

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: Safety-Clean Canada Inc.

Supplier Corporate Jurisdiction: 300 Woolwich St, Breslau ON N0B1M0
(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:

Safety-Kleen Canada Inc.
300 Woolwich St,
Breslau ON N0B1M0

Attention: Gregory Andrews, Sales Director Western Canada
Tel: 604.220.4138
Email: greg.andrews@safety-kleen.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: *Tyler Hannemann*
Tyler Hannemann (Aug 7, 2024 09:17 MDT)
 Name: Tyler Hanneman
 Title: General Manager, Canoe Procurement Group

Supplier Legal Name: Safety-Kleen Canada Inc.

By: *Gregory Andrews*
Gregory Andrews (Aug 6, 2024 09:03 PDT)
 Name: Gregory Andrews
 Title: Sales Director Western Canada

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: | Safety-Kleen Canada Inc |
| Does your company conduct business under any other name? If yes, please state: | Clean Harbors |
| Address: | 1790 Ironstone Drive Burlington, ON L7L 5V3 |
| Contact: | Gregory Andrews |
| Email: | greg.andrews@safety-kleen.com |
| Phone: | 604-220-4138 |
| HST#: | 89820 6545 |

Submission Details

| | |
|-------------------------|--------------------------------------|
| Created On: | Tuesday April 02, 2024 14:34:19 |
| Submitted On: | Tuesday May 28, 2024 12:49:38 |
| Submitted By: | Gregory Andrews |
| Email: | greg.andrews@safety-kleen.com |
| Transaction #: | e6be09de-fc4b-41ab-a194-05d36014492b |
| Submitter's IP Address: | 75.155.204.133 |

