.

2.5 No Guaranteed Volumes

Canoe makes no guarantee of the value or volume of purchases of Goods/Services by Members under the Program.

2.6 Exclusivity

Canoe makes no assurances that Members will exclusively purchase Goods/Services from the Supplier. Members are not bound to purchase Goods/Services through the Program and may contract with others for the same or similar goods or services.

2.7 Conflict of Interest

The Supplier shall take reasonable measures to ensure that its directors and officers involved in the Program promptly disclose to it any actual or reasonably suspected Conflict of Interest in connection with the Program. The Parties shall cooperate in determining whether a Conflict of Interest exists and how it will be addressed or avoided, and provided that if the Conflict of Interest cannot be resolved to Canoe's satisfaction, acting reasonably, Canoe may deem the Conflict of Interest to be a material breach of this Agreement by the Supplier.

ARTICLE 3 FINANCIAL MATTERS

3.1 Maximum Pricing

Except for pre-approved adjustments made pursuant to Section 8.1, all Pricing shall be fixed at or below the Pricing listed in Schedule B1 for the entire term of this Agreement including the extension period if exercised.

3.2 Administrative Fees

- (a) During the Term, the Supplier will pay to Canoe the Administrative Fee defined in Schedule B based on the aggregated invoiced value before tax of all Goods/Services acquired by all Members from the Supplier.
- (b) The Administrative Fee will be paid monthly on the fifteenth (15th) day of each month to Canoe via electronic funds transfer ("EFT") at accounting@canoeprocurement.ca.

3.3 Supplier Expenses

If previously agreed to in writing by Canoe, Canoe will reimburse the Supplier for legitimate and reasonable business expenses, upon invoice with proper proof of the expense having been incurred by the Supplier in performance of its activities under the Program.

3.4 Billings and Payment

- (a) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through the Supplier.
- (b) All invoices must include:
 - (i) a 'Bill To' section to the Member address;
 - (ii) a 'Ship To' section that includes the Member name, address, and Canoe Member number;

- (iii) Canoe contract number; and
- (iv) for each type of Goods/Services purchased by the Member:
 - (A) detailed description of what was purchased;
 - (B) quantities, unit price, discount rate(s), and extended price (these prices shall include any Administrative Fee based on Schedule B); and
 - (C) GST, PST, and/or HST number (stated separately).
- (c) Invoices should not include:
 - (i) any statement of an Administrative Fee or commission;
 - (ii) any statement that indicates a reduced amount for paying an invoice within a certain time frame.
- (d) To the extent Canoe or any Member requests reasonable supporting documentation regarding invoiced amounts, the Supplier shall promptly provide it and the period to pay that invoice shall be extended by the time period between the Supplier's receipt of that request and the delivery of the relevant supporting documentation to Canoe.
- (e) The Supplier shall ensure that any person ordering on behalf of a Member provides the Supplier with the Member's Canoe member number for electronic entry on the invoice.

3.5 Financial Reporting and Record-keeping

- (a) The Supplier will provide monthly reports to Canoe about Member purchases under the Program due no later than the fifteenth (15th) of each month. If there are no sales to report, the report will indicate \$0.
- (b) All reports are to be sent to accounting@canoeprocurement.ca in xls format.
- (c) All reports must include:
 - (i) Member name, number and address, province
 - (ii) Canoe contract number
 - (iii) Purchase order number
 - (iv) Transaction/PO date
 - (v) Accounting date
 - (vi) Delivery date
 - (vii) Sales for the reporting period
 - (A) Total purchase in Canadian dollars

- (B) Itemised shipping, freight, taxes, and earning total
 - (C) Contract applicable spend VS other fees
 - (D) If there are no sales to report, the report will indicate 0\$
- (d) Canoe has approval from participating Members to allow the Supplier to share their purchase data with Canoe for the purpose of financial reporting.
 - (e) The Supplier will provide segmented reporting on each of the provincial associations represented in this RFP.
 - (f) The Supplier will provide a business review to Canoe at least annually to discuss the Program sales performance and the deployment and effectiveness of marketing strategies.
 - (g) The Supplier will gather, maintain and collaborate with Canoe in respect to strategy, opportunities, legislative changes, Members and market intelligence as well as funding trends.
 - (h) The Supplier shall keep and maintain sufficient records in connection with the Program to substantiate that it has performed its obligations hereunder, including as they relate to the payment of the Administrative Fee.
 - (i) Canoe, its authorized representatives, or an independent auditor identified by Canoe may, at Canoe's expense, upon reasonable prior notice to the Supplier, review or audit the Supplier's records regarding the Supplier's performance of its obligations hereunder. The Supplier shall provide reasonable cooperation in connection with the foregoing and shall disclose or grant reasonable access to any information requested by Canoe, its authorized representatives or an independent auditor in connection with the Program or this Agreement.

ARTICLE 4

TRADE-MARKS

4.1 Trade-mark License and Branding

Each Party acknowledges that certain aspects of the Program may be co-branded, such that the name and certain trade-marks of both Parties are used by both Parties in materials prepared in connection with the Program. Each Party agrees that:

- (a) it is the sole owner of all right, title, and interest in and to its Trade-marks;
- (b) any use of the other Party's Trade-marks enures solely to the benefit of that Party and neither Party acquires any rights in the other Party's Trade-marks as a result of such use;
- (c) it shall maintain and exercise control over the character and quality of the use of its Trade-marks as used in association with the Program; and
- (d) whenever it uses the other Party's Trade-marks in accordance with this Agreement, it shall (i) use such Trade-marks strictly in accordance with that other Party's standards of quality and specifications for appearance and style as may be supplied by that Party from time to time; (ii)

use such Trade-marks only in the manner and form approved by that Party; (iii) clearly identify the use of the Trade-marks as a licenced use and identify the other Party as the owner of the Trade-marks, in any manner specified by the other Party from time to time; and (iv) not alter, modify, dilute or otherwise misuse the Trade-marks.

ARTICLE 5 REPRESENTATIONS AND WARRANTIES

5.1 Representations by Each Party

Each Party represents and warrants to the other that:

- (a) it has the authority to enter into this Agreement and carry out its obligations hereunder, and doing so will not result in a violation by it of any law or any rule, judgment, order, decree or similar act of any Governmental Authority;
- (b) this Agreement has been duly executed by it; and
- (c) it has not granted and shall not grant any rights or licenses and has not entered into and shall not enter into any agreement, either written or oral, that would conflict with this Agreement or the Program.

5.2 Representations by the Supplier

The Supplier represents and warrants that:

- (a) it is properly qualified, licensed, equipped, and financed to provide the Program and perform its obligations under this Agreement and any Purchase Agreement;
- (b) if the Supplier is a manufacturer or wholesale distributor, the Supplier has a documented relationship with a suitable dealer network where that dealer network is informed of, and authorized to accept, purchase orders pursuant to any Purchase Agreement on behalf of the Supplier – and any such dealer will be considered a subcontractor of the Supplier for the purposes of this Agreement;
- (c) It shall comply with all foreign and domestic applicable federal, provincial and municipal laws and regulations including but not limited to the obligations under *Fighting Against Forced Labour and Child Labour in Supply Chains Act*, S.C. 2023, c. 9.
- (d) all of its obligations will be carried out by qualified personnel and all work will be performed in a professional manner;
- (e) it is not aware of any proceeding in progress or pending or threatened that might be expected to have a materially adverse effect on the Program or impact its ability to meet its obligations under this Agreement; and
- (f) after due inquiry, it is not aware of any circumstances which do or might cause a Conflict of Interest in respect of its participation in the Program.

ARTICLE 6

CONFIDENTIAL INFORMATION

6.1 Use and Non-Disclosure of Confidential Information

The Receiving Party agrees not to:

- (a) use Confidential Information for any purpose except to carry out the Program; or
- (b) grant access or disclose Confidential Information to any person except to those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the information in order to carry out the Program, and who are bound by obligations to protect the Confidential Information that are substantially similar to those set out in this Agreement (provided that the Receiving Party remains liable for any breach of confidence cause by such persons).

6.2 Protection

The Receiving Party agrees that it will take all reasonable measures to protect the Confidential Information from loss, theft or any use or disclosure not permitted under this Agreement, which measures shall include:

- (a) taking reasonable measures to ensure that only those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the Confidential Information in order to carry out the Program have access to such limited Confidential Information as may be necessary for their duties; and
- (b) taking the highest degree of care that the Receiving Party utilizes to protect its own Confidential Information of a similar nature, but no less than a reasonable degree of care, given the nature of the Confidential Information.

6.3 Mandatory Disclosure

Notwithstanding Section 6.2(b), the Disclosing Party acknowledges and agrees that the Receiving Party may be required by law or a Governmental Authority to disclose Confidential Information. If the Receiving Party believes that the disclosure of Confidential Information is or is about to be required by law or Governmental Authority, it will notify the Disclosing Party of the circumstances and scope of the disclosure – with an oral notice provided as soon as reasonably possible and as much in advance of the impending disclosure as possible, and such oral notice confirmed in writing promptly thereafter – and will provide reasonable assistance in resisting such disclosure.

6.4 Notice of Unauthorized Use or Disclosure

The Receiving Party agrees to notify the Disclosing Party of any actual or reasonably suspected loss, theft or unauthorized use or disclosure of Confidential Information that may come to its attention – with an oral notice provided immediately, and confirmed in writing promptly thereafter.

6.5 No Proprietary Right

The Receiving Party agrees that it acquires no right, title or interest to the Confidential Information, except a limited right to use that Confidential Information in connection with the Program. All Confidential Information shall remain the property of the Disclosing Party (to the extent possible) and no licence or other right, title or interest in the Confidential Information is granted hereby.

6.6 Return / Non-Use of Confidential Information and Other Related Materials

On receipt of a written demand from the Disclosing Party, and in any event within twenty (20) days after the expiry or termination of this Agreement, the Receiving Party shall immediately return all Confidential Information, including any related Confidential Material, to the Disclosing Party, or, if instructed by the Disclosing Party to destroy any Confidential Information, shall securely destroy that Confidential Information and related Confidential Material and provide a written certificate to the Disclosing Party certifying the destruction of such Confidential Information and Confidential Material. This Section 6.6 shall not apply to routinely made back-up copies of Confidential Information in electronic form, or to archival copies required to be retained under the applicable law, provided that the Receiving Party shall comply with this Agreement in respect of such copies.

6.7 Freedom of Information Laws

- (a) The Supplier acknowledges that Canoe is subject to FOIPPA and that any information provided to Canoe in connection with the Program or otherwise in connection with this Agreement, or held on Canoe's behalf, may be subject to disclosure in accordance with FOIPPA. The Supplier also acknowledges that Members may be subject to other freedom of information legislation, which may similarly require them to disclose any information provided to them or held on their behalf in connection with the Program or any Purchase Agreement.
- (b) To support Canoe's compliance with FOIPPA, the Supplier will:
 - (i) provide Canoe-related records to Canoe within seven (7) days of being directed to do so by Canoe;
 - (ii) promptly refer to Canoe all requests made to the Supplier by third parties referencing FOIPPA or other public sector freedom of information laws;
 - (iii) not access any Personal Information on Canoe's behalf unless Canoe determines, in its sole discretion, that access is permitted under FOIPPA and is necessary in order to provide the Program and/or Goods/Services to Members under the Program;
 - (iv) keep Canoe Confidential Information physically or logically separate from other information held by the Supplier;
 - (v) not destroy any information related to Program Administration until seven (7) years after the termination of this Agreement unless authorized in writing by Canoe to destroy it sooner;
 - (vi) implement other specific security measures requested by Canoe that in the reasonable opinion of Canoe would improve the adequacy and effectiveness of the Supplier's

measures to ensure the security and integrity of Canoe Confidential Information (including, for greater certainty, information about or provided by any Member).

ARTICLE 7 INDEMNITY AND LIABILITY

7.1 Liability for Representatives

Each Party shall be responsible for any breach of this Agreement by its directors, officers, and employees – provided that Canoe shall not be responsible for the decisions, actions or omissions of any Member, including for the performance by any Member of its obligations under a Purchase Agreement.

7.2 Indemnity

(a) Subject to the limitation of liability set out in Section 7.3 (and in the case of Canoe, subject to Section 7.1), each Party (an "**Indemnifying Party**") shall indemnify, defend (at its expense) and hold the other Party (the "**Indemnified Party**") and its directors, officers, employees, contractors and agents (collectively, the "**Indemnitees**") harmless in respect of any action, claim, demand, cost, charge, losses, and expenses (including legal costs on a substantial indemnity basis), whether or not well-founded, ("**Losses**") brought against or suffered by the Indemnitees arising out of or related to:

- (i) claims for bodily injury, including death, and claims asserted by third parties for bodily injury, including death;
- (ii) claims for loss or damage to tangible property, and claims asserted by third parties for loss or damage to tangible property; or
- (iii) any breach of the Indemnifying Party's obligations, representations or warranties in the Agreement;

except to the extent that such Losses were not caused by the Indemnifying Party or any person for whom it was responsible. The foregoing indemnity shall be conditional upon the Indemnified Party notifying the Indemnifying Party as soon as is reasonably practicable in the circumstances of any Losses in respect of which this indemnity may apply and of which the Indemnified Party has knowledge, and the Indemnitee cooperating with the Indemnifying Party in the defence of any such claim or action. No such claim or action shall be settled or compromised by the Indemnifying Party without the Indemnified Party's prior written consent.

(b) The indemnity obligations hereunder will be enforceable without right of set-off or counterclaim as against the Indemnitee. The Indemnifying Party will, upon payment of an indemnity in full under this Agreement, be subrogated to all rights of the Indemnitee with respect to the claims and defences to which such indemnification relates.

7.3 Limitation of Liability

In no event shall either party, its affiliates or any of their respective directors, officers, employees, agents, or subcontractors, be liable to the other party for any claim for punitive, exemplary, aggravated, indirect, consequential or special damages in connection with this agreement, including without limitation

damages for loss of profits or revenue, or failure to realize expected savings, howsoever derived. The foregoing shall not supersede the terms of any purchase agreement which provide otherwise.

