

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: MacLean Engineering & Marketing Co. Limited

Supplier Corporate Jurisdiction: 1000 6th Street East, Owen Sound, Ontario, Canada, N4K 1H1
(the "**Supplier**"), as of

Date of Agreement: June 13, 2025 regarding

RFP No. CAN-2025-006

RFP Title Multi-Purpose Maintenance Equipment for Sidewalks,
Trails, and Public Spaces
(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.

"Deliverables" means the goods and/or services identified in Schedule A, B and C.

"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, 2028**, unless terminated in accordance with its provisions. That initial term may be extended by a further period of **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.
- (f) Where this Agreement is silent on any subject, Members and Approved Supplier retain the ability to negotiate mutually acceptable terms.

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
Schedule D

Marketing and Promotion of Agreement
Sample Sales Report

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)
- (f) Schedule D (Sample Sales Report)

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) All Members orders under this Agreement must be issued prior to expiration of this Agreement; however, Supplier performance, Member payment, and any applicable warranty periods or other Supplier or Member obligations may extend beyond the term of this Agreement.
- (d) 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, B and C.
- (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, B, C 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 Obligations of Suppliers to Members

- (a) Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Member.

- (b) Shipping, Delivery, Acceptance, Rejection, and Warranty. Supplier's proposal/quote may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of the Deliverables. Supplier and Member may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for the Deliverables. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- (c) Applicable Taxes. Member is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- (d) Ordering Process and Payment. Supplier's ordering process and acceptable forms of payment are included within its Proposal. Canoe will have no liability for any unpaid invoice of any Member.
- (e) Transaction Documents. Member may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier and Member may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Member must include specific reference to this Agreement by number and to Member's unique Canoe account number.
- (f) Additional Terms and Conditions Permitted. Member and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant this Agreement when necessary and as solely determined by Member however they cannot be less favorable to the Member than the terms of this Program Agreement. Canoe has expressly reserved the right for Supplier and Member to address any necessary provisions within transaction documents not expressly included within this Agreement.
- (g) Participating Addendums. Supplier and Member may enter a Participating Addendum or similar document extending and supplementing the terms of this Agreement to facilitate adoption as may be required by a Member.
- (h) Subsequent Agreements and Survival. Supplier and Member may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Agreement as determined in the discretion of Member.

2.5 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.

2.6 No Guaranteed Volumes

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

2.7 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.

2.8 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 according to Schedule D (Sample Sales Report). 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 Indemnatee. The Indemnifying Party will, upon payment of an indemnity in full under this Agreement, be subrogated to all rights of the Indemnatee 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 forty five (45) 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 thirty (30) days of receipt of all requested information from 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 Hannemann, General Manager of Canoe
Tel: 780.955.8403
Email: Tyler@canoeprocurement.ca

Any Notice to the Supplier shall be addressed to:

MacLean Engineering & Marketing Co. Limited
1000 6th Street East
Owen Sound, Ontario, Canada, N4K 1H1

Attention: Scott Johnston, Technical Sales & Product Development Manager
Tel: 519-835-1494
Email: sjohnston@macleanengineering.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 (Jun 16, 2025 10:13 MDT)
 Name: Tyler Hannemann
 Title: General Manager, Canoe Procurement Group

Supplier Legal Name: MacLean Engineering & Marketing Co. Limited

By: 
Scott Johnston (Jun 13, 2025 15:03 EDT)
 Name: Scott Johnston
 Title: Technical Sales & Product Development Manager

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.

B . REQUESTED GOODS

Canoe is seeking proposals for Multi-Purpose Maintenance Equipment for Sidewalks, Bicycle lanes, Trails, and Public Spaces. This includes compact, multi-purpose maintenance equipment and related attachments suitable for year-round use on sidewalks, bicycle lanes, trails, parks, and parking lots. The equipment must be capable of performing a variety of seasonal and routine maintenance tasks through the use of interchangeable attachments. These tasks may include snow plowing, snow blowing, salting/sanding, sweeping, mowing, leaf collection, and general surface cleaning.

It is expected proponents will offer a wide array of equipment or products at lower prices and with better value than what they would ordinarily offer to a single governmental or not for profit entity.

The equipment should be designed for operation in confined or pedestrian-friendly areas, and should prioritize safety, visibility and maneuverability. Suppliers may propose articulated, rigid or straight frame equipment, provided the proposed solution demonstrates versatility, reliability, and compatibility with a range of maintenance attachments.