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): | Safety-Kleen Canada Inc. |
| 2 | Proponent Address: | 300 Woolwich St, Breslau ON N0B1M0 |
| 3 | Proponent website address: | www.safety-keen.com |
| 4 | Proponent's Authorized Representative (name, title, email address & phone) (The representative must have authority to sign on behalf of the Proponent): | Gregory Andrews, Sales Director Western Canada, greg.andrews@safety-keen.com, 604.220.4138 |
| 5 | Proponent's primary contact for this proposal (name title address email address & phone): | Gregory Andrews, Area Sales Director Western Canada, greg.andrews@safety-keen.com, 604.220.4138 |
| 6 | Proponent's other contacts for this proposal if any (name title address email address & phone): | Kelly McHale, Area Sales Director Ontario, kelly.mchale@safety-keen.com 289.233.5220 |
| 7 | Proponent GST registration number: | GST 898206545RT0002 |
| 8 | If the Proponent is representing a consortium, each member of that consortium, | NA |
| 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. | <p>Safety-Kleen is a leading provider of environmental services, oil re-refining and responsible cleaning solutions. We are at the forefront of developing practical green processes for business, just as we were the day the company was founded. Few people share our passion for keeping workplaces safe by keeping the environment clean. That passion, and the resulting innovation, punctuates our history with notable firsts and remarkable achievements.</p> <p>The Beginning: In 1954, Ben Palmer invented the Parts Washer. Deemed the "Safety-Kleen" washer, it was a success from the start. Palmer believed that spelling the name as "Kleen" instead of "Clean" would garner attention and that it did.</p> <p>The 1970's: In 1972, Safety-Kleen launched its first allied product, the oil filter, and their first major advertising campaign targeting service stations and garages. Also, in 1972 they sold their 100,000th parts washer marking a huge company milestone.</p> <p>The 1990's: In 1987, Safety-Kleen began its oil recovery business, which reclaimed used oil and re-refined it through their first re-refinery in Breslau, Ontario Canada.</p> <p>Present Day: In December 2012, Safety-Kleen was purchased by Clean Harbors, Inc., forming the largest environmental services company in North America, approaching \$4 billion in annual revenue.</p> <p>Our National Network consist of:</p> <ul style="list-style-type: none">• 400 service locations• 7 Refineries• Fleet of trucks, tankers, railcars and bargeso Top 25 largest fleet in North America• 9 Incinerators• 11 landfill sites• 8 Solvent recycling facilities• 9 wastewater treatment operations• 9 oil accumulation centers• Dedicated lubricant blending and packaging plants• Dedicated staffo > 14,000 employeeso Committed to safety 3 – 6 – 5o Striving to exceed customers expectation <p>Commitment to Safety</p> <p>SAFETY IS MORE THAN JUST PART OF OUR NAME – IT IS OUR FOCUS, OUR BRAND AND OUR PASSION. Throughout Safety-Kleen, our top priority is to continually improve safety. We believe that zero incidents are a goal we can achieve, and no one should get hurt while working at or with Safety-Kleen. We also recognize that it is our 100% personal commitment to safety that will have the greatest impact on our own safety and that of our employees, our customers, our families, the community and the environment. Through our words and actions, we demonstrate that we reinforce acceptable safety practices and stop unsafe acts before they become a statistic.</p> <p>Sustainability</p> <p>What does sustainability mean to Safety-Kleen?</p> <p>As part of our parent company's sustainability program, sustainability means adding long-term value to Clean Harbors for stakeholders, customers and employees by identifying and improving our social, economic and environmental impacts. We are keenly aware of the critical role we play in the keeping business in balance with the environment and in educating our customers and their communities about sustainability. We are committed to leveraging our unique waste management and recycling practices and assets to develop innovative, sustainable solutions. In addition, we are equally committed to continually examining our own operations to identify areas where we can reduce energy consumption, as well as determine innovative ways to drive enhancements across our entire network.</p> <p>Kleen Performance Products® base oil, serves the needs of industrial and automotive customers requiring the highest quality Group II+ and API Group II paraffinic base oil.</p> <p>As the largest provider of twice-refined oil in North America, and North America feedstock moving from conventional to synthetic base stocks and our proprietary refining process allows us to consistently produce high quality base oil and finished lubricants than the competition.</p> <p>Safety-Kleen's refinery operating under ISO 9001 standards for quality and consistency produces base stock with the following features:</p> <ul style="list-style-type: none">• Low NOACK (volatility)• High Viscosity Index oils• Improved demulsibility• Virtually no impurities with low aromatics• ISO 9001 standards for quality and consistency• Uniform composition to military specifications• High color stability <p>Performance Plus® offers high quality lubricants backed by more than 30 years of research, technology, and investment. Our lubricants perform in the toughest conditions, whether in U.S. Military combat vehicles or in race car engines on the tracks from Daytona Motor Speedway to Bonneville Salt Flats.</p> <p>Performance Plus® comprehensive range of products meet or exceed all North American engine standards, OEM equipment requirements and specifications. With more than 190 million gallons (719 million liters) of base oil and finished lubricants sold annually (Performance Plus® and Private Trade Label), Safety-Kleen has experience manufacturing premium lubricants.</p> |
| 10 | Provide all "Suspension or Debarment" from public entities in Canada your organisation is currently subject to, | NA |