7.4 Equitable Relief

Each Party acknowledges and agrees that, in the event of any breach or anticipated breach of the provisions of this Agreement relating to Confidential Information or privacy, damages alone would not be an adequate remedy, and agree that the non-breaching Party shall be entitled to equitable relief in respect of that breach, such as an injunction, in addition to or in lieu of damages and without being required to prove that it has suffered or is likely to suffer damages.

ARTICLE 8 CHANGES AND TERMINATION

8.1 Product and Pricing Change Requests

- (a) If the Supplier wishes to adjust Program Pricing or Products, the Supplier must provide Canoe with at least thirty (30) days prior written notice to request any increase or decrease in prices using the Change Request Form. To ensure timely consideration of the request, the Supplier must comply with the instructions set out in the Change Request Form.
- (b) Canoe shall consider all duly completed Change Request Forms and shall notify the Supplier of whether the Program Pricing, products or other change is acceptable or not within twenty (20) days of receipt of the Change Request Form. Canoe shall not unreasonably withhold its approval to any requested change – provided that Canoe may refuse any change in Program Pricing prior to the first anniversary of the Effective Date for any reason or without giving any reason.

8.2 Reduction in Scope

Canoe may, on thirty (30) days prior written notice to the Supplier, reduce the scope of the Goods/Services provided under the Program by identifying specific Goods/Services that will not longer be part of the Program.

8.3 Termination by Either Party

A Party may, without liability, cost or penalty, terminate the Agreement on written notice to the other where such other Party fails to perform or observe any material term or obligation of the Agreement and such failure has not been cured within fifteen (15) days of written notice of such failure being provided to that Party.

8.4 Termination by Canoe

Canoe shall be entitled to terminate the Agreement, without liability, cost, or penalty:

- (a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to the Vendor;

- (b) on written notice to the Supplier where the Supplier: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business;
- (c) on thirty (30) days' written notice to the Supplier, following the occurrence of any material change in Canoe's requirements which results from regulatory or funding changes or recommendations issued by any Governmental Authority; or
- (d) on written notice to the Supplier if the Supplier breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.5 Termination by the Supplier

- (a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to Canoe;
- (b) on written notice to Canoe where Canoe: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business or operations; or
- (c) on written notice to Canoe if Canoe breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.6 Orderly Termination

- (a) In the event of termination or expiry of the Agreement, each Party shall cooperate to effect an orderly wind-up of the Program. Within thirty (30) days of termination or expiry, each Party shall pay to the other any amounts owed to that other Party under this Agreement.
- (b) In the event of a termination of this Agreement by Canoe pursuant to Section 8.4, the Supplier shall be liable to Canoe for any costs incurred by Canoe and corresponding Administration Fees as a result of the notice of default and termination of this Agreement.

8.7 No Limitation of Remedies

Any termination of the Agreement shall not limit any Party's rights or remedies either in law or in equity.

8.8 Survival

In addition to any other provision dealing with the survival of obligations hereunder, all of the obligations regarding Confidential Information, privacy, indemnifications, disclaimers and limitations on liability set out in this Agreement shall survive the expiry or termination of this Agreement, as shall all any other provisions which, by their nature, ought reasonably to survive expiry or termination.

Notwithstanding any expiration or termination of this Agreement, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 9 through 11 survive the expiration or cancellation of this Agreement. All other rights will cease upon expiration or termination of this Agreement.

ARTICLE 9 FORCE MAJEURE

9.1 General

Except as expressly provided otherwise in the Agreement, dates and times by which a Party is required to render performance under this Agreement shall be postponed to the extent and for the period of time that such Party is prevented from meeting such dates and times by an Event of Force Majeure.

9.2 Notice and Performance

Where an Event of Force Majeure occurs, the Party that is delayed or fails to perform shall give prompt notice to the other Party, and shall use reasonable efforts to render performance in a timely manner.

9.3 Right to Terminate

In the event that a Party's inability to perform due to an Event of Force Majeure continues for longer than forty-five (45) days, the Party that received (or which was entitled to receive) notice pursuant to this Article may terminate this Agreement by written notice to the other Party without further liability, expense, or cost of any kind.

ARTICLE 10 DISPUTE RESOLUTION

10.1 General

- (a) Subject to Section 7.4, in the event of any dispute concerning this Agreement, the Parties agree dispute will be escalated to the highest level of management within their respective organization and given at least seven (7) days to resolve the matter in good faith by such persons. Subject to the provisions of the Agreement, each Party shall continue performing its obligations during the resolution of any dispute, including payment of undisputed amounts then due. If a dispute cannot be resolved between the organizations, the parties agree to resolve the dispute through arbitration.
- (b) This Article 10 shall not:
 - (i) apply to claims by third parties; or
 - (ii) prevent either Party from seeking an injunction or other equitable relief pursuant to Section 7.4.

10.2 Election

If elected by a Party, any breach or claim arising out of or relating to this Agreement or the breach thereof, may be settled by arbitration in accordance with the *Arbitration Act*, R.S.A. 2000, Chapter A-43 and judgment upon the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.

10.3 Arbitration Site and Arbitrator

The arbitration shall be held at the City of Edmonton or at such other site mutually determined by the Parties. Where the Parties are unable to agree upon an arbitrator who is willing to serve within seven (7) days of receipt of a demand to arbitrate by a Party, then either Party may apply to the Court of King's Bench for the appointment of an arbitrator willing to serve.

10.4 Procedure

The arbitrator shall determine the procedure for the arbitration. Such procedure shall include at least one opportunity for written submissions by or on behalf of each Party and may include proceedings by way of exchange of oral argument, hearings with or without witnesses, and such other procedures as the arbitrator deems appropriate. The arbitrator shall have no power to amend the provisions of the Agreement. The proceedings shall be confidential, and the arbitrator shall issue appropriate protective orders to safeguard both Parties' Confidential Information. The arbitrator shall have the right, but not the obligation, to order that the unsuccessful Party pay the fees of the arbitrator, which shall be designated by the arbitrator. If the arbitrator is unable to designate an unsuccessful Party or does not order the unsuccessful Party to pay all such fees, the arbitrator shall so state, and the fees shall be split equally between the Parties.

ARTICLE 11 GENERAL

11.1 Notices

Any notice, demand or other communication to be given or made under this Agreement (a "**Notice**") shall be in writing and shall be sufficiently given or made if:

- (a) delivered in person (including by commercial courier) during a Business Day and left with a receptionist or other responsible employee of the relevant Party at the applicable address set forth below;
- (b) sent by registered mail to the applicable address set forth below; or
- (c) sent by any electronic means of sending messages which produces a paper record (an "**Electronic Transmission**") on a Business Day charges prepaid.

The Parties respective addresses and contact persons are set out in 11.2. Each Notice sent in accordance with this Section shall be deemed to have been received:

- (i) if delivered in person, on the day it was delivered;

- (ii) on the third Business Day after it was mailed (excluding each Business Day during which there existed any general or rotating interruption of postal services due to strike, lockout or other cause); or
- (iii) on the first Business Day after it was sent by Electronic Transmission.

The Parties may change their address for Notice by giving Notice to the other in accordance with this Section.

11.2 Contact Information for Notices

Any Notice to Canoe shall be addressed to:

CANOE PROCUREMENT GROUP OF CANADA
2510 Sparrow Drive
Nisku, Alberta T9E 8N5

Attention: Tyler Hanneman, General Manager of Canoe
Tel: 780.955.8403
Email: Tyler@canoeprocurement.ca

Any Notice to the Supplier shall be addressed to:

UAP Inc.
7025 Ontario Street
Montreal, QC, Canada H1N 2B3

Attention: Justin Kidd, Fleet and Government BDS
Tel: (587) 596-4333
Email: jkidd@uapinc.com

11.3 Insurance Obligations

The Supplier shall maintain for the Term, at its own cost and expense, with insurers having a secure A.M. Best rating of B+ or greater, or the equivalent, all the necessary and appropriate insurance that a prudent person carrying out a project similar to its contribution to the Program would maintain, including commercial general liability insurance on an occurrence basis for third party bodily injury, personal injury and property damage, to an inclusive limit of not less than \$5,000,000.00 per occurrence. The policy shall include the following:

- (a) the Indemnitees as additional insureds with respect to liability arising in the course of performance of the Supplier's obligations under, or otherwise in connection with, the Agreement or the performance with the Supplier (or its representatives, agents, dealers and distributors) under a Purchase Agreement;
- (b) a cross-liability clause;
- (c) contractual liability coverage; and

(d) a thirty (30) day written notice of cancellation, termination or material change.

The Supplier shall provide Canoe with certificates of insurance or other proof as may be requested by Canoe, that confirms the insurance coverage as provided for above.

The Supplier will maintain Workers Compensation Board coverage throughout the Territory and maintain their Certificate of Recognition designation for the Term.

11.4 Public Announcements

The Supplier shall not make any public statement or issue any press release concerning the Program except with the prior approval of Canoe or as may be necessary, in the opinion of counsel to the Supplier to comply with the requirements of applicable law. When seeking the prior approval of Canoe, the Parties will use all reasonable efforts, acting in good faith, to agree upon a text for such statement or press release which is satisfactory to both Parties.

11.5 Governing Law and Forum

This Agreement shall be governed by, interpreted and enforced in accordance with the laws of the Province of Alberta and the federal laws of Canada applicable therein (excluding any conflict of laws rule or principle that might refer such interpretation to the laws of another jurisdiction). Each Party hereby irrevocably attorns to the non-exclusive jurisdiction of the courts of the Province of Alberta for all matters relating to the subject matter of this Agreement.

11.6 Entire Agreement

This Agreement constitutes the entire agreement between the Parties pertaining to the subject matter hereof and supersedes all prior agreements, negotiations, discussions and understandings, written or oral, between the Parties. There are no representations, warranties, conditions, other agreements or acknowledgements, whether direct or collateral, express or implied, which induced any Party to enter into this Agreement or on which reliance is placed by any Party, except as specifically set forth in this Agreement.

11.7 Amendment and Waiver

This Agreement may be amended, modified or supplemented only by a written agreement signed by both Parties. Any waiver of, or consent to depart from, the requirements of any provision of this Agreement shall be effective only if it is in writing and signed by the Party giving it, and only in the specific instance and for the specific purpose for which it has been given. No failure on the part of either Party to exercise, and no delay in exercising, any right under this Agreement shall operate as a waiver of such right. No single or partial exercise of any such right shall preclude any other or further exercise of such right or the exercise of any other right.

11.8 Severability

If any part of this Agreement is held by a court of competent jurisdiction to be illegal, unenforceable or invalid, it will, be severed from the rest of this Agreement, which shall continue in full force and effect, so long as the economic or legal substance of the matters contemplated hereby is not affected in any manner materially adverse to either Party.

11.9 Assignment

This Agreement may not be assigned by either Party without the prior written consent of the other Party.

11.10 Time of Essence

Time shall be of the essence in this Agreement.

11.11 Further Assurances

Each Party will take all necessary actions, obtain all necessary consents, file all necessary registrations and execute and deliver all necessary documents reasonably required to give effect to this Agreement.

11.12 Counterparts

This Agreement may be executed in any number of counterparts. Either Party may send a copy of its executed counterpart to the other Party by Electronic Transmission instead of delivering a signed original of that counterpart. Each executed counterpart (including each copy sent by Electronic Transmission) will be deemed to be an original; all executed counterparts taken together will constitute one agreement.

IN WITNESS WHEREOF the Parties have executed this Agreement as of the date first written above.

CANOE PROCUREMENT GROUP OF CANADA

By: _____
 Name: Tyler Hanneman
 Title: General Manager, Canoe Procurement Group

Supplier Legal Name: **UAP INC.**

By: _____
 Name: Alain Masse
 Title: President

By: _____
 Name: Frank Pipito
 Title: Executive Vice President, CFO

By: _____
 Name: Roy Moussa
 Title: Vice President Western Canada and National Major Accounts

SCHEDULE "A"

RFP PARTICULARS

PART B – RFP PARTICULARS

A. THE “DELIVERABLES”

SOLUTIONS-BASED SOLICITATION

This solicitation and contract award process is a solutions-based solicitation; meaning that Canoe is seeking services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by industry standards.

The scope of this RFP is financial audit services. Proponents may include related services to the extent that these solutions are complementary to the audit services being proposed.

1. Requested goods

The lubricants must cater to a diverse range of applications and equipment used in municipalities, academic institutions, school boards, and healthcare organizations. They play a critical role in ensuring the smooth functioning and longevity of their respective operations.

2. Utilisation of the contract – Canoe members

Canoe members may choose but are not obligated to utilise the services during the term of the agreement. There is no minimum guarantee of usage.

Past usage indicates approximately 350 000 litres per year.

General/Standard Purpose Lubricants and Fluids

Automotive and Vehicle Maintenance:

- Engine oils
- Transmission fluids
- Hydraulic oils
- Gear oils
- Greases (for chassis components)

Industrial Machinery and Equipment:

- Hydraulic oils
- Gear oils
- Cutting fluids (for metalworking operations)
- Compressor oils
- Specialty lubricants (based on specific machinery requirements)

Facilities and Facility Maintenance:

- Multi-purpose lubricants
- Penetrating oils
- Silicone lubricants
- HVAC lubricants
- Refrigeration oils
- Elevator oils and greases
- Escalator lubricants

- Faucet and valve lubricants
- Conveyor lubricants

Parks, Recreation, Arborist and Tree Care Operations:

- Bar and chain oils (for chainsaws)
- Pruner and lopper oils
- Pole saw oils
- Hedge trimmer oils
- Wood chipper oils
- Lubricants for playground equipment and outdoor recreational facilities
- Lubricants for park maintenance machinery (e.g., fitness machines, turf equipment)

These lubricants cover a wide range of applications across automotive, industrial, facility maintenance, and recreational operations. It's important to note that the specific lubricants required may vary based on the equipment, machinery, and operational needs of individual Canoe member.