The equipment must cater to a diverse range of applications required by municipalities, airports, cities, municipalities provincial governments, academic institutions, school boards, and healthcare organizations. They play a critical role in ensuring proper maintenance, and longevity of their respective operations.

Proponents may include related equipment, accessories, and services to the extent that these solutions are ancillary or complementary to the products being proposed so long as the Proposers primary offering is for Multi-Purpose Maintenance Equipment for Sidewalks, Trails, and Public Spaces.

1. 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.

2. 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 provide the Deliverables when answering the specification questionnaires in the Procurement Portal.

B. MANDATORY SUBMISSION REQUIREMENTS

1. Submission and Specification Questionnaires

Proponents must answer specification questionnaires directly into Canoe's Procurement Portal. Proposal materials should be prepared and submitted in accordance with the instructions in the Procurement Portal, including any maximum upload file size.

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.

C. MANDATORY TECHNICAL REQUIREMENTS

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

D. PRE-CONDITIONS OF AWARD

- Submission of proof of insurance
- Satisfactory reference check if required by Canoe

E. EVALUATION CRITERIA

The following sets out the categories, weightings, and descriptions of the rated criteria of the RFP. Proponents who do not meet a minimum threshold score for a category will not proceed to the next stage of the evaluation process.

Proponents must provide their response in Canoe's procurement portal.

Non-Price Rated Criteria Category	Points	Minimum points
Experience	20	14

-Distribution model -Market share -Group purchasing		
Program offering -Categories of goods offered -Quality standards, certifications -Supply chain reliability	25	17
Engagement, marketing and training plan	10	6
Warranty, risk mitigation and service excellence	10	6
Sales and distribution network -Sales network -Members' ease of access to program offering	10	6
Pricing -Discounts offered -Pricing structure	25	
Total Points	100	

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

F. PRICE

Pricing is worth 25 points of the total score.

Instructions on How to Provide Pricing

- (a) Proponents should submit their pricing information electronically within the Procurement Portal.
- (b) Rates must be provided in Canadian funds, exclusive of all applicable duties and taxes.
- (c) Unless otherwise indicated in the requested pricing information, rates quoted by the proponent must be all-inclusive and must include all labour and material costs, all travel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees, duties, tariffs or other charges required by law.

G. AWARD

Canoe will invite the proponents with a score within 10% of the top proponent to enter into a master agreement for the services for Canoe members.

[End of Part B]

SCHEDULE "B"

SUPPLIER RESPONSE TO THE RFP

CAN-2025-006 - Multi-Purpose Maintenance Equipment for Sidewalks, Trails, and Public Spaces

Opening Date: May 3, 2025 4:00 PM

Closing Date: June 5, 2025 3:00 PM

Vendor Details

Company Name: MacLean Engineering & Marketing Co. Limited

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

Address: 1000 6th Street East
Owen Sound, Ontario N4K 1H1

Contact: Kristina Capell

Email: kcapell@macleanengineering.com

Phone: 519-370-2999

Fax: 519-370-2546

HST#:

Submission Details

Created On: Friday May 09, 2025 13:47:24

Submitted On: Thursday June 05, 2025 06:52:00

Submitted By: Kristina Capell

Email: kcapell@macleanengineering.com

Transaction #: 56659826-f176-4956-bcbc-a069ddd71039

Submitter's IP Address: 147.243.254.104

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):	MacLean Engineering & Marketing Co. Limited
2	Proponent Address:	1000 6th Street East Owen Sound, Ontario, Canada N4K 1H1
3	Proponent website address:	www.macleanimv.com www.macleaneengineering.com
4	Proponent's Authorized Representative (name, title, email address & phone) (The representative must have authority to sign on behalf of the Proponent):	Scott Johnston Technical Sales & Product Development Manager Email: sjohnston@macleaneengineering.com Phone: 1-519-835-1494
5	Proponent's primary contact for this proposal (name title address email address & phone):	Scott Johnston Technical Sales & Product Development Manager Email: sjohnston@macleaneengineering.com Phone: 1-519-835-1494 1000 6th Street East, Owen Sound, ON N4K 1H1
6	Proponent's other contacts for this proposal if any (name title address email address & phone):	Kristina Capell Inside Sales & Marketing Coordinator Email: kcapell@macleaneengineering.com Phone: 1-226-974-1149 1000 6th Street East, Owen Sound, ON N4K 1H1
7	Proponent GST registration number:	GST # 103439386 RT0001
8	If the Proponent is representing a consortium, each member of that consortium.	Not applicable
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>MacLean Engineering is a privately owned Canadian company that was founded by Don MacLean in 1973 to supply niche mining equipment to northern hard rock mines. MacLean Engineering built a reputation for high quality, reliable, and durable products and in 2008, MacLean decided to bring the company's proven underground mining equipment experience and apply it to niche above-ground applications with the development of the MacLean Municipal Vehicle (MV).</p> <p>MacLean Engineering employs over 1000 people across four (4) continents and six (6) countries (with multiple locations across Canada).</p> <p>There is a field population of approximately 450 MacLean Municipal Vehicle (MV) units across North America.</p> <p>At MacLean, we place performance, reliability, and innovation at the core of our brand. These values are fundamental to the recognized quality of our products, and we extend them to our aftermarket support. By doing so, we aim to provide our customers with improved fleet productivity, minimized downtime, and decreased lifecycle costs.</p> <p>"The MacLean Way" represents MacLean Engineering's corporate vision, mission, values, and key pillars for success. It is the embodiment of our history, present, and future: where we came from, who we are now, and where we are going.</p> <p>Our purpose is to connect people with ideas to enhance life underground and above.</p> <p>Our purpose-driven pledge is to treat each other – colleagues, customers, suppliers, dealers, Indigenous partners, and host community members – with dignity and respect.</p> <p>The values of safety, accountability, agility, and integrity are the guideposts that frame our purpose and everything we do from the day-to-day to the long term.</p> <p>MacLean Engineering has five strategic pillars that create our foundation for enduring success:</p> <ul style="list-style-type: none"> * Service & Support: We are an organization committed to delivering a best-in-class customer experience. We do this through a singular focus on the quality, consistency, and efficiency of our aftermarket support. * Innovation: we are singularly focused on creating products that are unique and compelling, ones that provide our customers with real value and competitive advantage, all part of an R&D pipeline that can offer up future innovation advantages. * Family Owned: as a three-generation family-owned company, we always take the long view when it comes to the relationships we foster with our employees, customers, suppliers, and host communities. We work towards mutually beneficial outcomes and we put the highest priority on safety in the workplace and environmental performance. * Business Excellence: We empower our people at every level of the company to be drivers of continuous improvement of processes, products, and services. We value open communication that results in a better performing company where risks are clearly identified and opportunities fully seized to maximize financial health and corporate resiliency. * Growth: By developing our people, our markets, and our products and services, we secure our value proposition to our customers for generations to come. <p>MacLean Engineering's Quality Policy Statement:</p> <p>MacLean Engineering is committed to the provision of high quality, innovative, industrial and mobile equipment solutions for the mining, municipal, environmental, and industrial sectors. MacLean will consistently meet all applicable requirements, including those of the ISO9001:2015 International Standard.</p> <p>We believe in the following principles:</p> <ul style="list-style-type: none"> - Quality - We will offer customers quality solutions through highly effective engineering design, manufacturing, monitoring and measurement of products, and compliance to all applicable specifications, standards, and regulations. - Service and Support - We will make every reasonable effort to ensure our customer's requirements are met and satisfied with the delivery and long-term support of our products and services jointly with the MacLean Municipal Vehicle exclusive network of Canadian dealers. - Resource Management - We will promote organizational development in order to work safely, competently, and productively. - Continuous Improvement - We are committed to continuously improving our systems and procedures, including the effectiveness of the quality management system.
10	Provide all "Suspension or Debarment" from public entities in Canada your organisation is currently subject to.	None
11	What is the location of your corporate headquarters?	300 Raglan Street Collingwood, Ontario, Canada L9Y 5R2
12	Where was your company incorporated?	MacLean Engineering is a privately owned company incorporated in Canada.
13	Describe your presence and operations in Canada.	<p>MacLean Engineering is the only manufacturer of municipal sidewalk tractors that is 100% Canadian owned and operated; all MacLean MV Dealers serving the Canadian market are also 100% Canadian owned and operated. When you purchase a MacLean MV, 100% of your investment supports Canadian owned manufacturing, Canadian owned industry and business. The MacLean MV is designed, engineered, manufactured, sold, serviced, and supported in Canada, by Canadians for the Canadian market. MacLean Engineering is a Canadian based company with several branches spanning across Canada to support MacLean's various product lines including mining, environmental, and municipal (MacLean Municipal Vehicle). The MacLean MV is designed, engineered and manufactured in Owen Sound, Ontario (approx. 60,000 sq. ft. facility); parts distribution is through our warehouse and manufacturing facility located in Barrie, Ontario (approx. 80,000 sq. ft.).</p> <p>All authorized MV Dealers that serve the Canadian market are also Canadian owned and operated businesses (see "Geographical Coverage for Offering" section for complete list of MacLean MV Dealer locations).</p>

Bill S-211 declaration

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.