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>Answer *</p> <p><input type="radio"/> Yes</p> <p><input checked="" 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="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 2 | British-Columbia | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 3 | New-Brunswick | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 4 | Manitoba | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 5 | Newfoundland and Labrador | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | |
| 6 | Northwest Territories | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | |
| 7 | Nova-Scotia | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 8 | Nunavut | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | |
| 9 | Ontario | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 10 | Prince Edward Island | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 11 | Québec | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| 12 | Saskatchewan | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | |
| 13 | Yukon | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> 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. | <p>Performance Plus® Premium Lubricants</p> <p>Performance Plus® offers high quality lubricants backed by more than 30 years of research, technology, and investment. Our lubricants perform in the toughest conditions, whether in U.S. Military combat vehicles or in race car engines on the tracks from Daytona Motor Speedway to Bonneville Salt Flats. Performance Plus® comprehensive range of products meet or exceed all North American engine standards, OEM equipment requirements and specifications. With more than 190 million gallons (719 million liters) of base oil and finished lubricants sold annually (Performance Plus® and Private Trade Label), Safety-Kleen has experience manufacturing premium lubricants. The following industry test and extended drain study shows Performance Plus lubrication will offer protection for your equipment and value to your business. No other company can match the benefits delivered by our KLEEN+ base oil. When you choose KLEEN+, you're getting a unique and revolutionary combination of highly reliable supply, world-class Group II+ quality, and a measurable reduction in your carbon footprint.</p> <p>Safety-Kleen operates eight re-refineries located across North America – including the world's largest in East Chicago, Indiana. Safety-Kleen's facilities produce approximately 150 million gallons of base oil annually. These plants have re-refined more than 4.1 billion gallons of used oil since their opening, enabling that used oil to have a second life as a high-quality lubricant. Our re-refineries have streamlined and optimized our refinery turnaround schedules, and standardized production at all our facilities, to ensure continuity of supply. With reduced downtimes and our API standardized base oil slate, we can supply base oils from any of our sites with no formulation changes or additional approvals needed. This minimizes the risk of supply disruptions to our customers' businesses.</p> <p>KLEEN+ base oils are the best choice for customers looking for a high-quality, sustainable option for now and the future. Our re-refinery feedstock quality continues to improve over time due to the increased use of fully synthetic finished products in the marketplace, while our re-refineries utilize advanced hydrotreatment and tight fractionation technology. KLEEN+ will continue to improve as new, more stringent finished-product specifications enter the marketplace, while conventional base oils will continue to fall behind.</p> |
| 2 | What is your Canadian public sector market share for the solutions that you are proposing? | <5% |
| 3 | What do you consider to be the top three market differentiators of your products/services relative to this solicitation? | <p>SUSTAINABILITY OF OUR NATURAL RESOURCES.</p> <p>KLEEN+ is manufactured by collecting used oil that is tested, treated, re-refined and returned to market in a closed-loop process. This process avoids up to 78% of the carbon dioxide equivalent (CO2e) generated by refining base oil from crude. The re-refining process can be infinitely repeated, which significantly reduces greenhouse gas emissions compared to the one-time energy created from burning used oil. In addition to being smart business and good for the environment, we can preserve our limited natural resources and reduce our dependence on foreign oil.</p> <p>Canadian municipalities could reduce greenhouse gas emissions by 10,000 metric tons for every 1 million gallons of KLEEN+ base oil used. That is the equivalent of having 25 million miles driven by gas-powered automobiles. Just 1.4 gallons of re-refined used motor oil produce the same amount of engine oil as 42 gallons of raw crude. Recycling used oil into KLEEN+ provides a smarter way to manage used oil that would otherwise be released into the environment or burned as fuel. This helps preserve our limited resources and keeps motor oil out of our precious land and water.</p> <p>SUPERIOR PROTECTION</p> <p>Base Oil quality is the foundation of finished lubricant quality, engine protection and performance</p> <p>RPP premium Group II+ base oil quality allows us to produce superior lubricants that will protect your vehicle, reduce maintenance, and provide outstanding performance. When our base oils are combined with our premium additive packages, our finished products display superior cold temperature performance, lower volatility, better oxidation performance and higher viscosity indexes for high temperature viscosity protection.</p> <p>MINIMIZING SUPPLY RISK AT A CONTINENTAL SCALE</p> <p>KLEEN+ is manufactured at multiple re-refineries across the U.S. and Canada allowing for lower delivery costs and continuity of supply. Because none of our locations are in areas where severe storms frequently disrupt operations, our production levels are consistent year-round.</p> |
| 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? | NA |
| 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? | Safety-Kleen is the manufacturer, seller and distributor of Performance Plus Lubricants. Refining, blending, packaging, sales, and delivery to the end user are all job completed by Safety-Kleen/Clean Harbours staff. |
| 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. | NA |
| 7 | Within this RFP category there may be subcategories of products. List subcategory titles that best describe your products and services. | Lubricants, Engine Oil, Hydraulic Oil, Gear Oil, Transmission Oil, Grease |
| 8 | Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America. | Safety-Kleen and Clean Harbors jointly bid and service automotive and industrial customers across North America and work with co-operatives such as Consolidates and LAR in the automotive sector. |