Specialty Lubricants and Fluids

High-temperature lubricants:

These specialty fluids are designed to withstand extreme heat conditions and maintain lubrication effectiveness in high-temperature environments, such as industrial machinery operating at elevated temperatures or automotive components subjected to high thermal loads.

Food-grade lubricants:

These fluids are specially formulated to comply with food safety regulations and can be used in applications where lubricants may come into incidental contact with food products. Food-grade lubricants are commonly used in food processing equipment, food packaging machinery, and other related applications.

Environmentally friendly lubricants:

Also known as eco-friendly or biodegradable lubricants, these fluids are developed to have reduced environmental impact, often being formulated with biodegradable base oils and additives. They are used in applications where environmental regulations or sustainability goals are a priority, such as marine operations, forestry equipment, and sensitive ecosystems.

Synthetic lubricants:

Synthetic fluids are engineered lubricants with superior performance characteristics compared to conventional mineral-based lubricants. They offer advantages such as extended equipment life, improved resistance to oxidation and thermal breakdown, better cold-weather performance, and enhanced lubricity. Synthetic lubricants find applications across various industries, including automotive, industrial, and specialized machinery.

It's important to note that the specific lubricants and their applications may vary depending on the unique requirements and operations of each member of Canoe. Successful suppliers should be prepared and able to source unique requirements for members, upon request.

Containerization & Packaging

Products may be ordered in various containerized methods for convenience, ease of handling, and efficient transportation. Commonly required containerized methods for supplying lubricants include:

Drums:

Lubricants can be packaged and supplied in standard-sized drums, typically made of steel or plastic. Drum sizes commonly range from approximately 55 gallons (208-215 liters) to smaller sizes like 5 gallons (18.9 liters). Drums are stackable, easy to handle, and can be shipped on pallets.

Intermediate Bulk Containers (IBCs):

IBCs, also known as totes or bulk containers, are large containers typically made of plastic or metal. They have capacities ranging from 200 gallons (750 liters) to 330 gallons (1,250 liters) or more. IBCs are designed for bulk transportation and storage, and they can be stacked and moved with forklifts or pallet jacks.

Bulk Tankers:

For high-volume lubricant supply, bulk tankers are used. These tankers are specialized vehicles that transport large quantities of lubricants in liquid form. They are commonly used for direct delivery to bulk storage tanks at the customer's site.

Cubes and Pouches:

Some lubricant suppliers provide lubricants in cubes or pouches, which are smaller containers designed for easy handling and use. Cubes typically have volumes ranging from 1 gallon (3.8 liters) to 10 gallons (38 liters), while pouches are smaller single-use packages. These containers are often used for retail or smaller-scale applications.

Grease Cartridges:

Greases, which are semi-solid lubricants, are frequently supplied in cartridges. Grease cartridges are convenient, single-use containers that are inserted into grease guns for easy application. They are commonly used for manual lubrication in automotive, industrial, and maintenance applications.

Delivery and Logistics

Delivery arrangements will be determined at the member level. Each member organization will have its own unique requirements and preferences regarding delivery schedules, shipping methods, and logistics.

Suppliers will engage directly discussions with the member organization(s) they will be supplying to. This allows for a tailored dealer/distribution plan to be reached, addressing factors such as:

The supplier and member organization will establish the frequency and timing of deliveries based on the member's specific needs and operational requirements. This could be daily, weekly, monthly, or on an as-needed basis.

The member will determine the quantities to be ordered and delivered in each shipment, considering the member's usage patterns and inventory management practices.

Shipping methods: The parties would discuss and agree upon the most suitable shipping methods, which could involve the supplier arranging their own transportation or utilizing third-party logistics services.

Packaging and labeling: In addition to any legal obligations for product packaging and labeling, the supplier would ensure that the lubricants are appropriately packaged and labeled in accordance with any specific requirements outlined by the member organization, such as special handling instructions or specific safety information (e.g., special handling requirements set out in a collective agreement).

3. Requirements

Proponents should provide a compelling proposal that will easily and clearly show overall best value based on the scope represented in this Solicitation. Best value will include but not be limited to addressing the following in your RFP submission:

- Competitive pricing across the span of services offered beyond a defined service offering;
- Our Members ask; how fast, how much, how can I access the services, how can I set up my own review, does it matter where I'm located, how easy is it to access the services, how does this support the local economy and is this trade agreement compliant, can my entity benefit by using this contract, is there someone that can answer my questions, do you care about me as a customer, what is the level of service I can expect, how will this impact my entity's operations and bottom line effectively?

To support an industry leading value-based solution, Canoe is requesting that all interested proponents provide a thorough and comprehensive description of their ability to deliver on the Deliverables when answering the questions in the Procurement Portal.

B. MANDATORY SUBMISSION REQUIREMENTS

1. Submission Form and Specification Questionnaires

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided.

2. Pricing

Each proposal must include pricing information that complies with the instructions set out in the Procurement Portal.

SCHEDULE "B"

SUPPLIER RESPONSE TO THE RFP

CAN-2024-006 - Supply of Lubricants

Opening Date: March 18, 2024 3:03 PM

Closing Date: May 28, 2024 3:00 PM

Vendor Details

Company Name: Napa Auto Parts

Does your company conduct business under any other name? If yes, please state: UAP Inc.

Address: 7025 Ontario Street East
Montreal, Quebec H1N 2B3

Contact: Sue Murray

Email: sumurray@uapinc.com

Phone: 343-363-5493

Fax: 343-363-5493

HST#: 105436570RT0001

Submission Details

Created On: Tuesday March 19, 2024 09:14:55

Submitted On: Tuesday May 28, 2024 13:19:00

Submitted By: Sue Murray

Email: sumurray@uapinc.com

Transaction #: fcd0084b-73e4-46ef-a6b7-cbcd8b18e55e

Submitter's IP Address: 149.19.52.45

Proponents must review and complete the requirement lists and questionnaires as part of their submission.

Corporate Profile

Line Item	Question	Response *
1	Proponent Legal Name (and applicable d/b/a if any):	UAP Inc. (NAPA Auto Parts)
2	Proponent Address:	7025 Ontario Street East, Montreal, QC, Canada H1N 2B3
3	Proponent website address:	www.napacanada.com
4	Proponent's Authorized Representative (name, title, email address & phone): (The representative must have authority to sign on behalf of the Proponent):	Justin Kidd (Fleets & Government BDS) jkidd@uapinc.com 7025 Ontario Street, Montreal, QC, Canada H1N 2B3 (587) 596-4333
5	Proponent's primary contact for this proposal (name title address email address & phone):	Justin Kidd (Fleets & Government BDS) jkidd@uapinc.com 7025 Ontario Street, Montreal, QC, Canada H1N 2B3 (587) 596-4333
6	Proponent's other contacts for this proposal if any (name title address email address & phone):	Sue Murray (Fleets & Government BDS) sumurray.com@uapinc.com 7025 Ontario Street, Montreal, QC, Canada H1N 2B3 (343) 383-5493
7	Proponent GST registration number:	#R105436570
8	If the Proponent is representing a consortium, each member of that consortium:	n/a
9	Provide a brief history of your company, including your company's core values, business philosophy, and longevity in the industry relating to this solicitation.	Refer to section 1 of the RFP 2024-066 Supply of Lubricants Written Proposal
10	Provide all "Suspension or Debarment" from public entities in Canada your organisation is currently subject to.	n/a

Bill S-211 declaration

Line Item	Bill S-211	Answer *
1	<p>Does the Proponent identify itself as an "entity" as defined under the Fighting Against Forced Labour and Child Labour in Supply Chains Act or "Bill S211"?</p> <p>As per Bill S211 an "Entity" means a corporation or a trust, partnership or other unincorporated organization that</p> <p>(a) is listed on a stock exchange in Canada;</p> <p>(b) has a place of business in Canada, does business in Canada or has assets in Canada and that, based on its consolidated financial statements, meets at least two of the following conditions for at least one of its two most recent financial years:</p> <p>(i) it has at least \$20 million in assets,</p> <p>(ii) it has generated at least \$40 million in revenue, and</p> <p>(iii) it employs an average of at least 250 employees; or</p> <p>(c) is prescribed by regulations,</p> <p>Please note that the response to the information is being collected as data collation for internal use only. The response provided either yes or no has no bearing on the ability for Proponents to respond to this RFP.</p>	<p><input checked="" type="radio"/> Yes</p> <p><input type="radio"/> No</p>

Geographical coverage for offering

Line Item	Province/Territory	Do you currently offer goods in this area? *	Is this area included in your offering for this RFP *	Comments
1	Alberta	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
2	British-Columbia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
3	New-Brunswick	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
4	Manitoba	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
5	Newfoundland and Labrador	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
6	Northwest Territories	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
7	Nova-Scotia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
8	Nunavut	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
9	Ontario	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
10	Prince Edward Island	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
11	Québec	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
12	Saskatchewan	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	
13	Yukon	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	

Experience and program offering

Line Item	Question	Reponse *
1	Provide a high level description of the goods that you are offering in your proposal. Provide information on the quality standards and certifications of your goods. You can attach a more detailed list in the procurement portal.	NAPA Canada has outlined a small sample of its offering in the pricing forms on this submission. NAPA intends to make available for the purposes of this tender - to Canoe and its membership - our complete offering of OIL and CHEMICAL Products. Please see Appendix A - Complete Offering and Discount Levels in written proposal.
2	What is your Canadian public sector market share for the solutions that you are proposing?	UAP is the leader in automotive aftermarket parts distribution in Canada. There are about 2 515 stores in the industry, of which 571 are operated under our NAPA or Altrom-Autocamping brands (22.7%). "Oil and Lubricants" is one of our top selling product categories.
3	What do you consider to be the top three market differentiators of your products/services relative to this solicitation?	# of Locations Team & Local Support in all markets Experience
4	If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?	NAPA Canada works with a network of Suppliers and Manufacturers across the country to ensure adequate access to quality product for all customers in Canada. Should we be the successful proponent we are happy to provide any written documentation requested by Canoe from our Vendors.
5	If your company is best described as a manufacturer or service provider, please describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	N/A
6	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	n/a
7	Within this RFP category there may be subcategories of products. List subcategory titles that best describe your products and services.	Please see Appendix A - Complete Offering and Discount Levels - this is a comprehensive listing of all products offered by NAPA in this RFP Category.
8	Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America.	As the incumbent, we understand that many elements of this proposal are already in place under our current contract with CANOE, however we understand that new requirements may have come into effect since the inception of the previous contract. Should NAPA be the successful proponent, we are amenable to discussing changes/updated requirements/amendments to currently supplied services and welcome any discussions that Canoe Procurement Group and/or its Leadership Team deem necessary.

Supply Chain Reliability

Line Item	Question	Response *
1	Describe your production capacities and inventory management strategies.	With over 650M in Stocked inventory across Canada, NAPA is well positioned to provide the products that its customers need when they need them. We can easily adjust inventory stocking levels at the local level as well as in any of our 9 Distribution Centres to accommodate customer needs.
2	Explain your lead times for order fulfillment and detail your supply chain resilience measures, including contingency plans for potential disruptions.	<p>NAPA has the ability to deliver daily to all locations across Canada from our Distribution Centres.</p> <p>(a) Back-orders reports are generated and monitored daily. Should the required items become back-ordered, NAPA will reach out to the issuer of the PO and advise. At that time an estimated back-order fulfillment time frame will be provided. Should the CANOE member be unable to wait for the back-ordered item(s), then NAPA will work with that member to identify alternative sources for the product. Should there be any variation in pricing, this will be discussed, and approved in writing by the CANOE member prior to alternative product being ordered. If, at any time, while waiting for a back-ordered item, circumstances change, and the CANOE member determines that it is unable to wait any longer, NAPA will work with the CANOE member on the same alternative solutions.</p> <p>(b) NAPA monitors and adjusts inventory based on several KPIs. These metrics are used for real-time order replenishment as well as forecasting inventory requirements. As such, inventory is always kept on hand in advance of anticipated need. Should the CANOE member have insight into a projected change in inventory and volume requirements, this should be communicated to the Major Accounts Fleet & Government Team (contact information in Section 1.3). Should a backorder situation arise, actions to be taken can be found in Section 1.4 (a).</p> <p>(c) When each shipment is created, associated Bill of Lading (BoL) is generated. The BoL provides a tracking number for the shipment. Should it be necessary, NAPA can trace a missing shipment with the Bill of Lading. Depending on the nature of the issue, the missing shipment can be rerouted, or a replacement can be shipped. *Please note that this would be for Bulk Deliveries, or Deliveries shipped to the CANOE Member on a pallet and via a third-party carrier</p> <p>NAPA remains steadfast and prepared, should the need for an emergency order arise. NAPA understands the scope of the project laid out in the RFP and that CANOE is seeking proposals from qualified Proponents to supply their members in an efficient and cost-effective manner. Embedded in the process and structure of the current ordering and inventory replenishment system are provisions for Emergency Order Scenarios.</p> <p>NAPA's strategies and goals are in line with that of Canoe Procurement Group. NAPA Auto Parts has over 80 years of parts/product procurement experience and we are confident that with our distribution network and experience, we are the qualified proponent to ensure that CANOE's members receive the products they need when they need them.</p> <p>Process</p> <p>NAPA's intention is not to disrupt a productive, efficient operational flow but rather to enhance it. Should an emergency arise, Canoe Procurement Group should contact the Key Account Manager (contact information in Section 1.3, and in Appendix B). At that time, and depending on the specific Emergency scenario, the Key Account Manager, will advise whether standard order process should be followed, or whether an alternate process is advisable. All Emergency Orders, and methods of transmission, packing, shipping, and delivery, will be determined on an ad-hoc basis, according to each individual situation.</p> <p>Although under the current Agreement, there is an established process in place, in the spirit of progress and innovation, NAPA is willing to work with Canoe Members to identify any areas within this process which could be improved or streamlined. NAPA agrees to and encourages, an authorized request process that promotes expedience, accountability, and traceability of materials for both parties.</p> <p>barcoding. Once all packaging, shipping, and delivery requirements/documents have been verified, the materials will be shipped to Canoe Procurement Group in North Sydney.</p> <p>Invoicing of the materials (including in emergency situations) will be in accordance with the process, procedure, and format laid out in this RFP.</p>