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

Geographical coverage for offering

Identify the geographical locations included in your offering. While Canoe members are nation wide, **Proponents can select to serve a defined geographical area based on their capabilities.**

Line Item	Province/Territory	Do you currently offer goods in this area? *	Is this area included in your offering for this RFP *	Comments
1	Alberta	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Cubex Limited (branch located in Calgary, AB).
2	British-Columbia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Cubex Limited (branch located in Abbotsford, BC).
3	New-Brunswick	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Atlantic Coastal Equipment (branch located in Truro Heights, NS).
4	Manitoba	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Cubex Limited (branch located in Winnipeg, MB).
5	Newfoundland and Labrador	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Madsen Construction Equipment (branch located in Mt. Pearl, NL).
6	Northwest Territories	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by MacLean Engineering and Cubex Limited.
7	Nova-Scotia	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Atlantic Coastal Equipment (branch located in Truro Heights, NS).
8	Nunavut	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by MacLean Engineering and Cubex Limited.
9	Ontario	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>MacLean MV and MV Attachments sales and service provided directly by MacLean Engineering for a defined sales territory in Ontario (Owen Sound and surrounding areas).</p> <p>MacLean MV and MV Attachment sales and service also supported by Cubex Limited (branch located in Brantford, ON).</p>
10	Prince Edward Island	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Atlantic Coastal Equipment (branch located in Truro Heights, NS).
11	Québec	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Cubex Limited (branch located in Saint-Jean-sur-Richelieu, QC).
12	Saskatchewan	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by Cubex Limited (branch located in Calgary, AB).
13	Yukon	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	MacLean MV and MV Attachment sales and service supported by MacLean Engineering and Cubex Limited.

Experience

Question	Reponse *
Provide a high level description of the goods you are offering in your proposal.	<p>MacLean Engineering is dedicated to designing, engineering, and manufacturing quality equipment that exceeds our customer's expectations.</p> <p>The MacLean Municipal Vehicle (MV) is a premium compact, articulating, full time 4-wheel drive municipal sidewalk tractor, built to deliver leading-edge performance in the outdoor environment's most punishing extremes, while providing industry leading operator comfort, visibility and ergonomics. The MV utilizes both a power take-off (PTO) system and high-flow hydraulics to power a vast offering of front and rear-mount attachments, making the MacLean MV that ultimate all-season municipal workhorse.</p> <p>Unlike most competitive machines, MVs are built to order specifically for each customer. Customers can equip their MV to best suit the unique needs of their requirement. Customers can choose from a very wide variety of options including engine horsepower, axles, hydraulic systems, heating and air conditioning, lighting and camera systems, etc.</p> <p>Principal uses of the MV include:</p> <ul style="list-style-type: none"> - Snow removal for sidewalks, trails, and public spaces utilizing a variety of attachments including snow blowers (various widths), and snow plows (various widths and configurations) - Slip and fall mitigation utilizing a variety of attachments including salt and sand spreaders (various sizes), anti-ice spray systems, and rotary ice breakers - Sidewalk, trails, and public space surface cleaning utilizing a variety of attachments including rotary sweepers (various widths and configurations), and pickup sweepers - Mowing and vegetation control for trail sides, parks, public spaces, boulevards, roadsides and ditches utilizing a variety of attachments including finish mowers (various widths and configurations), front mount flail mowers (various widths), and boom mounted flail mowers - Asphalt and concrete repair for sidewalks, trails, and public spaces utilizing cold planing attachments
What is your Canadian public sector market share for the solutions you are proposing?	25-30% (estimate based on historical data and MacLean Engineering's internal tracking – there is no governing body for official reporting of sales in this product category).
What do you consider to be the top three market differentiators of your products/services relative to this solicitation?	<p>1. Canadian Pride – The MacLean MV represents the only option for Canadian customers looking to purchase a multi-purpose tractor of this type, that is designed, engineered, manufactured, sold, serviced, and supported in Canada by Canadian owned companies. When customers purchase a MacLean MV through their local dealer, those dollars remain in Canada and support Canadian owned business and industry. The MacLean MV is made by Canadians, for Canadians! MacLean Engineering and all Canadian MV Dealers are Canadian owned businesses.</p> <p>2. Customization – The MacLean MV is custom built to order for the specific requirements of each customer. Customers can choose from a wide variety of options including engine horsepower (74HP Caterpillar tier 4 final emission compliant or optional 120HP Caterpillar tier 4 final emission compliant), axles, hydraulic systems, heating and air conditioning, lighting, camera systems, etc. Why buy your tractor "off the rack" when you can have a MacLean MV custom built to best suit your unique requirements?</p> <p>3. Performance – Throughout the design process, specific attention was paid to maximizing operator visibility, operator comfort, ergonomics, and ease of operation to improve operator productivity. The MV utilizes an electronic master controller with simple touchscreen controls for the operator, and comprehensive on-board diagnostics to improve serviceability and reduce downtime. The MV's controls make it simple to operate, and the drivetrain layout and enhanced onboard diagnostics make it simple to service, maximizing uptime and productivity.</p>
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.	<p>MacLean Engineering holds the following certifications:</p> <ul style="list-style-type: none"> - ISO 9001:2015 certified - Certificate of Authorization from the Association of Professional Engineers of Ontario - CWB (Canadian Welding Bureau) certification to CSA standard W47.1 - Compliant with Ontario Health & Safety Act
Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America.	<p>MacLean Engineering currently holds, and has experience selling through, a cooperative purchasing contract with the Houston-Galveston Area Council of Governments Cooperative Purchasing Program (HGACBuy – Contract GR01-20 Grounds & Turf Equipment).</p> <p>ABM Equipment and Supply, the MacLean MV Dealer in Minnesota, currently has the MacLean MV represented on the Minnesota State Contract.</p> <p>MacLean Engineering and the MacLean MV Dealer network have had a very positive experience with group purchasing to date. The ability to bypass a complicated and costly RFP/RFQ/RFT process has proven very beneficial for both End Users and Dealers as it provides a mechanism for customers to simply purchase the machine they want.</p>