Supply Chain Reliability

| Line Item | Question | Response * |
|-----------|--|--|
| 1 | Describe your production capacities and inventory management strategies. | Inventory management strategies include 90 days on hand inventory for historical sales. |
| 2 | Explain your lead times for order fulfillment and detail your supply chain resilience measures, including contingency plans for potential disruptions. | Standard lead times vary from two to ten business days depending on geography. #branches across Canada ~19 Security of base oil supply Control of our own packaging |

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. | Our engagement and marketing strategy to requests for service from Canoe members will be communication that is relevant, transparent, and value driven, Weather the member is looking for one stop shop, operational savings, or to improve their environmental foot print the Safety-Kleen sales team can offer obtainable opportunities to achieve their goals. |
| 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? | Canoe can play a crucial role in demonstrating value to the contract. By facilitating communication and collaboration between the vendor and the members Safety-Kleen is given the opportunity to discuss our products, services and environmental messaging with new prospects. |
| 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. | Training our sales force and distribution network on the value of using group purchasing contracts such as Canoe is crucial for success. Safety-Kleen can implement customized training to identify gaps related to group purchasing concepts, contract benefits and value proposition with our sales and distribution network across Canada. It is important to emphasize how Canoe contracts enhance brand credibility, and at the same time keep the sales team informed about any changed to the Canoe contract. |
| 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. | In order to have a successful implementation with client we need to understand the clients needs. A Safety-Kleen Sales Representative will schedule an initial meeting in order to understand the following: Products required, Order frequency, Required turnaround time, Site safety requirements, Required number of customer touchpoints, (Quarterly face to face meetings is standard for our sales organization) Customers goal we can help them achieve (Operational efficiencies we can obtain with fluid selection, Corporate environmental goals) Meeting frequency and Sales initiatives are managed with the sellers via KPI metrics derived from Salesforce CRM. Product availability and delivery is monitored by the Operations team with their. On time performance and attainment reports. |
| 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? | Safety-Kleen puts great emphasis on ensuring we deliver what is promised. Each member contract will be assigned to an account manager who will regularly review our performance with the stakeholder. Each contract may require monitoring of different KPI's but Safety-Kleen although large in size has small, localized groups that can come together to ensure our customers receive the service they deserve. |
| 6 | Describe your commitment to attending and/or sponsoring member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.) | A large part customer service is building long term relationships and connecting with many individuals in the organizations we work with. Safety-Kleen is committed to attend trade shows, educational and other work events. These events give us the opportunity to expand on our relationships and educate our current customers and prospects about environmental sustainability. |
| 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. | Safety-Kleen currently works with and attends events with the following organizations. Alberta Recycling Management Authority Manitoba Association for Resource Recovery Truck Loggers Association Truck World Huron County Road Supervisors Association |