Engagement , Marketing and Training

Line Item	Question	Response *
1	Describe the engagement and marketing strategy your company will implement if successful in this solicitation. Your answer should be specific to the various types stakeholders involved.	As an incumbent supplier we already do business across the country with members today. We will continue what we do today and will discuss any needs/changes if awarded.
2	Collaboration between Canoe and the vendor is essential to the buy-in of group purchasing by vendors and their distribution network. What do you expect Canoe's role to be in demonstrating the value of the contract?	We expect Canoe to communicate with all their members of the opportunity to work with our team as well as the how to's. To reach out to us if they need anything at anytime in regards to one customer, a group or just an everyday business question(s). Any introductions between our supporting team and a member are welcome. We would also like the CRM's to work with us on some potential training with our sales teams to learn and understand your approach and the details required for us to work a successful as possible with each other.
3	Describe how you will train your sales force and distribution network on the value of utilizing the group purchasing such as the Canoe contract for public sector and non for profit clients. Include details on measure you will put in place, such as type and cadence of engagement etc.	The services offered through our proposed NAPA Major Accounts partnership include but are not limited to, procuring the correct parts for the repair and maintenance of Members' motorized fleet, small engines, and other equipment. NAPA will continue to provide product knowledge and training to technicians, as well as work with Canoe Procurement Group Members to ensure correct inventory levels and replenishment, inventory relevance, and accurate pricing. NAPA will also make available to Canoe Procurement Group our expertise and knowledge to identify areas and opportunities with Canoe Procurement Group have been clearly demonstrated.
4	Describe your methodology and approach to a successful start up / implementation plan and ongoing review and monitoring of the contract use and promotion. Include details on measure you will put in place.	As an incumbent supplier we do have luxury of already being live today with working relationships with a large number of your member. We will continue how we do things today but are always open to suggestions or are open to discussions to any changes necessary. We use KPI's, we also have internal monthly reports that help us key on members or locations that we review monthly.
5	How will you be monitoring the adoption and utilization of the Canoe contract by your sales and distribution network? Which key performance indicators will you be monitoring?	One of the program's strongest attributes is our ability to measure what we manage. Over the past several years, NAPA has enhanced our KPI reporting mechanisms to bring more thorough data to our Canada customers. In our proposal attached you will see some KPI reports we will monitor a Consumption Report in each region that leads us to a deeper dive.
6	Describe your commitment to attending and/or sponsoring member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.)	100% commitment from our team to be at every Canoe function to support our relationship and to be sure we are in the face of any and all members to support all in anyway we can.
7	Provide details on industry and association partnerships your company has fostered over time which will be beneficial to promoting the Canoe contract in Canada.	As an incumbent supplier we have the benefit of a working relationship already with Canoe for a number of years. We take pride in our business and relationship between each other and will continue forward if awarded this opportunity. At the same time, we are always willing & ready to discuss at anytime any changes that are necessary or requested.

Warranty, Risk Mitigation & Service Excellence

Line Item	Question	Response *
1	Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure.	<p>NAPA will continue to ensure that all MRO Goods supplied are fully covered by a manufacturer's warranty (the 'Manufacturer's Warranty') that will be valid for at least one (1) year following the Buyer's acceptance of the MRO Goods.</p> <p>In the event there are other third-party warranties and/or policies that supplement or better the Manufacturer's Warranty ('Third-Party Warranties'), NAPA will take all steps necessary to ensure that CANOE also receives the full benefit of those Third-Party Warranties.</p> <p>NAPA will continue to act on the CANOE's behalf to exercise the Buyer's rights pursuant to all Manufacturer's Warranty and Third-Party Warranties.</p> <p>NAPA will administer all Manufacturer's Warranty and Third-Party Warranties claims on behalf of the CANOE during the Contract Period, including for all MRO Goods.</p> <p>At the time of Warranty return, NAPA will work with CANOE to determine the best course of action regarding replacement of the defective item(s).</p>
2	What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP?	Attached is copy of our 365-Day Labour Warranty Policies and Procedures.
		We utilize our local sales reps & store managers to help until a result is concluded.
3	Describe any service contract options for the items included in your proposal.	If there is a product that does not qualify, contact your supplying NAPA Store for information on manufacturer warranties that may apply.
		As an incumbent contractor, should NAPA be the successful proponent, we are amenable to discussing changes/updated requirements/amendments to currently supplied services and welcome any discussions that Canoe Procurement Group and/or its Leadership Team deem necessary.

Sales and distribution network

Line Item	Question	Response *
1	Describe your company's capability to meet the CANOE Member needs across Canada or for each geographical area that the Proponent wishes to do business in. Your response should address at least the following areas. a. Sales force. b. Dealer Network or distribution methods. c. Service personnel/teams. Please include details, such as the locations of your network of sales and service providers, and any overlap between the sales and service functions.	<p>Yes, we have coverage from Coast to Coast with 10 Distribution Centre's strategically located and over 700 store locations, more than 500,000 replacement parts for cars of all ages, and tools and equipment for service and repair centres, professional mechanics, do-it-yourselfers, and automobile owners. NAPA is the most recognized brand associated with automotive parts in North America. The brand is also synonymous with trust, professionalism and tradition. We also have a full team of local sales reps in all Corporate markets along with a very large support team across the country to help with our outlying associate NAPA stores.</p>
2	If applicable, describe how your distribution partners will be leveraging the contract? If not applicable please write N/A	Having 10 distribution centres across the entire country, our stores can receive delivery on stock items up to 6 times/week
3	Describe your how you manage government sales. Include details on the sales and training structure and how you specifically address sales and marketing with public sector clients.	We have 3 dedicated specialists supporting Canoe who help direct traffic/support/sales utilizing our large number of local reps in our Corporate areas. Along with our additional support for our outlying associate locations, this team also hosts clinics/lunch & learns for tech/shops at a no charge service. We do have more extensive paid training courses, which we host multiple times of year. We also have access to an elite marketing team to help create any additional marketing collateral.

Member access to goods and services

Line Item	Question	Response
1	List the necessary steps for a Canoe member to set up an account and access your goods and services for the first time should you be awarded a contract.	Major Accounts Fleet & Government Team Canoe members just need to reach out to any of the following: BC, AB jkidd@uapinc.com (587)596-4333 SK, MB, ON smurray@uapinc.com (343)363-5493 Atlantic sjardine@uapinc.com (506) 232-4158
2	Describe how members can access information, pricing, discounts, catalogues on your goods, services, get a quote and place an order.	Members can reach out to NAPA's fleet team or if they have contact with local store. We will then connect them with our online service called NAPA ProLink, this is a 24/7 live look into the members account at pricing, inventory, as well as cataloging information. -They can also order online from the PROLink site. -Call or drop into store to place order once their account is set up, once account is set-up we will connect both parties so they can work with each other(member/NAPA store)
3	Are your products available through an e-marketplace platform? If yes, please explain the options to connect to your e-marketplace i.e, business to business, punch out, API, and any limitations on compatible systems. Include a link to your e-marketplace.	Members can work with NAPA support team or store to utilize NAPA PROLink at napaprolink.ca
4	In a case where one your company has an existing public sector customer who desires to be onboarded onto the Canoe offering, how would you address this situation?	If any question(s), your member or Canoe CRM can contact our support team, which will reach out to our local store to make sure the Canoe Price Profile is connected with the members account to capture the Canoe pricing.

Reporting

Line Item	Question	Response
1	Please specifically describe any self-audit process or program that you plan to employ to verify compliance with a possible Contract with CANOE including validating that CANOE Members obtain the proper pricing, as well as ensuring your reports accurately include all sales under the Canoe contract.	Our main support group works to update any new members throughout the year. In saying that, we also on a yearly basis look for member updated list and have a team go through the list to connect any members to the correct pricing in the system. What we don't do is if a member has more aggressive pricing in a network is we do not change their pricing, we want your member to get the best available pricing we can, We must affiliate each account with a program ensuring accurate sales.
2	Do you allow public entities to order from multiple contracts and GPOs?	To the best of our ability we try to keep separate but if NAPA was doing previous business we will stack profiles so member can capture best available pricing.
3	If so, describe the measures you have in place to record and manage data accurately for public entities who purchase from multiple accounts/contracts ensuring accurate reporting of usage to Canoe?	With all of our accounts we must affiliate them to a program in our system so every account is accounted for so it tracks under customers set-up or program.

Social benefits

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

☐ We will not be submitting for Social benefits

Line Item	Question	Response *
1	Canoe members may have social benefits policies and goals. Explain how your company's social benefits programs and offerings contribute to Canoe members' ability to meet their respective goals.	At UAP, our differences are an asset UAP values diversity and inclusion. We are committed to improving the experience of every member of our team, regardless of their origin, sexual orientation, gender, or limitations. Together, we're building a community where everyone feels welcome and valued. We're proud to have set up a women's business resource group (BRG) to address needs specific to our female colleagues. We plan to implement other tools to facilitate dialogue between members of different social identity groups. At UAP, our team members care about the environment Many of our initiatives are developed by working groups comprised of employees with different expertise who share a passion for protecting the environment. The changes we've implemented are having a positive influence in our market, making UAP a leading-edge company as well as a responsible corporate citizen. A forward-looking organization We have set ourselves the goal of remaining at the forefront of future technologies. We aim to have a positive impact on our community by reducing our environmental footprint. Thus, it was with great enthusiasm that NAPA recently launched NexDrive in Canada, a certification program for the NAPA AUTOPRO and NAPA AutoCare network of shops for new-generation vehicles. Given that the electric and plug-in hybrid vehicle market has grown in recent years, now's the time for NAPA to enter this promising segment and consolidate its position as an aftermarket leader. Electric vehicles Aware of our significant presence on the road, UAP has invested in the purchase of nearly 100 electric or hybrid vehicles to reduce our impact on the planet. This is just the first step in our plan to completely transform our vehicle fleet with the aim of reducing greenhouse gas and emissions as much as possible.

Sustainability

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

☐ We will not be submitting for Sustainability

Line Item	Question	Question
1	Canoe members may have sustainability policies and goals. Explain how your company's sustainability programs and offerings contribute to Canoe members' ability to meet their respective goals.	Environmental stewardship is an integral part of who we are and how we do business. Our commitment to protect and preserve the environment focuses on high-impact areas where we can make a measurable difference for our teammates, suppliers, customers, communities and investors. We believe every teammate plays a role in caring for the planet, and we are operationalizing sustainability within our businesses to drive ownership and accountability. While we work as One GPC team to achieve our goals, we follow a "locally around the globe" approach that empowers our businesses to tailor their initiatives to the unique needs of our locations. At this time, our sustainability reporting is aligned to SASB and TCFD frameworks. We continue monitoring the regulatory landscape in the U.S. and internationally, including the recent proposed rule from the U.S. Securities and Exchange Commission (SEC) to mandate standardized ESG disclosures for public companies, as well as the Corporate Sustainability Reporting Directive (CSRD) rules in Europe. We will update our approaches and reporting to comply with regulatory changes as they occur.
2	Describe any sustainability certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Please see Sustainability Report, which can be found at: https://filecache.investorroom.com/mr5ir_genuineparts/832/2023%20GPC%20Sustainability%20Report_FINAL.pdf

Pricing

Line Item	The pricing offered is:	Select 1 yes *	Pricing methodology for the one you selected "yes"
1	The same as the Proponent typically offers to an individual municipality, university, or school district OR	<input type="radio"/> Yes <input checked="" type="radio"/> No	
2	The same as the Proponent typically offers to GPOs, cooperative procurement organizations, or provincial purchasing departments OR	<input type="radio"/> Yes <input checked="" type="radio"/> No	
3	Better than the Proponent typically offers to GPOs, cooperative procurement organizations, or provincial purchasing departments,	<input checked="" type="radio"/> Yes <input type="radio"/> No	List Less

Pricing and Cost Structure

Line Item	Question	Reponse *
1	Present a clear pricing structure, including any volume discounts, additional discounts or rebates or incentives, payment terms, and additional costs (e.g., shipping, handling).	Volume and additional discounts are based on type of product, packaging style, and quantity. Should any additional promotional or supplier discounts be applicable at the time of sale, NAPA will sell at the lowest available pricing, and with the highest available discount for the product at that time. It should be noted that discounts and promotions offered by the manufacturer are at the discretion of the manufacturer. NAPA will pass along these discounts should they amount to additional discounts beyond the structure contained in this proposal. As this is a National Bid, additional shipping and handling costs are also dependent on type of product, package type, and quantity ordered, (i.e. A pallet of Pails, which may require a tailgate truck to deliver, may have an applicable tailgate fee), bulk oils, if an emergency delivery outside of regular schedule may have additional charges. Any additional shipping or freight charges will be discussed with the customer based on their individual order at the time of order.
2	Outline how prices may be subject to change over the term of the agreement.	Yearly Price Review

Category discounts

Line Item	UNSPSC Code	Category	Offered ⁺	% Discount - BC	% Discount - AB	% Discount - SK	% Discount - MB	% Discount - ON	% Discount - YT	% Discount - NU	% Discount - NWT	% Discount - NB	% Discount - PEI ⁺	% Discount - NFLD ⁺	% Discount - NS ⁺
1	15121502	Cutting oil	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%	-7,3%
2	15121503	Gear oil	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%	-12,7%
3	15121504	Hydraulic oil	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%	-32,6%
4	15121505	Transformer oil or insulating oil	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
5	15121508	Transmission oil except 215L	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%	-13,7%
6	15121509	Brake oil	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%	-19,8%
7	15121510	Antgalling	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
8	15121511	Assembly pastes	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
9	15121512	Anti adhesives	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
10	15121513	Graphite lubricants	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%	-38,10%
11	15121514	Spray lubricants	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%
12	15121515	Anti seize or anti stain compounds	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%	-37,5%
13	15121516	Leak stop	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%	-36,4%
14	15121517	Lubricating soaps	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
15	15121518	Damping fluids	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
16	15121520	General purpose lubricants	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%	-38,0%
17	15121521	Pump lubricating oils	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%	-29,7%
18	15121523	Lens preparation fluids	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
19	15121524	Tempering oils	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
20	15121525	Quenching oils	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%	-16,6%
21	15121528	Fire resistant hydraulic fluid	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%	-15,0%
22	15121529	Refrigerating machine oil	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%	-14,6%
23	15121530	Heat transfer oil or fluid	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%	-16,4%
24	15121531	Lubricant additive	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%	-38,1%
25	15121532	Liquid rosin	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%	-46,2%
26	15121533	Oil Refined Rapeseed	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
27	15121534	Non paint protective coating	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
28	15121801	Moisture repellent	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
29	15121802	Anti corrosion lubricant	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
30	15121803	Rust remover	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	-	-	-	-	-	-	-	-	-	-	-	-
31	15121804	Rust proofing preparation	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%	-10,0%
32	15121805	Anti weld pastes	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%	-22,5%
33	15121806	Penetrating oils	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%	-24,6%
34	15121807	Antifreeze	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%	-19,3%
35	15121901	Silicone grease	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%	-37,7%
36	15121902	Grease	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%	-13,9%

Discount - Packaged products

This information will be used for evaluation purposes only. Use your list price on May 1, 2024 in Ontario and apply the corresponding category discount offered as part of your proposal response.