Program offering

Describe the goods and services you offer.

Question	Reponse *
Provide a description of your articulated, rigid or straight frame equipment offering. Provide information on the quality standards and certifications of the goods.	<p>The MacLean Municipal Vehicle (MV) is a premium compact, articulating, full time 4-wheel drive municipal sidewalk tractor, built to deliver leading-edge performance in the outdoor environment's most punishing extremes, while providing industry leading operator comfort, visibility and ergonomics. The MV utilizes both a power take-off (PTO) system and high-flow hydraulics to power a vast offering of front and rear-mount attachments, making the MacLean MV that ultimate all-season municipal workhorse.</p> <p>The MacLean MV enclosed cab is mounted on the front frame for improved visibility to front mounted attachments, and the engine, PTO, and hydraulic pumps are mounted on the rear frame. The MV utilizes an articulated design that allows the rear wheels to track perfectly with the front wheels when maneuvering; 10 degrees of oscillation in each direction allows all four (4) wheels to maintain contact when climbing curbs or other obstacles. The MV's front and rear wheels are of identical size.</p> <p>Customers can choose from a wide variety of options including engines, axles, hydraulic systems, heating and air conditioning, lighting, and camera systems, etc.</p> <p>MacLean Engineering's manufacturing facilities are ISO 9001:2015 certified.</p> <p>MacLean Engineering is compliant with Ontario Health & Safety Act.</p> <p>The MacLean MV cab is ROPS certified to ISO 3471 specifications to 12,000 lbs.</p> <p>The MacLean MV's 3-point, heavy-duty retractable seatbelt is tested and certified to SAE J2292 standards.</p>
Provide a description of your attachment and accessories offering. Provide information on the quality standards and certifications of the goods.	<p>MacLean Engineering offers a wide variety of front and rear-mounted attachments powered electrically, or by high-flow hydraulics, or a power take-off (PTO) system or any combination of all three (3).</p> <p>The following Attachments are available for the MacLean MV:</p> <ul style="list-style-type: none"> - Dual Auger Snow Blowers (50", 60", 70", 80" widths) - 50" Ribbon Snow Blower - 60" Full Trip Angle Plow - Trip Edge Style Angle Plows (60", 72", 84", 96" widths) - 51" Fixed V Plow - Folding V Plows (60", 82" widths) - Rotary Ice Breakers - 5/8 yard Hydraulic Salt and Sand Drop Spreader (rear mount) - 1 yard Hydraulic Salt and Sand Spreader Kit (rear mount) - 1 1/4 yard Tow Behind Salt and Sand Spreader - Anti-Ice Spray System (rear mount) - Power Angling Sweepers (60", 72", 84" widths) - 60" Offset Sweeper - Pickup Sweeper - Water Tank (rear mount) - Spray Bar Kits for sweeping attachments - Rotary Finishing Mowers (6", 10", 14" widths) - Front Mount Flail Mowers (74", 88" widths) - Boom Flail Mower - 18" Cold Planer - Wet Kit for Cold Planer <p>MacLean Engineering designs and manufactures all MV Attachments with the exception of: rotary ice breakers, rotary finish mowers, front mount flail mowers, boom flail mowers, and cold planers. For Attachments not designed and manufactured by MacLean Engineering, we have partnered with industry leading companies such as Altec, Alamo Industrial, McConnel, and Progressive Turf.</p>