Warranty, Risk Mitigation & Service Excellence

| Line Item | Question | Reponse * |
|-----------|---|--|
| 1 | Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. | Safety-Kleen Systems, Inc. ("Safety-Kleen") warrants that the lubricants sold by Safety-Kleen or its authorized distributors comply with Performance Plus's written properties (specifications) for those products and meet then current specifications. Safety-Kleen will, at its sole discretion, replace the product or refund the purchase price of any Performance Plus Lubricant that does not comply with this limited warranty. Additionally, Safety-Kleen will pay to repair any equipment damage proven to have been directly caused by a breach of this limited warranty; provided that the damage is determined to have been directly caused by the failure of the Performance Plus Lubricants to comply with its written product performance claims, and that Performance Plus is furnished with satisfactory documentation. Documentation consists of: 1) Written documentation showing equipment was maintained in accordance with the original equipment manufacturer's recommendations 2) Proof that equipment was used under normal operating conditions in accordance with the manufacturer's operating instructions and limitations, including speed, load, and temperature; and in accordance with the manufacturer's recommendations, including compliance with product selection, monitoring and drain recommendations 3) Documentation that certifies that after-market products or other lubricants have not been added to the Performance Plus lubricants used as use of after-market products will void the product limited warranty. Any claims for equipment repairs under this warranty must be made in writing within thirty (30) days of the equipment failure with the facts on which the claim is based. Additionally, Safety-Kleen or its authorized representatives must be allowed to inspect the equipment, take a sample of the lubricant used, and review all equipment and maintenance records to determine the extent of the damage and to confirm that a Performance Plus Lubricant directly caused any damage. EXCEPT FOR THE WARRANTY SET FORTH HEREIN SAFETY-KLEEN MAKES NO WARRANTY WHATSOEVER WITH RESPECT TO THE GOODS, INCLUDING ANY (A) WARRANTY OF MERCHANTABILITY; (B) WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE; (C) WARRANTY OF TITLE; OR (D) WARRANTY AGAINST INFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS OF A THIRD PARTY, WHETHER EXPRESS OR IMPLIED BY LAW, COURSE OF DEALING, COURSE OF PERFORMANCE, USAGE OF TRADE OR OTHERWISE, SAFETY-KLEEN IS NOT RESPONSIBLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE, OR CONSEQUENTIAL DAMAGES. |
| 2 | What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP? | NA |
| 3 | Describe any service contract options for the items included in your proposal. | NA |

Sales and distribution network

| Line Item | Question | Response * |
|-----------|--|---|
| 1 | <p>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.</p> <p>a, Sales force, b, Dealer Network or distribution methods, c, Service personnel/teams.</p> <p>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> | <p>Safety-Kleen own and operates facilities across Canada all serviced by our own dedicated sales and operations team. Below is a list of the areas we currently do business in and can support new Canoe members business.</p> <p>British Columbia</p> <p>Vancouver Island Packaged lubricants only, (tote, drum, keg, pail, jug)</p> <p>We operate a branch in Duncan BC, This branch has two drivers dedicated to our box truck and used oil collection truck, Sales responsibilities are covered by our sales representative located in the Lower Mainland BC. Major centers we operate in are Sidney, Victoria, Langford, Duncan, Ladysmith, Nanaimo, Parksville, Port Alberni, Courtney, Campbell River.</p> <p>Lower Mainland Packaged and bulk lubricant capabilities</p> <p>We operate a branch in Delta BC, This branch has seven drivers dedicated to three box trucks and three used oil collection trucks and one Vac truck. Sales responsibilities are covered by our sales representative located in the Lower Mainland BC. We operate in the whole Lower Mainland from Vancouver to Chilliwack</p> <p>Alberta</p> <p>Calgary Packaged and bulk lubricant capabilities in select regions.</p> <p>We operate a branch in Calgary. This branch has 6 drivers dedicated to three box trucks and two used oil collection trucks and One Vac Truck, Sales responsibilities are covered by our representative out of the Calgary area. Bulk lubricants are available in Okotoks, Calgary, Airdrie, Red Deer. Packaged lubricants are available in the regions from Medicine Hat, Lethbridge, Okotoks, Calgary, Canmore, Brooks, Drumheller, Olds, Rocky Mountain House, Red Deer, Stetler</p> <p>Nisku Packaged and bulk lubricant capabilities in select regions.</p> <p>We operate a branch in Nisku. This branch has 7 drivers dedicated to four box trucks and two used oil collection trucks and One Vac Truck. Sales responsibilities are covered by our representative out of the Edmonton area. Bulk lubricants are available in Edmonton, Fort Saskatchewan, Spruce Grove, Nisku, Leduc, Wetaskiwin, Lacombe Packaged lubricants are available in the following regions Edmonton, Fort Saskatchewan, Spruce Grove, Nisku, Leduc, Wetaskiwin, Lacombe, Lloydminster, Fort McMurray, Bonnyville, Edson, Drayton Valley.</p> <p>Grande Prairie Packaged lubricants only, (tote, drum, keg, pail, jug)</p> <p>We operate a branch in Grande Prairie, This branch has 1 driver dedicated to a box truck, Sales responsibilities are covered by our representative out of the Edmonton area. Packaged lubricants are available in the following regions Grande Prairie, Hylhe, Dawson Creek, Fort St John</p> <p>Ontario GTA, Golden Horseshoe, Southwestern, Southern and Northeastern customer based will be serviced by one of the 6 branch facilities (Brampton, Brantford, Chelmsford, London Oshawa, Burlington). This network provides delivery of package and bulk lubricants with 23 box trucks and 5 tankers. An additional 20 tankers support the collection of used oil for this region.</p> <p>Nepean We operate a branch in Nepean ON which covers the Ottawa Valley, Kingston and Cornwall. This branch has 8 drivers dedicated to our bulk oil trucks, box trucks used oil collection trucks and Vac. This branch has two sales representatives who are dedicated to working the area.</p> <p>Quebec Packaged and bulk lubricants</p> <p>Chambly We operate a branch in Chambly PQ which covers Ottawa Valley and up to past Quebec City. This branch has 10 drivers dedicated to our bulk oil trucks, box trucks used oil collection trucks and Vac. This branch has two sales representatives who are dedicated to working the area.</p> <p>St Augustin We operate a branch in St Augustin PQ. This branch has 6 drivers dedicated to our bulk oil trucks, box trucks used oil collection trucks and Vac. This branch has one sales representatives who are dedicated to working the area.</p> |
| 2 | If applicable, describe how your distribution partners will be leveraging the contract? If not applicable please write N/A | NA |
| 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. | Currently government sales are grown through awarded tenders, Sales and training structure is based on the stipulations of each awarded tender, Technical data sheets and other documentation are supplied to substantiate that our services and products meet the bid requirements. |