Line Item	Product list non-synthetic	Product Name *	Product Number	Price/litre *	Discount off list *	Discounted price / litre *
1	0w-40 plus/minus 215L	Wakefield	4401405	\$12,6300	-17,2%	10,46
2	0w-40 20L	Wakefield	4401459	\$13,2600	-13,8%	11,43
3	0w-40 5L	Wakefield	440143A	\$13,3600	-11,2%	11,86
4	0w-40 4x4L	Castrol	201832	\$20,3800	-16,9%	16,93
5	5w-40 plus/minus 215L	Wakefield	4401205	\$12,6400	17,3%	10,46
6	5w-40 20L	Wakefield	4401259	\$13,2100	18,4%	10,77
7	5w-40 5L	Wakefield	440123A	\$13,3000	10,8%	11,86
8	5w-40 4x4L	n/a	n/a	\$0,0000	0	0
9	15w-40 plus/minus 215L	Wakefield	4401705	\$7,5700	18,4%	6,18
10	15w-40 20L	Wakefield	4401759	\$7,1300	17,0%	5,92
11	15w-40 5L	Wakefield	440173A	\$8,1800	11,5%	7,24
12	15w-40 4x4L	NPL	15W40HDSL	\$7,4600	-13,3%	6,47
13	5w-30 plus/minus 215L	Castrol	0221105	\$10,4200	22,2%	8,11
14	5w-30 5L	Castrol	02211-3A	\$9,9000	8,4%	9,07
15	5w-30 4x4L	Castrol	000113A	\$12,4900	-6,3%	11,70
16	75w-90 Gear Oil Approx 940 ML	Castrol	0201666	\$23,5900	-12,7%	20,59
17	Gear lube plus/minus 215L (state product)	n/a	n/a	\$0,0000	0	0
18	Hydraulic Oil plus/minus 215L (state product)	WAKEFIELD	4400205	\$6,4500	-18,82%	5,24
19	Hydraulic Oil -20L	WAKEFIELD	4401005	\$8,3300	-18,10%	6,82
20	Hydraulic Oil plus/minus 215L (state product)	WAKEFIELD	4400205	\$6,4500	-18,82%	5,24
21	Transmission Oil plus/minus 215L (state product)	Castrol	00678-06	\$12,9100	-21,9%	10,09
22	Universal Tractor Fluid -19 L	WAKEFIELD	4401059	\$8,2900	-19,41%	6,68
23	Universal Tractor Fluid plus/minus 215L (state product)	WAKEFIELD	4401005	\$8,3300	-18,10%	6,82
24	Gear Lube plus/minus 215L (state product)	WAKEFIELD	4402105	\$8,1800	-18,16%	6,69
25	Grease - Multi purpose plus/minus 215L (state product)	VALVOLINE	VAL 3021	\$4,0900	-5,6%	3,86
26	Grease - Multi Purpose plus/minus 215L (state product)	VALVOLINE	VAL 3021	\$4,0900	-5,6%	3,86

Discount - Bulk products

This information will be used for evaluation purposes only. Use your list price on May 1, 2024 in Ontario and apply the corresponding category discount offered as part of your proposal response.

Line Item	Bulk item list - synthetic	Price/litre *	Discount off list	Discounted price / litre *
1	0w-40 Bulk	\$10,9900	-25,68%	8,17
2	5w-40 Bulk	\$11,0900	-26,35%	8,17
3	15w-40 Bulk	\$5,6900	-22,17%	4,08
4	5w-30 Bulk	\$8,3900	26,29%	6,18
5	Hydraulic Oil Bulk	\$5,1900	-21,39%	4,08
6	Transmission Oil Bulk	\$11,1900	-25,72%	8,31
7	Diesel Exhaust Fluid	\$1,9953	-21,42%	1,56779

Proactive disclosure of Artificial Intelligence (AI) in drafting response

Line Item	Question	Comments *
1	Did you use any Artificial Intelligence (AI) tools or systems in the preparation of your RFP response?	No
2	If yes, please specify which AI tools were used and describe their roles in the drafting process.	n/a
3	How did the AI tools or systems influence the content presented in your RFP response? Please provide specific examples of contributions made by AI to your proposal.	n/a

Administrative fee

Line Item	New Column	Percentage *
1	<p>In recognition of the valuable role Canoe plays in facilitating, managing, and promoting the Contract, the proponent should propose an administrative fee that not only reflects the worth of these services but also supports Canoe's mission in offering exceptional service to its members. It is understood that this fee must be greater than zero, as it represents Canoe's primary source of funding for the comprehensive services provided to members.</p> <p>To align with the typical structures observed, our proposed administrative fee is calculated as 3% of proponent's total sales under the Contract. This method ensures a direct correlation between the success of the contract and the support extended to Canoe, fostering a mutually beneficial partnership. We firmly believe this fee structure adheres to Canoe's guidelines, underscoring our commitment to not adding this fee as a line-item cost to the members but integrating it within our operational framework.</p> <p>This approach not only guarantees Canoe's sustainable funding but also ensures that the members continue to receive the high-quality services they rely on, without bearing additional costs. We are open to discussing this proposal further to adjust and align with Canoe's expectations and requirements, ensuring a fruitful partnership for all parties involved.</p>	1

Documents

Proponents are responsible to ensure the uploaded file(s) is/are not defective or corrupted and are able to be opened and viewed by Canoe. If the attached file(s) cannot be opened or viewed, your response Document may be rejected.

Please note you can only upload 1 PDF document per item requested.

The maximum size is 10 MB.

Do not include generic promotional marketing materials, resumes, corporate brochures, unless specifically asked in the RFP. Canoe will not review any materials not explicitly requested.

Please ensure the pricing list is in legible font, format and size.

- [Item list with list price, % discount](#) - Pages from RFP - 2024-006 - PRICING AS SUBMITTED ON BIDS AND TENDERS.pdf - Tuesday May 28, 2024 12:51:10
- [Information on the goods offered](#) - RFP - 2024-006 - Supply of Lubricants Written Proposal - GOODS OFFERED -NAPA Canada.pdf - Tuesday May 28, 2024 12:35:31
- [Warranty information](#) - RFP - 2024-006 - Supply of Lubricants Written Proposal - WARRANTY -NAPA Canada.pdf - Tuesday May 28, 2024 12:55:25
- [Additional products offered](#) - Canoe 2023 Updated Price List - CHEMICAL AND LUBRICANTS_05.28.2024.pdf - Tuesday May 28, 2024 11:40:39
- [Additional Document](#) - RFP - 2024-006 - Supply of Lubricants Written Proposal - GOODS OFFERED -NAPA Canada.pdf - Tuesday May 28, 2024 12:52:16

PART D –TERMS AND CONDITIONS OF THE SOLICITATION PROCESS

Proponents should structure their proposals in accordance with the instructions in the Procurement Portal.

A proponent who submits conditions, options, variations, or contingent statements, either as part of its proposal or after receiving notice of selection, may be disqualified.

1.1.1 Ability to Provide Deliverables

The Proponent has carefully examined the Solicitation documents and has a clear and comprehensive knowledge of the Deliverables required. The proponent represents and warrants its ability to provide the Deliverables in accordance with the requirements of the Solicitation for the rates set out in its proposal.

1.1.1.2 Non-Binding Pricing

The Proponent has submitted its pricing in accordance with the instructions in the Solicitation. The proponent confirms that the pricing information provided is accurate. The proponent acknowledges that any inaccurate, misleading, or incomplete information, including withdrawn or altered pricing, could adversely impact the acceptance of its proposal or its eligibility for future work.

1.1.2 Proposals in English

All proposals are to be in English only.

1.1.3 No Incorporation by Reference

The entire content of the proponent's proposal should be submitted in a fixed format, and the content of websites or other external documents referred to in the proponent's proposal, but not attached, will not be considered to form part of its proposal.

1.1.4 Past Performance

In the evaluation process, Canoe may consider the proponent's past performance or conduct on previous contracts with Canoe or other institutions.

1.1.5 Information in SOLICITATION Only an Estimate

Canoe and its advisers make no representation, warranty, or guarantee as to the accuracy of the information contained in this Solicitation or issued by way of addenda. Any quantities shown or data contained in this Solicitation or provided by way of addenda are estimates only and are for the sole purpose of indicating to proponents the general scale and scope of the Deliverables. It is the proponent's responsibility to obtain all the information necessary to prepare a proposal in response to this Solicitation.

1.1.6 Proponents to Bear Their Own Costs

The proponent will bear all costs associated with or incurred in the preparation and presentation of its proposal, including, if applicable, costs incurred for interviews or demonstrations.

1.1.7 Proposal to be Retained by Canoe

Canoe will not return the proposal or any accompanying documentation submitted by a proponent.

1.1.8 No Guarantee of Volume of Work or Exclusivity of Contract

Canoe makes no guarantee of the value or volume of work to be assigned to the selected proponent. The agreement to be negotiated with the selected proponent will not be an exclusive contract for the provision of the described Deliverables. Canoe may contract with others for goods and services the same as or similar to the Deliverables or may obtain such goods and services internally.

1.1.9 Trade Agreements

Proponents should note that (based on the Members looking to purchase under this Solicitation) this procurement process is subject to the requirements of:

- Comprehensive Economic and Trade Agreement between Canada and the European Union, Chapter 19 (Government Procurement)
- Canadian Free Trade Agreement, Chapter 5 (Government Procurement)
- New West Partnership Trade Agreement, Article 14 (Procurement) and Part V, Section C (Exceptions: Government Procurement)
- Trade and Cooperation Agreement Between Ontario and Quebec, Chapter 9
- Atlantic Procurement Agreement
- Ontario Broader Public Sector (BPS) Procurement Directive

1.2 Communication after Issuance of Solicitation

1.2.1 Proponents to Review Solicitation

Proponents should promptly examine all of the documents comprising this Solicitation and may direct questions or seek additional information in writing through the Procurement Portal on or before the Deadline for Questions. No such communications are to be sent or initiated through any other means. Canoe is under no obligation to provide additional information, and Canoe is not responsible for any information provided by or obtained from any source other than the Solicitation Contact or the Procurement Portal. It is the responsibility of the proponent to seek clarification on any matter it considers to be unclear. Canoe is not responsible for any misunderstanding on the part of the proponent concerning this SOLICITATION or its process.

1.2.2 All New Information to Proponents by Way of Addenda

This Solicitation may be amended only by addendum in accordance with this section. If Canoe, for any reason, determines that it is necessary to provide additional information relating to this Solicitation, such information will be communicated to all proponents by addendum posted in the Procurement Portal. Each addendum forms an integral part of this Solicitation and may contain important information, including significant changes to this Solicitation. Proponents are responsible for obtaining all addenda issued by Canoe.

1.2.3 Post-Deadline Addenda and Extension of Submission Deadline

If Canoe determines that it is necessary to issue an addendum after the Deadline for Issuing Addenda, Canoe may extend the Submission Deadline for a reasonable period of time.

1.2.4 Verify, Clarify, and Supplement

When evaluating proposals, Canoe may request further information from the proponent or third parties in order to verify, clarify, or supplement the information provided in the proponent's proposal. Canoe may revisit, re-evaluate, and rescore the proponent's response or ranking on the basis of any such information.

1.2.5 Restricted Communications

Proponents that fail to comply with the requirement to direct all communications to the Solicitation Contact may be disqualified from the Solicitation process. Without limiting the generality of this provision, Proponents may not communicate with or attempt to communicate with the following (unless instructed to by the Solicitation Contact):

1. any RMA director, officer, employee or agent (other than the Solicitation Contact);
2. any member of the Evaluation Team;
3. any expert or advisor assisting the Evaluation Team; or
4. any other elected official of any level of government, including any advisor to any elected official.

1.2.6 Authorized Communications, Amendments, Waivers

Proponents are advised that from the date of issue of the Solicitation through any award notification:

1. only the Solicitation Contact is authorized by CANOE to amend or waive the requirements of the Solicitation pursuant to the provisions of this Solicitation; and
2. under no circumstances shall a Proponent rely upon any information or instruction from any commissioner, officer, employee, agent of CANOE or RMA unless the information or instruction is provided in writing by the Solicitation Contact.