Provide a description of your service and maintenance offering and the locations where the services are offered.	<p>Service and preventative maintenance packages are available for the MacLean MV and Attachments. Detailed maintenance schedules can be found in the Operator's Manual for all pieces of MacLean equipment.</p> <p>MacLean Engineering and MacLean MV Dealers are fully equipped and ready to perform all required regular service, preventative maintenance, and repairs required for MacLean MVs and Attachments. MacLean MV Dealers receive frequent factory training for their service technicians.</p> <p>MacLean Engineering has three (3) full-time experienced service technicians available to assist Dealers and End Users with repairs and troubleshooting for MacLean MVs and Attachments.</p> <p>Authorized MacLean MV Dealer locations in Canada include:</p> <ul style="list-style-type: none"> - MacLean Engineering (Owen Sound, ON) - Cubex Limited (Abbotsford BC, Calgary AB, Winnipeg MB, Brantford ON, and Saint-Jean-sur-Richelieu QC) - Atlantic Coastal Equipment (Truro Heights, NS) - Madsen Construction Equipment (Mt. Pearl, NL) <p>In order to further enhance the local MV Dealers' service capabilities, MacLean Engineering has three (3) full-time, experienced service technicians available to assist Dealers and End Users with repairs and troubleshooting for MacLean MVs and Attachments.</p> <p>Service and maintenance can also be performed at the Canoe member's/End User's location (subject to applicable travel charges), if required.</p> <p>MacLean MV Dealers and End Users have 24/7 access to MacLean Engineering's Documoto Portal, accessible from anywhere there is an Internet connection. This web-based portal provides access to MacLean's current inventory levels on aftermarket parts, as well as access to the most up-to-date versions of service drawings, product manuals, service bulletins, troubleshooting information, etc. for MacLean MVs and Attachments. Customers can download and print all information found in the Documoto portal.</p> <p>MacLean Engineering is equipped to perform MV Service training for both Dealers and End Users at our factory or at the customer's site (additional charges for this service may apply).</p>
Provide a description of your operator training offering.	<p>At the time of equipment delivery, MacLean Engineering and/or the MacLean MV Dealer will provide one (1) day of product familiarization via on-site or virtual meeting; this is standard and is conducted with each new End User.</p> <p>This training includes but is not limited to:</p> <ul style="list-style-type: none"> - Product familiarization and proper operation tips - Review of safety features - Troubleshooting - Review of daily checks and maintenance schedules - Attachment hook-up and familiarization <p>Training includes an in-depth PowerPoint presentation as well as a hands-on review of the equipment. The MV Product Familiarization PowerPoint presentation is available to all MV customers free of charge, for MV customers to incorporate into their own specific operator training regiment.</p> <p>Additional product familiarization/training is available upon request at an additional cost; training costs are determined on a case-by-case basis by each MV Dealer depending on customer requirement.</p> <p>Instructional videos are offered on our Documoto Portal covering many topics including how to properly connect and disconnect various attachments. These videos are available to customers 24/7.</p>
List anything else you would like to include as part of your offering.	Extended Warranty packages are available and will be quoted individually on a case-by-case basis.