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. | If a Canoe member wants to access Safety-Kleen services, they will need to reach out to the Area Sales Director for the region who's contact info is in the RFP. The ASD will confirm we can provide the services required. An account will then be setup in our CRM and does not require any additional information from the customer. |
| 2 | Describe how members can access information, pricing, discounts, catalogues on your goods, services, get a quote and place an order. | A member can access information, pricing and discounts by reaching out the ASD who's contact info is in the RFP. They can access additional company and product info by visiting our website www.safety-kleen.com Once an account is setup and pricing has been established orders can be placed directly with a Sales Representative or by calling our customer care line directly. |
| 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. | An e-commerce platform was rolled out with our USA counterparts in 2023 and is in the works to be available for Canadian companies in 2024. Once this program is live, we will update Canoe. |
| 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 adress this situation? | A current public sector customer with a contract in place would need to wait until their current contract expires, or a review has been completed and agreed to regarding the cancellation of their current contract and reissuing of a new RFP. If the customer does not have a contract in place with Safety-Kleen and is able to do business with Safety-Kleen based on their current contracts conversion to the Canoe program could happen within a few business days. |

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. | Implementation of a new Canoe member will include an account that has products tied to a Canoe pricing chain. Based on our system capabilities all items included in the pricing chain will be billed under the Canoe agreement. |
| 2 | Do you allow public entities to order from multiple contracts and GPOs? | It would depend on their commitments previously made to other contracts in place. |
| 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? | NA |