1.3 Notification and Debriefing

1.3.1 Notification to Other Proponents

Once an agreement is executed by Canoe and a proponent, the other proponents may be notified directly in writing and will be notified by public posting of the outcome of the procurement process.

1.3.2 Debriefing

Proponents may request a debriefing after receipt of a notification of the outcome of the procurement process. All requests must be in writing to the Solicitation Contact and must be made within thirty (30) days of such notification. The Solicitation Contact will contact the proponent's representative to schedule the debriefing. Debriefings may occur in person at Canoe's location or by way of conference call or other remote meeting format as prescribed by Canoe.

1.3.3 Procurement Protest Procedure

Any proponent with concerns about the Solicitation process is required to attend a debriefing prior to proceeding with a protest.

If, after attending a debriefing, the proponent wishes to challenge the Solicitation process, it should provide written notice to the Solicitation Contact in accordance with the procurement protest procedures below:

A bid dispute must be submitted within 5 Business Days of the circumstances giving rise to the dispute. To submit a bid dispute, proponents must deliver a written submission containing:

1. The name, address, and telephone number of the Proponent;
2. An indication that the bid dispute is authorized by an authorized signing officer or representative of the Proponent;
3. The Solicitation number;
4. Identification of the statute or procedure that is alleged to have been violated;
5. A precise statement of the relevant facts;
6. Identification of the issues to be resolved;
7. The Proponent's argument and supporting documentation; and

8. The Proponent's proposed resolution. All documentation must be addressed to:

Attention: Chief Executive Officer, RMA Group of Companies
Canoe Procurement Group of Canada
2510 Sparrow Drive, Nisku, Alberta T9E 8N5

EMAIL: proposals@canoeprocurement.ca

Once a bid dispute has been received, the Chief Executive Officer of RMA Group of Companies will initiate a review of the matter. The Chief Executive Officer will complete that review and provide a response to the proponent as soon as reasonably possible, but generally within 10 Business Days.

That response shall be the final response from CANOE regarding the bid dispute.

Filing a bid dispute does not affect a Proponent's ability to participate in ongoing or future procurement opportunities with CANOE.

1.4 Conflict of Interest and Prohibited Conduct

1.4.1 Conflict of Interest

For the purposes of this Solicitation, the term "Conflict of Interest" includes, but is not limited to, any situation or circumstance where:

1. in relation to the Solicitation process, the proponent has an unfair advantage or engages in conduct, directly or indirectly, that may give it an unfair advantage, including, but not limited to:
2. having or having access to confidential information of Canoe in the preparation of its proposal that is not available to other proponents;
3. having been involved in the development of the Solicitation, including having provided advice or assistance in the development of the Solicitation;
4. receiving advice or assistance in the preparation of its response from any individual or entity that was involved in the development of the Solicitation;
5. communicating with any person with a view to influencing preferred treatment in the Solicitation process (including, but not limited to, the lobbying of decision-makers involved in the Solicitation process); or
6. engaging in conduct that compromises, or could be seen to compromise, the integrity of the open and competitive Solicitation process or render that process non-competitive or unfair; or
7. in relation to the performance of its contractual obligations under a contract for the Deliverables, the proponent's other commitments, relationships, or financial interests:
8. could, or could be seen to, exercise an improper influence over the objective, unbiased, and impartial exercise of its independent judgement; or
9. could, or could be seen to, compromise, impair, or be incompatible with the effective performance of its contractual obligations.

1.4.2 Disqualification for Conflict of Interest

Canoe may disqualify a proponent for any conduct, situation, or circumstances, determined by Canoe, in its sole and absolute discretion, to constitute a Conflict of Interest as defined above.

An existing supplier of Canoe may be precluded from participating in the Solicitation process in instances where Canoe has determined that the supplier has a competitive advantage that cannot be adequately addressed to mitigate against unfair advantage. This may include, without limitation, situations in which an existing supplier is in a position to create unnecessary barriers to competition through the manner in which it performs its existing contracts, or situations where the incumbent fails to provide the information within its control or otherwise engages in conduct obstructive to a fair competitive process.

1.4.3 Disqualification for Prohibited Conduct

Canoe may disqualify a proponent, rescind an invitation to negotiate, or terminate a contract subsequently entered into if Canoe determines that the proponent has engaged in any conduct prohibited by this Solicitation.

1.4.4 Prohibited Proponent Communications

Proponents must not engage in any communications that could constitute a Conflict of Interest and should take note of the Conflict of Interest declaration set out in the Procurement Portal.

1.4.5 Proponent Not to Communicate with Media

Proponents must not, at any time directly or indirectly, communicate with the media in relation to this Solicitation or any agreement entered into pursuant to this Solicitation without first obtaining the written permission of the Solicitation Contact.

1.4.6 No Publicity or Promotion

CANOE does not wish any Proponent, including the Ranking Proponent, to make any public announcement or distribute any literature regarding this Solicitation or otherwise promote itself in connection with this Solicitation or any arrangement entered into under this Solicitation without the prior written approval of CANOE.

If a Proponent, including the Ranking Proponent, makes a public statement either in the media or otherwise that is contrary to CANOE's wishes noted above, then:

1. CANOE may disqualify that Proponent; and
2. although CANOE intends to treat all Proposals as confidential, CANOE may disclose any information about a Proponent's Proposal to provide accurate information and/or to rectify any false impression which may have been created.

1.4.7 No Lobbying

Proponents must not, in relation to this Solicitation or the evaluation and selection process, engage directly or indirectly in any form of political or other lobbying whatsoever to influence the selection of the selected proponent(s).

1.4.8 Illegal or Unethical Conduct

Proponents must not engage in any illegal business practices, including activities such as bid-rigging, price-fixing, bribery, fraud, coercion, or collusion. Proponents must not engage in any unethical conduct, including lobbying, as described above, or other inappropriate communications; offering gifts to any employees, officers, agents, elected or appointed officials, or other representatives of Canoe; deceitfulness; submitting proposals containing misrepresentations or other misleading or inaccurate information; or any other conduct that compromises or may be seen to compromise the competitive process provided for in this SOLICITATION.

1.4.9 Supplier Suspension

Canoe may suspend a supplier from participating in its procurement processes for prescribed time periods based on past performance or based on inappropriate conduct, including, but not limited to, the following:

1. illegal or unethical conduct as described above;
2. the refusal of the supplier to honour its submitted pricing or other commitments;
3. engaging in litigious conduct, bringing frivolous or vexatious claims in connection with Canoe's procurement processes or contracts, or engaging in conduct obstructive to a fair competitive process; or
4. any conduct, situation, or circumstance determined by Canoe, in its sole and absolute discretion, to have constituted an undisclosed Conflict of Interest.

In advance of a decision to suspend a supplier, Canoe will notify the supplier of the grounds for the suspension and the supplier will have an opportunity to respond within a timeframe stated in the notice. Any response received from the supplier within that timeframe will be considered by Canoe in making its final decision.

1.5 Confidential Information

1.5.1 Confidential Information of Canoe

All information provided by or obtained from Canoe in any form in connection with this Solicitation either before or after the issuance of this Solicitation:

1. is the sole property of Canoe and must be treated as confidential;
2. is not to be used for any purpose other than replying to this SOLICITATION and the performance of any subsequent contract for the Deliverables;
3. must not be disclosed without prior written authorization from Canoe; and
4. must be returned by the proponent to Canoe immediately upon the request of Canoe.

1.5.2 Confidential Information of Proponent

A proponent should identify any information in its proposal or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by Canoe. The confidentiality of such information will be maintained by Canoe, except as otherwise required by law or by order of a court or tribunal. Proponents are advised that their proposals will, as necessary, be disclosed, on a confidential basis, to advisers retained by Canoe to advise or assist with the Solicitation process, including the evaluation of proposals. If a proponent has any questions about the collection and use of personal information pursuant to this Solicitation, questions are to be submitted to the SOLICITATION Contact.

1.6 Procurement Process Non-Binding

1.6.1 No Contract A and No Claims

This procurement process is not intended to create and will not create a formal, legally binding bidding process and will instead be governed by the law applicable to direct commercial negotiations. For greater certainty, and without limitation:

1. this Solicitation will not give rise to any Contract-A-based tendering law duties or any other legal obligations arising out of any process contract or collateral contract; and
2. neither the proponent nor Canoe will have the right to make any claims (in contract, tort, or otherwise) against the other with respect to the award of a contract, failure to award a contract, or failure to honour a proposal submitted in response to this Solicitation.

1.6.2 No Contract until Execution of Written Agreement

This Solicitation process is intended to identify prospective suppliers for the purposes of negotiating potential agreements. No legal relationship or obligation regarding the procurement of any good or service will be created between the proponent and Canoe by this Solicitation process until the successful negotiation and execution of a written agreement for the acquisition of such goods and/or services.

1.6.3 Non-Binding Price Estimates

While the pricing information provided in proposals will be non-binding prior to the execution of a written agreement, such information will be assessed during the evaluation of the proposals and the ranking of the proponents. Any inaccurate, misleading, or incomplete information, including withdrawn or altered pricing, could adversely impact any such evaluation or ranking or the decision of Canoe to enter into an agreement for the Deliverables.

1.6.4 Cancellation

Canoe may cancel or amend the Solicitation process without liability at any time.

1.6.5 Competition Act

Under Canadian law, a Proponent's Proposal must be prepared without conspiracy, collusion, or fraud. For more information on this topic, visit the Competition Bureau website at <http://www.cb-bc.gc.ca/eic/site/cb-bc.nsf/eng/01240.html>, and in particular, part VI of the *Competition Act*, R.S.C. 1985, c. C-34.

1.7 Rights of Canoe Procurement Group of Canada – General

In addition to any other express rights or any other rights which may be implied in the circumstances, CANOE reserves the right to (in its sole discretion):

1. make public the names of any or all Proponents;
2. request written clarification or the submission of supplementary written information from any Proponent and to incorporate such clarification or supplementary written information into the Proponent's Proposal;
3. waive formalities and accept Proposals that substantially comply with the requirements of this Solicitation;
4. contact or not contact any or all references provided by the Proponent;
5. verify with any Proponent or with a third party any information, or check references other than those provided by Proponents, as set out in a Proposal, as described in Section 2.14 (Verification of Information);
6. disqualify any Proponent whose Proposal contains misrepresentations or any other inaccurate or misleading information, or any Proponent whose reasonable failure to cooperate with CANOE impedes the evaluation process, or whose Proposal is determined to be non-compliant with the requirements of the Solicitation;
7. disqualify any Proponent that has a Conflict of Interest or Unfair Advantage, or where reasonable evidence of any Unfair Advantage or Conflict of Interest is brought to the attention of CANOE, and CANOE determines that no reasonable mitigation is possible, or that the Proponent has not taken sufficient steps to promptly address such matters to the satisfaction of CANOE;
8. disqualify any Proponent that is bankrupt or insolvent, or where bankruptcy or insolvency are a reasonable prospect;
9. disqualify any Proponent that has engaged in significant or persistent deficiencies in performance of any substantive requirement or obligation under a prior contract or contracts;
10. disqualify any Proponent if the Proponent, or any officers, directors or other key personnel of the Proponent:
 - a. are subject to final judgments in respect of serious crimes or other serious offences; or
 - b. have engaged in professional misconduct or acts or omissions that adversely reflect on the commercial integrity of the Proponent – including where there is any evidence that the Proponent or any of its employees or agents colluded with any other Proponent, its employees or agents in the preparation of its Proposal, or have made false declarations to CANOE;
11. disqualify any Proponent if the Proponent has failed to pay taxes;
12. make changes, including substantial changes, to this Solicitation provided that those changes are issued by way of addenda in the manner set out in this Solicitation;
13. accept or reject a Proposal if only one Proposal is submitted;
14. accept any Proposal in whole or in part;
15. reject a subcontractor proposed by a Proponent within a consortium;
16. reject a Proposal:
 - a. if CANOE or RMA has initiated a dispute, claim or litigation with that Proponent;
 - b. if that Proponent has initiated or is involved in a dispute, claim or litigation against CANOE or RMA that CANOE or RMA considers to be frivolous, vexatious, without merit and/or unreasonable;
 - c. if the Proponent has failed to satisfy an outstanding debt to CANOE or RMA;
 - d. if the Proponent has a history of illegitimate, frivolous, unreasonable or invalid claims;
 - e. if the Proponent provides incomplete, unrepresentative or unsatisfactory references; or
 - f. if CANOE determines that it would not be in the public interest to accept the Proposal;
 - g. select a Proponent other than the Proponent whose Proposal reflects the lowest cost to CANOE; or
 - h. cancel this Solicitation process at any stage (without providing reasons), and thereafter issue a new request for proposals, request for qualifications, engage in limited tendering, or take no further action in respect of the matters contemplated by this Solicitation.

By submitting a Proposal, the proponent authorizes the collection by CANOE of the information identified in this Solicitation which CANOE may request from any third party.

1.7.1 No Prohibited Conduct

The proponent declares that it has not engaged in any conduct prohibited by this Solicitation.

1.7.2 Disclosure of Information

The proponent hereby agrees that any information provided in this proposal, even if it is identified as being supplied in confidence, may be disclosed where required by law or by order of a court or tribunal. The proponent hereby consents to the disclosure, on a confidential basis, of this proposal by Canoe to the advisers retained by Canoe to advise or assist with the Solicitation process, including with respect to the evaluation of this proposal.

1.8 Governing Law and Interpretation

These Terms and Conditions of the Solicitation Process (PART D):

1. are intended to be interpreted broadly and independently (with no particular provision intended to limit the scope of any other provision);
2. are non-exhaustive and will not be construed as intending to limit the pre-existing rights of the parties to engage in pre-contractual discussions in accordance with the common law governing direct commercial negotiations; and
3. are to be governed by and construed in accordance with the laws of the province of Alberta and the federal laws of Canada applicable therein.