Describe your capacities and inventory management strategies.	<p>The MacLean MV is designed, engineered and manufactured in Owen Sound, Ontario (approx. 60,000 sq. ft. facility); parts distribution is through MacLean's warehouse and manufacturing facility located in Barrie, Ontario (approx. 80,000 sq. ft.).</p> <p>MacLean's inventory and aftermarket support strategy utilizes sales history combined with forecasting projected sales volumes of components and assemblies to ensure adequate inventory levels of required components are maintained for production and aftermarket support.</p> <p>Generally speaking, MacLean Engineering inventories an adequate supply of key components in-house to facilitate six (6) months to one (1) year of production.</p> <p>Authorized MacLean MV Dealers are encouraged to maintain adequate safety stock of aftermarket parts to support equipment within their specified territory. Stock of fast-moving wear parts (e.g., mower blades, plow cutting edges, shear bolts, etc.) may fluctuate to satisfy seasonal customer demand.</p> <p>Parts inventory is backed by MacLean Engineering's Aftermarket Parts Distribution Centre located in Barrie, Ontario, Canada, which maintains a fill rate of approximately 95% on parts identified as necessary to support aftermarket sales. MacLean Engineering's Parts Distribution Centre located in Barrie, Ontario, Canada has current aftermarket parts inventory worth approximately \$65,000,000 to support all MacLean product lines.</p> <p>MacLean Engineering's Inventory Management system is in compliance with all ISO9001 requirements.</p>
Explain your lead times for order fulfillment and detail your supply chain resilience measures, including contingency plans for potential disruptions.	<p>As all MacLean Municipal Vehicles are built to order, the approximate lead time for capital equipment (MacLean Municipal Vehicles and/or MV Attachments) is typically 60-120 days after receipt of order.</p> <p>MacLean Engineering maintains a safety stock of the more common Attachments to enable shipment within 30 days or less.</p> <p>In an effort to eliminate prolonged deliveries and mitigate supply chain issues, MacLean Engineering strives to maintain a six (6) month to one (1) year inventory of many critical components required to manufacture the MacLean MV and MV Attachments. Safety stock levels are reviewed regularly to ensure resources are being utilized effectively.</p> <p>To minimize supply chain disruptions, as many components of the MV as possible, including the cab, hoods, and wiring harnesses, are manufactured in-house.</p> <p>MacLean Engineering and MacLean MV Dealers strive to fulfil aftermarket parts requests within 1-2 days of order placement; same day shipping is often available for rush/emergency requirements.</p>
Explain your shipping and delivery details, timelines including any exceptions.	<p>As described above, MacLean MVs are built to order. Once orders are complete and inspected they are approved for shipment. With the exception of MacLean Engineering's direct sales territory, MV orders are then shipped to the selling MV Dealer. The MV Dealer then arranges shipping from their location to the End User. MV units are shipped from MacLean Engineering as soon as final inspections are complete. Timelines for shipment are often same day or one day after the order is complete.</p> <p>MacLean Engineering and MacLean MV Dealers strive to fulfil aftermarket parts requests within 1-2 days of order placement; same day shipping is often available for rush/emergency requirements. Shipments can be made directly to End Users to minimize downtime waiting for parts.</p> <p>Aftermarket parts inventory is backed by MacLean Engineering's Aftermarket Parts Distribution Centre located in Barrie, Ontario, Canada, which maintains a fill rate of approximately 95% on parts identified as necessary to support aftermarket sales. MacLean Engineering's Parts Distribution Centre located in Barrie, Ontario, Canada has current aftermarket parts inventory worth approximately \$65,000,000 to support all MacLean Product lines. MacLean Engineering's Barrie Parts Distribution Centre has a Shipping Team of 50 individuals (across 3 shifts; 7 days per week). Shipping hours are Monday-Thursday 6am-2am and Friday-Sunday 6am-6pm.</p> <p>Shipping and delivery of MacLean MVs and Attachments are FOB Owen Sound, Ontario; aftermarket parts are FOB Barrie, Ontario.</p> <p>Shipping arrangements for MVs, Attachments, and/or aftermarket parts can be made by either MacLean Engineering/MV Dealer or the End User. Cost of shipping/delivery is the responsibility of the End User and is not included in the purchase price. Freight rates are quoted at the time of order.</p>