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. | |

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. | <p>In our inaugural sustainability report, published in 2021, we had established nine forward-looking ESG goals with the intention of advancing our environmental responsibility, our support and development of our employees, and our sustainable governance. We present this 2023 update to report on our progress toward each 2030 goal. With the rapid pace of change in ESG metrics and reporting, we will continue to review our goals and related progress in 2024 and beyond. This review will include a benchmarking process to ensure that the goals we originally set remain relevant and representative of our company.</p> <p>ENVIRONMENTAL INITIATIVES</p> <p>Alternative Energy Vehicles Grow the percentage of alternative vehicles in our light-duty fleet to comprise over 10% by 2030. We continue to look for opportunities to integrate more renewable energy sources and decrease fuel consumption in our 15,000+ company vehicle fleet, supported by our asset refurbishment program and route optimization.</p> <p>Increase Recycling Increase recovery of key materials by 25% on a combined basis by 2030. In 2022, we recycled more than 1.6 million metric tons of materials, including collection of more than 232 million gallons of used oil and recovery of 16 million gallons of solvent</p> <p>Renewable Energy Increase the use of renewable energy at our facilities to greater than 3,000 MWh annually by 2030. In 2022, more than 2,097 MWh were generated by solar arrays on our property. We are continuously looking for ways to add sustainable and renewable energy sources to power our facilities and operations.</p> <p>Clean Harbors maintains sustainable revenue sources through our recycling and re-refining of used motor oil and solvents, along with our work in facilitating the proper destruction and disposal of ozone-depleting and hazardous substances. The company leads efforts to strengthen the resiliency of the customers and the communities we service through spill prevention and remediation, natural disaster response and relief. Additionally, over the years, the company has avoided more than twice the emissions we generate from our operations.</p> <p>SOCIAL INITIATIVES</p> <p>Health and Safety Reduce our Total Recordable Incident Rate (TRIR) of accidents and injuries to less than 1.0 by 2030. We reduced our TRIR from 1.12 in 2021 to 0.73 in 2022, achieving a TRIR of less than 1.0 for the first time in our company's history. We will do our best to maintain this record and provide all employees with the safest possible work environment.</p> <p>Community Involvement Double our charitable donations, in-kind services and community sponsorships by 2030. We care about the communities in which we live and work. We continue to look for opportunities to support the people and infrastructure of our communities through a variety of methods, including charitable donations.</p> <p>Training and Development Increase our annual investment in training to enhance engagement and reduce turnover. Our 2021 goal was to increase annual investment in training to \$5M by 2030. We surpassed this goal in 2022 with a capital commitment of \$5M+ through diversified online and remote training.</p> <p>GOVERNANCE INITIATIVES</p> <p>Board Diversity Increase gender diversity from 20% to 40% and ethnic diversity from 10% to 20% by 2030. We have expanded our Board to 11 members with the additions of Ms. Alison Quirk, Mr. Shelly Stewart and, most recently in 2023, Ms. Karyn Polito. Incentive Plans Grow ESG-focused management incentive goals from 20% to 30% of possible payout by 2030. Safety-performance metrics such as TRIR continue to remain critical indicators linked to incentives for our managers. We continue to evaluate additional opportunities to incorporate new ESG incentives and KPIs into incentive plans across our company.</p> |
| 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. | <p>Clean Harbors recognized globally as a top 100 most sustainable corporation, The company was named to Corporate Knights' 2024 list of the 100 Most Sustainable Corporations in the World. The recognition was announced today in Davos, Switzerland during the 54th annual meeting of the World Economic Forum. Corporate Knights Inc. is an independent media and research company committed to advancing a sustainable economy. This is their 20th annual 'Global 100' sustainability ranking. As a group, the 2024 Global 100 corporations invested 55% of their capital expenditures, research and development, and acquisitions in green themes, compared to an average of 17% by other large companies. Clean Harbors was ranked 13th, and was second among all U.S.-based companies.</p> <p>Safety-Kleen earns business sustainability award for KLEEN+ base oil. Safety-Kleen's KLEEN+ base oil is making a name for itself in the industry. It recently earned a spot on the 2022 list of top sustainable products from the Sustainability Environmental Achievement and Leadership (SEAL) Awards.</p> |

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 | Pricing is based on total opportunity that the Canoe group represents. |