End of PART D



I have the authority to bind the Proponent.

- Justin Kidd, Fleets & Government Business Development Specialist, UAP (NAPA Auto Parts)

Conflict of Interest

The proponent must declare all potential Conflicts of Interest or unfair advantages as described in this Solicitation. This includes disclosing the names and all pertinent details of all individuals (employees, advisers, or individuals acting in any other capacity) who (a) participated in the preparation of the proposal; AND (b) were employees of Canoe within twelve (12) months prior to the Submission Deadline.

By Selecting "NO" in the box below, the Proponent declares that (a) there was no Conflict of Interest in preparing its proposal; and (b) there is no foreseeable Conflict of Interest in performing the contractual obligations contemplated in the Solicitation.

☒ Yes ☐ No

The Proponent is deemed to have read and taken into account all addenda issued by Canoe.

Please check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum 04 Fri May 3 2024 01:00 PM	<input checked="" type="checkbox"/>	2
Addendum 03 Wed May 1 2024 03:23 PM	<input checked="" type="checkbox"/>	2
Addendum 02 Mon April 15 2024 06:51 AM	<input checked="" type="checkbox"/>	2
Addendum 01 Tue April 2 2024 12:50 PM	<input checked="" type="checkbox"/>	2

Schedule “B1”

PRICING

SCHEDULE A – PRICING (AS SUBMITTED ON BIDS AND TENDERS)

Category discount for packaged products			
UNSPSC Code	Category	Yes/No	% Discount off list
15121502	Cutting oil	\$166.77	-7.30%
15121503	Gear oil	\$20.59	-12.70%
15121504	Hydraulic oil	\$77.55	-32.60%
15121505	Transformer oil or insulating oil	#N/A	#N/A
15121508	Transmission oil except 215L	\$11.47	-13.70%
15121509	Brake oil	\$126.03	-19.80%
15121510	Antigalling	#N/A	#N/A
15121511	Assembly pastes	#N/A	#N/A
15121512	Anti adhesives	#N/A	#N/A
15121513	Graphite lubricants	\$17.36	-38.10%
15121514	Spray lubricants	\$9.98	-38.00%
15121515	Anti seize or anti stain compounds	\$18.63	-37.50%
15121516	Leak stop	\$13.01	-36.40%
15121517	Lubricating Soaps	#N/A	#N/A
15121518	Damping fluids	#N/A	#N/A
15121520	General purpose lubricants	\$17.27	-38.00%
15121521	Pump lubricating oils	\$15.72	-29.70%
15121523	Lens preparation fluids	#N/A	#N/A
15121524	Tempering oils	#N/A	#N/A
15121525	Quenching oils	\$1,104.65	-16.60%
15121528	Fire resistant hydraulic fluid	\$118.93	-15.00%
15121529	Refrigerating machine oil	\$177.48	-14.60%
15121530	Heat transfer oil or fluid	\$6.52	-16.40%
15121531	Lubricant additive	\$25.82	-38.10%
15121532	Liquid rosin	\$13.11	-46.20%
15121533	Oil Refined Rapeseed	#N/A	#N/A
15121534	Non paint protective coating	#N/A	#N/A
15121801	Moisture repellent	#N/A	#N/A
15121802	Anti corrosion lubricant	#N/A	#N/A
15121803	Rust remover	#N/A	#N/A
15121804	Rust proofing preparation	\$22.94	-10.00%
15121805	Anti weld pastes	\$12.23	-22.50%
15121806	Penetrating oils	\$12.91	-24.60%
15121807	Antifreeze	\$16.43	-19.30%
15121901	Silicone grease	\$10.70	-37.70%
15121902	Grease	\$11.52	-13.90%

Discount - Packaged synthetic products						
Product List - Synthetic	Product Name	Product Number	Price/litre	Discount off list price	Discounted price	Notes
0W-40 plus/minus 215L	WAK	4401405	\$ 12.63	-17.2%	\$ 10.46	WAKEFIELD FULL SYNTHETIC 0W40, 205L
0W-40 20L	WAK	4401459	\$ 13.26	-13.8%	\$ 11.43	WAKEFIELD FULL SYNTHETIC 5W40, 18.93L
0W-40 5L	WAK	440143A	\$ 13.36	-11.2%	\$ 11.86	WAKEFIELD FULL SYNTHETIC 0W40, 5L
0W-40 4x4L	CAS	201832	\$ 20.38	-16.9%	\$ 16.93	
5W-40 plus/minus 215L	WAK	4401205	\$ 12.64	-17.3%	\$ 10.46	WAKEFIELD FULL SYNTHETIC 5W40, 205L
5W-40 20L	WAK	4401259	\$ 13.21	-18.4%	\$ 10.77	WAKEFIELD FULL SYNTHETIC 5W40, 18.93L
5W-40 5L	WAK	440123A	\$ 13.31	-10.8%	\$ 11.86	WAKEFIELD FULL SYNTHETIC 5W40, 5L
5W-40 4x4L						
15W-40 plus/minus 215L	WAK	4401705	\$ 7.57	-18.4%	\$ 6.18	15W40 available in a syn blend
15W-40 20L	WAK	4401759	\$ 7.13	-17.0%	\$ 5.92	15W40 available in a syn blend
15W-40 5L	WAK	440173A	\$ 8.18	-11.5%	\$ 7.24	15W40 available in a syn blend
15W-40 4x4L	NPL	15W40HD5L	\$ 7.46	-13.3%	\$ 6.47	
5W-30 plus/minus 215L	CAS	0221105	\$ 10.42	-22.2%	\$ 8.11	Castrol GTX Magnatec 5W30 205L-PCMO
5W-30 5L	CAS	02211-3A	\$ 9.90	-8.4%	\$ 9.07	Castrol GTX Magnatec 5W30 3x5L-PCMO
5W-30 4x4L	CAS	000113A	\$ 12.49	-6.3%	\$ 11.70	
75W-90 Gear Oil	CAS	0201666	\$ 23.59	-12.7%	\$ 20.59	CASTROL SYNTRAX LIMITED SLIP 75W90, 6x946ML-PCMO
Gear lube plus/minus 215L (state product)	WAK	4402105	\$ 8.18	-18.16%	\$ 6.69	
Hydraulic Oil plus/minus 215L (state product)	WAK	4400205	\$ 6.45	-18.82%	\$ 5.24	WAKEFIELD HYDRAULIC OIL AW 32, 205L
Hydraulic Oil 20L	WAK	4401005	\$ 8.33	-18.10%	\$ 6.82	WAKEFIELD HYDRAULIC OIL AW 32, 18.93L
Hydraulic Oil plus/minus 215L (state product)	WAK	4400205	\$ 6.45	-18.82%	\$ 5.24	WAKEFIELD HYDRAULIC OIL AW 32, 205L
Transmission Oil plus/minus 215L (state product)	CAS	00678-06	\$ 12.91	-21.9%	\$ 10.09	Castrol Transmax Multi-Vehicle ATF 208.2L-PCMO
Universal Tractor Fluid ~19 L	WAK	4401059	\$ 8.29	-19.41%	\$ 6.68	WAKEFIELD UNIVERSAL TRACTOR FLUID, 18.93L
Universal Tractor Fluid plus/minus 215L (state product)	WAK	4401005	\$ 8.33	-18.10%	\$ 6.82	WAKEFIELD UNIVERSAL TRACTOR FLUID, 205L
Gear lube plus/minus 215L (state product)	WAK	4402105	\$ 8.18	-18.16%	\$ 6.69	WAKEFIELD POWER SHIFT TRANSMISSION OIL 10W, 205L
Grease - Multi purpose plus/minus 215L (state product)	VAL	3021	\$ 4.09	-5.60%	\$ 3.86	WAKEFIELD LITHIUM MP GREASE, 181.4KG
Grease - Multi Purpose plus/minus 215L (state product)	VAL	3021	\$ 4.09	-5.60%	\$ 3.86	WAKEFIELD LITHIUM MP GREASE, 181.4KG

Discount - Bulk synthetic products				
Bulk Item List - Synthetic	Price/litre	Discount off list	untended price	Notes
0w-40 Bulk	\$ 10.99	-25.68%	\$ 8.17	WAKEFIELD FULL SYNTHETIC 0W40, BULK
5w-40 Bulk	\$ 11.09	-26.35%	\$ 8.17	WAKEFIELD FULL SYNTHETIC 5W40, BULK
15w-40 Bulk	\$ 5.69	-22.17%	\$ 4.43	WAKEFIELD SUPERIOR BLEND 15W40, BULK
5w-30 Bulk	\$ 8.39	-26.29%	\$ 6.18	Castrol GTX Magnatec 5W30 Bulk/Vrac-PCMO
Hydraulic Oil Bulk	\$ 5.19	-21.39%	\$ 4.08	WAKEFIELD HYDRAULIC OIL AW 22, BULK
Transmission Oil Bulk	\$ 11.19	-25.72%	\$ 8.31	Castrol Transmax MV ATF Bulk/Vrac-PCMO
Diesel Exhaust Fluid	\$ 2.00	-21.42%	\$ 1.57	DEF not in our portfolio



RFP 2024-006 SUPPLY OF LUBRICANTS

INFORMATION ON GOODS OFFERED

NAPA CANADA PROPOSAL

If this information is required in an alternate
accessible format, please contact
Sue Murray 343-363-5493
sumurray@uapinc.com

INFORMATION ON GOODS OFFERED

UAP/NAPA Canada prides itself on the quality and broad spectrum of products in its offering. We offer Top Tier Brands, and feature a multitude of price points, allowing customers to align Brand Preference, Price, and Spec with their own unique needs and requirements.

We have a highly specialized team of product specialists, at the Store Level, and out in the field, with direct connections to our Manufacturers, should Customers need more specific information regarding our products, and which ones might be best suited to meet their needs.

NAPA is committed to working with Canoe and its members to ensure that they are receiving the right product for their applications.

Should NAPA not have the correct product in stock to support the Member's needs, we will work with that member to identify and source the required product.

Please refer to NAPA's Complete Written Proposal for further detail on product availability, inventory control, sourcing, and back orders.



RFP 2024-006

SUPPLY OF

LUBRICANTS

WARRANTY

NAPA CANADA PROPOSAL

If this information is required in an alternate
accessible format, please contact
Sue Murray 343-363-5493
sumurray@uapinc.com

As Stated in Written Proposal (Uploaded as Additional Document):

Found in Section 1.4 (d)

“NAPA has an established process for returns processing and damage claims. In its current supplier agreement with Canoe Procurement Group, NAPA has demonstrated prompt and efficient processing of returns and warranty claims, and a willingness to work with CANOE members in situations that arise which may be outside of standard warranty time frames and parameters. NAPA agrees to continue to work with CANOE as situations arise that may require special attention. Returns will continue to be processed within the agreed upon time frame. It should also be noted that NAPA maintains a backup inventory and will often be able to provide a replacement within a reasonable amount of time. Please see Sections 1.4 (a)(b) of Written Proposal for further information on NAPA’s inventory replenishment and forecasting.”

COMB	LINE	FAMILY	DESCRIPTION
ASF1	ASF	1	APRIL SUPER FLO - CONVENT. OIL
ASF5	ASF	5	APRIL SUPER FLO - SYNTHETIC OIL
ASF7	ASF	7	APRIL SUPER FLO - DIESEL OIL
ASF9	ASF	9	APRIL SUPER FLO - 2-CYCLE OIL
ASF10	ASF	10	APRIL SUPER FLO - TRANSMIS. FLUID
ASF12	ASF	12	APRIL SUPER FLO - HYDRAUL. FLUID
ASF14	ASF	14	APRIL SUPER FLO - MISC. LUBRICANT
ASF16	ASF	16	APRIL SUPER FLO - MISC. CHEMICAL
ASF19	ASF	19	APRIL SUPER FLO - TOTE OIL
ASF20	ASF	20	APRIL SUPER FLO - BULK OIL
CAS1	CAS	1	CASTROL - CONVENT. OIL
CAS2	CAS	2	CASTROL - H. MILEAGE OIL
CAS5	CAS	5	CASTROL - SYNTHETIC OIL
CAS7	CAS	7	CASTROL - HD MOTOR OIL
CAS9	CAS	9	CASTROL - 2-CYCLE OIL
CAS10	CAS	10	CASTROL - TRANSMIS. FLUID
CAS12	CAS	12	CASTROL - HYDRAUL. FLUID
CAS14	CAS	14	CASTROL - MISC. LUBRICANT
CAS16	CAS	16	CASTROL - MISC. CHEMICAL
CAS20	CAS	20	CASTROL - BULK OIL
CAS35	CAS	35	CASTROL - DRUMS
CRL1	CRL	1	CRC PRODUCTS - CRC PRODUCTS
CRL5	CRL	5	CRC PRODUCTS - NAPA CRC PROD.
CRL51	CRL	51	CRC PRODUCTS - CRC NON STOCK
CRL88	CRL	88	CRC PRODUCTS - CLEARANCE
DFS3	DFS	3	FUEL SYSTEM - DIESEL COMPON.
DFS6	DFS	6	FUEL SYSTEM - FILLER NECK
DFS7	DFS	7	FUEL SYSTEM - FUEL TANK
DFS8	DFS	8	FUEL SYSTEM - FUEL-AIR KY
DFS9	DFS	9	FUEL SYSTEM - FUEL-AIR PA
ESS1	ESS	1	ESSO - CONVENT. OIL
ESS5	ESS	5	ESSO - SYNTHETIC OIL
ESS7	ESS	7	ESSO - HD MOTOR OIL
ESS10	ESS	10	ESSO - TRANSMIS. FLUID
ESS12	ESS	12	ESSO - HYDRAUL. FLUID
ESS14	ESS	14	ESSO - MISC. LUBRICANT
ESS16	ESS	16	ESSO - MISC. CHEMICAL
ESS20	ESS	20	ESSO - BULK OIL
KFL1	KFL	1	KLEEN-FLO - KLEEN-FLO
KFL2	KFL	2	KLEEN-FLO - WINTER PRODUCT
KFL3	KFL	3	KLEEN-FLO - ACCESSORY
KFL4	KFL	4	KLEEN-FLO - VP RACING
KFL51	KFL	51	KLEEN-FLO - KFL NON STOCK
LMY5	LMY	5	LIQUI MOLY - SYNTHETIC
LMY7	LMY	7	LIQUI MOLY - HD MOTOR OIL
LMY10	LMY	10	LIQUI MOLY - TRANSMIS. FLUID