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). | <p>Pricing to the Canoe Group is based on our best offer for region and type of product quoted. Total opportunity for the Canoe group is such for Safety-Kleen to offer the best price available per region.</p> <p>Payments terms are Net30</p> |
| 2 | Outline how prices may be subject to change over the term of the agreement. | <p>Lubricants are a commodity and therefore subject to price fluctuations. Pricing will be updated to the Canoe group as the market indicators move that require lubricants to be adjusted upward or downward.</p> <p>Contracts in place with members during a price change will be adjusted in accordance per the price change agreement in said contract. A 30-day notice will be provided.</p> |

Category discounts

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

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 |
|-----------|---|---|----------------|
| 1 | 0w-40 plus/minus 215L | NA | NA |
| 2 | 0w-40 20L | NA | NA |
| 3 | 0w-40 5L | NA | NA |
| 4 | 0w-40 4x4L | NA | NA |
| 5 | 5w-40 plus/minus 215L | Performance Plus Full Synthetic 5W-40CK -4 | 3102401 |
| 6 | 5w-40 20L | Performance Plus Full Synthetic 5W-40CK -4 | 3102399 |
| 7 | 5w-40 5L | Performance Plus Full Synthetic 5W-40CK -4 (4X1G) | 3102435 |
| 8 | 5w-40 4x4L | Performance Plus Full Synthetic 5W-40CK -4 | 3102435 |
| 9 | 15w-40 plus/minus 215L | Performance Plus 15W-40CK-4 | 3102256 |
| 10 | 15w-40 20L | Performance Plus 15W-40CK-4 | 3102255 |
| 11 | 15w-40 5L | Performance Plus 15W-40CK-4 (4X1G) | 3102238 |
| 12 | 15w-40 4x4L | Performance Plus 15W-40CK-4 | 3102238 |
| 13 | 5w-30 plus/minus 215L | Performance Plus Synthetic Blend 5W-30 SP/GF-6 | 3103306 |
| 14 | 5w-30 5L | Performance Plus Synthetic Blend 5W-30 SP/GF-6 (12X1QT) | 3103296 |
| 15 | 5w-30 4x4L | Performance Plus Synthetic Blend 5W-30 SP/GF-6 (4X5QT) | 3103298 |
| 16 | 75w-90 Gear Oil Approx 940 ML | Performance Plus 75W-90 Full Synthetic Gear Oil (pail) | 3102387 |
| 17 | Gear lube plus/minus 215L (state product) | Performance Plus 75W-90 Full Synthetic Gear Oil | 3102389 |
| 18 | Hydraulic Oil plus/minus 215L (state product) | Performance Plus Anti-Wear 32 Hydraulic Oil | 3101479 |
| 19 | Hydraulic Oil ~20L | Performance Plus Anti-Wear 32 Hydraulic Oil | 3102145 |
| 20 | Hydraulic Oil plus/minus 215L (state product) | Performance Plus Anti-Wear 46 Hydraulic Oil | 3101480 |
| 21 | Transmission Oil plus/minus 215L (state product) | Performance Plus Low Viscosity Multi-Vehicle ATF | 3101874 |
| 22 | Universal Tractor Fluid ~19 L | Performance Plus Universal Tractor Fluid | 3102162 |
| 23 | Universal Tractor Fluid plus/minus 215L (state product) | Performance Plus Universal Tractor Fluid | 3101483 |
| 24 | Gear Lube plus/minus 215L (state product) | Performance Plus 80W-90 Full Synthetic Gear Oil | 3102270 |
| 25 | Grease - Multi purpose plus/minus 215L (state product) | Performance Plus All-Purpose Lithium Grease (keg) | 3102183 |
| 26 | Grease - Multi Purpose plus/minus 215L (state product) | Performance Plus Hi-Temp Lithium Grease (keg) | 3102185 |

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.

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.

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.

- Greg Andrews, Area Sales Director, Safety-Kleen Canada

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 “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.