LMY12	LMY	12	LIQUI MOLY - HYDRAUL. FLUID
LMY14	LMY	14	LIQUI MOLY - MISC. LUBRICANT
LMY16	LMY	16	LIQUI MOLY - MISC. CHEMICALS
LMY35	LMY	35	LIQUI MOLY - DRUMS
LMY50	LMY	50	LIQUI MOLY - MARKETING
LMY61	LMY	61	LIQUI MOLY - SERVICE TOOLS
LMY88	LMY	88	LIQUI MOLY - CLEARANCE
MAX1	MAX	1	SPRAYMAX - SPRAYMAX AERO.
MAX2	MAX	2	SPRAYMAX - SPRAYMAX CANS
MAX3	MAX	3	SPRAYMAX - SPRAYMAX EQP.
MAX4	MAX	4	SPRAYMAX - SPRAYMAX MISC.
MTL5	MTL	5	MOTUL - SYNTHETIC
MTL10	MTL	10	MOTUL - TRANSMIS. FLUID
MTL14	MTL	14	MOTUL - MISC. LUBRICANT
MTL16	MTL	16	MOTUL - MISC. CHEMICALS
MTL20	MTL	20	MOTUL - BULK OIL
MTL35	MTL	35	MOTUL - DRUMS
MTL88	MTL	88	MOTUL - CLEARANCE
NCB1	NCB	1	LUCAS - LUCAS LUBRICANT
NCB3	NCB	3	LUCAS - SYNTH BLEND
NCB5	NCB	5	LUCAS - SYNTH OIL
NCB9	NCB	9	LUCAS - 2-CYCLE OIL
NCB10	NCB	10	LUCAS - TRANSM FLUID
NCB12	NCB	12	LUCAS - HYDRAUL FLUID
NCB14	NCB	14	LUCAS - GREASE
NCB40	NCB	40	LUCAS - OIL ADDITIVES
NCB41	NCB	41	LUCAS - FUEL TREATMENTS
NCB42	NCB	42	LUCAS - UTILITY LUBR
NCB43	NCB	43	LUCAS - MOTORCYCLE OIL
NCB44	NCB	44	LUCAS - MARINE PRODUCTS
NCB45	NCB	45	LUCAS - CAR CARE
NCB51	NCB	51	LUCAS - NCB NON STOCK
NPL1	NPL	1	NAPA OIL - CONVENT. OIL
NPL5	NPL	5	NAPA OIL - SYNTHETIC OIL
NPL7	NPL	7	NAPA OIL - HD MOTOR OIL
NPL10	NPL	10	NAPA OIL - TRANSMIS. FLUID
NPL11	NPL	11	NAPA OIL - CONVENT. OIL
NPL12	NPL	12	NAPA OIL - HYDRAUL. FLUID
NPL14	NPL	14	NAPA OIL - MISC. LUBRICANT
PER1	PER	1	PERMATEX - PERMATEX
PER3	PER	3	PERMATEX - SLIME
PER4	PER	4	PERMATEX - RAIN-X
PER5	PER	5	PERMATEX - DLS HAND CLEAN.
PER11	PER	11	PERMATEX - COMPRESS. SLIME
PER12	PER	12	PERMATEX - SLIME RETAIL
PER21	PER	21	PERMATEX - VERSACHEM
PER51	PER	51	PERMATEX - PER NON STOCK

PER54	PER	54	PERMATEX - PER NON STOCK 2
PFO7	PFO	7	PROFORMER OIL - DIESEL OIL
PFO10	PFO	10	PROFORMER OIL - TRANSMIS. FLUID
PFO12	PFO	12	PROFORMER OIL - HYDRAUL. FLUID
PFO14	PFO	14	PROFORMER OIL - MISC. LUBRICANT
PLB1	PLB	1	PROLAB - CHEMICAL PROD.
PLB3	PLB	3	PROLAB - CHEMICAL PROD.
PLB15	PLB	15	PROLAB - INDUSTRIAL
PLB51	PLB	51	PROLAB - PLB NON STOCK
PLB53	PLB	53	PROLAB - PLB NON STOCK 2
QST1	QST	1	QUAKER STATE - CONVENT. OIL
QST2	QST	2	QUAKER STATE - H. MILEAGE OIL
QST3	QST	3	QUAKER STATE - SYNTH BLEND OIL
QST5	QST	5	QUAKER STATE - SYNTHETIC OIL
QST10	QST	10	QUAKER STATE - TRANSMIS. FLUID
QST20	QST	20	QUAKER STATE - BULK OIL
QST23	QST	23	QUAKER STATE - ECOBOX
QST35	QST	35	QUAKER STATE - DRUMS
RCO1	RCO	1	RECOCHEM - NAPA COOLANT
RCO3	RCO	3	RECOCHEM - NAPA WW FLUID
RCO7	RCO	7	RECOCHEM - NAPA OE COOLANT
RCO11	RCO	11	RECOCHEM - TURBO COOLANT
RCO12	RCO	12	RECOCHEM - HDEXPRT COOLANT
RCO13	RCO	13	RECOCHEM - TURBO WW FLUID
RCO14	RCO	14	RECOCHEM - RAIN-X WW FLUID
RCO15	RCO	15	RECOCHEM - OUTDOOR PROD
RCO16	RCO	16	RECOCHEM - MISC AUTOMOTIVE
RCO17	RCO	17	RECOCHEM - LOCK D ICER
RCO20	RCO	20	RECOCHEM - DEF
RCO25	RCO	25	RECOCHEM - PLUMBING ANTIFR
RCO26	RCO	26	RECOCHEM - SOLVENT
RCO30	RCO	30	RECOCHEM - BULK PRODUCTS
RCO32	RCO	32	RECOCHEM - ULTRACLEAR
RLN1	RLN	1	RISLONE - AUTOMOTIVE CHEM
RLN88	RLN	88	RISLONE - ARM CLEARANCE
RTK1	RTK	1	RED TEK - A/C PRODUCTS
RTK2	RTK	2	RED TEK - A/C KIT
SHL1	SHL	1	SHELL - CONVENT. OIL
SHL5	SHL	5	SHELL - SYNTHETIC OIL
SHL7	SHL	7	SHELL - HD MOTOR OIL
SHL9	SHL	9	SHELL - 2-CYCLE OIL
SHL10	SHL	10	SHELL - TRANSMIS. FLUID
SHL12	SHL	12	SHELL - HYDRAUL. FLUID
SHL14	SHL	14	SHELL - MISC. LUBRICANT
SHL16	SHL	16	SHELL - MISC. CHEMICAL
SHL20	SHL	20	SHELL - SHELL BULK
SHL23	SHL	23	SHELL - ECOBOX

SHL24	SHL	24	SHELL - SPECIAL GADUS
SHL25	SHL	25	SHELL - SPECIAL SPIRAX
SHL26	SHL	26	SHELL - SPECIALIZED LUB
SHL35	SHL	35	SHELL - DRUMS
SNI1	SNI	1	SPRAY NINE - CHEMICALS
SNI51	SNI	51	SPRAY NINE - SNI NON STOCK
SWH2	SWH	2	SMART WASHER - SMART WASHER
SWH3	SWH	3	SMART WASHER - CHEMICALS
TOT5	TOT	5	TOTAL - SYNTHETIC
TOT10	TOT	10	TOTAL - TRANSMIS. FLUID
TOT12	TOT	12	TOTAL - HYDRAUL. FLUID
TOT14	TOT	14	TOTAL - MISC. LUBRICANT
TOT16	TOT	16	TOTAL - MISC. CHEMICALS
TOT20	TOT	20	TOTAL - BULK OIL
TOT35	TOT	35	TOTAL - DRUMS
TOT88	TOT	88	TOTAL - CLEARANCE
UVW1	UVW	1	UVIEW - LEAK DETECTION
UVW2	UVW	2	UVIEW - LEAK DETEC DYE
UVW7	UVW	7	UVIEW - MIST
UVW9	UVW	9	UVIEW - CPS LEAK DETECT
UVW10	UVW	10	UVIEW - CPS PRODUCTS
UVW13	UVW	13	UVIEW - MOTORVAC CHEM.
UVW23	UVW	23	UVIEW - MOTORVAC ACCES.
UVW48	UVW	48	UVIEW - CPS RRR EQUIP.
VAL1	VAL	1	VALVOLINE - CONVENT. OIL
VAL2	VAL	2	VALVOLINE - H. MILEAGE OIL
VAL5	VAL	5	VALVOLINE - SYNTHETIC OIL
VAL7	VAL	7	VALVOLINE - HD MOTOR OIL
VAL9	VAL	9	VALVOLINE - 2-CYCLE OIL
VAL10	VAL	10	VALVOLINE - TRANSMIS. FLUID
VAL12	VAL	12	VALVOLINE - HYDRAUL. FLUID
VAL14	VAL	14	VALVOLINE - MISC. LUBRICANT
VAL16	VAL	16	VALVOLINE - MISC. CHEMICALS
VAL17	VAL	17	VALVOLINE - VPS
VAL20	VAL	20	VALVOLINE - BULK OIL
VAL23	VAL	23	VALVOLINE - BAY BOX
VAL35	VAL	35	VALVOLINE - DRUMS
VAL36	VAL	36	VALVOLINE - DRUMS
WAK7	WAK	7	WAKEFIELD - OIL AND GREASE
WAK10	WAK	10	WAKEFIELD - TRANSMIS. FLUID
WAK12	WAK	12	WAKEFIELD - HYDRAUL. FLUID
WAK14	WAK	14	WAKEFIELD - MISC. LUBRICANT
WAK20	WAK	20	WAKEFIELD - BULK OIL
WAK35	WAK	35	WAKEFIELD - DRUMS
WAL46	WAL	46	WALTER CO. - DEGREASER
WAL48	WAL	48	WALTER CO. - DEGREASER
WAL52	WAL	52	WALTER CO. - CHEMICAL/ACCESS

WAL67	WAL	67	WALTER CO. - CHEMICALS
WAL73	WAL	73	WALTER CO. - CHEMICALS
WDD1	WDD	1	WD-40 - WD-40
WDD5	WDD	5	WD-40 - WD-40 RETAIL
WDD10	WDD	10	WD-40 - SPECIALIST
WDD20	WDD	20	WD-40 - WD-40 NON STOCK
WDD88	WDD	88	WD-40 - CLEARANCE

SHEET	DISCOUNT
L	-4.00%
L	-2.45%
L	-4.10%
L	-1.72%
L	-3.58%
L	-5.64%
L	-4.78%
L	-6.54%
L	-3.29%
L	0.00%
L	-1.34%
L	-0.83%
L	-1.35%
L	-2.13%
L	-1.06%
L	-2.10%
L	-5.99%
L	-1.80%
L	-2.09%
L	-20.00%
L	-1.95%
L	-29.25%
L	-32.36%
L	-30.98%
L	-31.37%
L	-39.86%
L	-39.86%
L	-39.86%
L	-39.86%
L	-39.86%
L	-5.93%
L	-5.54%
L	-8.97%
L	-9.60%
L	-11.65%
L	-8.31%
L	-12.00%
L	-20.00%
L	-26.06%
L	-32.59%
L	-10.18%
L	0.00%
L	-23.22%
L	-27.41%
L	-28.02%
L	-27.77%

L	-27.49%
L	-26.69%
L	-27.12%
L	-18.75%
L	-45.00%
L	-26.79%
L	-26.90%
L	-16.04%
L	0.00%
L	0.00%
L	-15.09%
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L	-28.67%
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L	-33.00%
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L	-33.00%
L	-33.01%
L	-33.02%
L	-32.99%
L	-19.07%
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L	-21.53%
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L	-21.44%
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L	-8.65%
L	-34.60%
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L	-14.68%
L	-13.45%
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L	-26.36%
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L	-1.05%
L	-0.87%
L	-0.54%
L	-2.61%
L	-1.02%
L	-1.62%
L	-6.01%
L	-2.14%
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L	-3.97%
L	-20.00%
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L	-2.48%
L	-14.14%
L	-9.32%
L	-14.14%

L	-9.66%
L	-7.54%
L	-9.50%
L	0.00%
L	-11.55%
L	0.00%
L	0.00%

Schedule “C”

MARKETING AND PROMOTION OF AGREEMENT

Once the Agreement is awarded, the Supplier will meet with Canoe to discuss an effective launch strategy, and shall provide:

- Supplier’s contact information;
- Customer engagement strategy;
- Access to knowledge sharing materials (e.g., webinars);
- Escalation process;
- Marketing materials, and,
- Other relevant materials.

To support Members, Canoe and the Supplier will work together to encourage the use of the Agreement resulting from this RFP.

The Supplier will actively promote the Agreement to Members by:

- Educating and creating awareness within their dealer and distribution networks about group purchasing, Canoe Procurement Group and the use of Canoe contract by Members;
- Conducting sales and marketing activities directly to onboard Members;
- Providing excellent and responsive Members support;
- Identifying Members savings; and
- Identifying improvement opportunities (e.g., planning priorities, multi-year projects).

Canoe will promote the use of the Agreement with Members by:

- Using online communication tools to inform and educate;
- Holding information sessions and webinars, as required;
- Attending, when appropriate, Members and Supplier events;
- Facilitating Member engagement, where appropriate;
- Providing effective business relationship management;
- Managing and monitoring Supplier performance;
- Facilitating issue resolution; and
- Marketing Supplier promotions.