Engagement , Marketing and Training

Line Item	Question	Response *
1	Describe the engagement and marketing strategy your company will implement if successful in this solicitation. Your answer should be specific to the various types stakeholders involved.	<p>MacLean Engineering will take the following steps to market and promote this Canoe Contract award:</p> <ul style="list-style-type: none"> - Website update to indicate award and Canoe contract affiliation: MacLean Engineering is currently revitalizing the MacLean MV website to maximize its function as a marketing and information tool for our Territory Managers, Dealers, and End Users - Update social media accounts to indicate award and Canoe contract affiliation: MacLean Engineering maintains an aggressive social media profile to keep our Territory Managers, Dealers, and End Users up to speed on the latest company news - Revise sales brochures to include award and Canoe contract affiliation - Electronic notice to all members of our Dealer Network - Electronic notice to all existing and potential customers - Revise tradeshow banners and marketing material to include award and Canoe contract affiliation - All trade media and advertising to include award and Canoe contract affiliation - Reference Canoe contract on all new product release articles and media advertising - Ongoing training for MacLean Engineering Sales and Administration personnel regarding Canoe contracts - Ongoing training for MacLean MV Dealer Network regarding Canoe contracts and the benefits of utilizing the Canoe contract (where applicable) for all sales to Government Agencies versus other procurement processes - Encourage MacLean Territory Managers and Dealers to promote the Canoe contract as the premier mechanism for MV and Attachment sales; ensure MacLean Territory Managers and Dealers are aware of the many benefits to the customer of purchasing a MacLean MV through the Canoe contract. <p>MacLean MV Territory Managers spend a large portion of their time working directly with Dealers and End Users in their assigned sales territories.</p>
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?	<p>MacLean Engineering expects Canoe to actively promote this contract and demonstrate the benefits of group purchasing to its members. This includes highlighting cost savings that can be realized by streamlining purchasing practices and fostering reliable, trusting relationships. Providing support through webinars and sharing success stories to encourage program engagement will also deliver value and ensure a mutually beneficial program for all.</p>
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.	<p>MacLean Engineering will collaborate with Canoe to fully utilize the resources that Canoe has available to its suppliers and develop a training program outlining key advantages of the contract. All parties will be encouraged to attend webinars and continually review the Canoe website for updated materials that can assist in the successful utilization of the contract.</p> <p>MacLean Engineering will conduct regular training sessions both online and in-person for Territory Managers and Dealers with emphasis on how the contract works, how orders can be placed, and the benefits to the customer including cost savings and time savings realized by avoiding the process of writing, releasing, and administering a request for tender/request for proposal/request for quotation process. Specific examples of complex RFT/RFP/RFQ documents will be reviewed to further demonstrate the benefits of utilizing the Canoe contract.</p>
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.	<p>MacLean Engineering will develop written training programs for Territory Managers and Dealers that can be reviewed and referenced at their convenience. MacLean Engineering will ensure that all members of the MacLean MV team including all personnel involved in customer support, marketing, engineering, and product support receive training regarding the workings and benefits of the Canoe contract.</p> <p>MacLean Engineering and MacLean MV Dealers will focus on familiarizing all personnel with who Canoe is and what this contract opportunity has to offer. Careful attention will be placed on promoting the contract and ensuring that customers are aware that the MacLean MV can be purchased through the Canoe procurement process.</p> <p>Through our in-house sales and lead reporting system, MacLean Engineering will track sales that come through the Canoe contract and monitor sales performance in all regions of Canada to ensure the Canoe contract is being utilized to its greatest potential in all sales regions.</p>
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?	<p>All sales opportunities and confirmed sales are tracked internally and flagged according to their sales source/procurement process.</p> <p>MacLean Engineering will be tracking sales and order growth from the Canoe contract by region.</p> <p>Through our in-house sales and lead reporting system, MacLean Engineering will track sales that come through the Canoe contract and monitor sales performance in all regions of Canada to ensure the Canoe contract is being utilized to its greatest potential in all sales regions.</p> <p>Total sales dollars by region and sales growth resulting from Canoe contract purchases will be tracked.</p>
6	Describe your commitment to attending and/or sponsoring Canoe member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.)	<p>MacLean Engineering is fully committed to supporting Canoe member engagement events as a means to strengthen relationships and enhance our visibility. We are prepared to dedicate resources to the promotion of and participation in member events and initiatives.</p>
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.	<p>Association of Ontario Road Supervisors (AORS) Excellence in Manufacturing Consortium (EMC) Mine Connect Global Mining Guidelines Group (GMG) Ontario Mining Association (OMA)</p> <p>MacLean Engineering has established a diverse network of partnerships to advance innovation, sustainability, and global reach. Some notable collaborations include:</p> <p>Fortescue Metals Group (Australia): MacLean is supplying a fleet of 30 battery electric GR8 motor graders to Fortescue, powered by Fortescue's Zero power system. This initiative aims to decarbonize surface mining operations, with deliveries starting in 2026.</p> <p>Cambrian College (Canada): In partnership with Cambrian College's Centre for Smart Mining, MacLean provides practical training for battery electric vehicle (BEV) maintenance and offers applied research opportunities for students, fostering skills development in the mining sector. Cambrian College and MacLean Engineering have forged a strategic partnership aimed at advancing skills development and technological innovation in the mining sector. This collaboration focuses on training heavy-duty mechanics for battery electric vehicle (BEV) maintenance and providing applied research opportunities for mechatronics students. The partnership leverages MacLean's Research and Training Facility in Greater Sudbury, Ontario, to host the practical components of Cambrian's Industrial Battery Electric Vehicle Maintenance Course. Developed with input from MacLean, the curriculum is tailored for technicians in the mining industry, addressing the growing demand for expertise in electric, automated, and digitalized mining equipment. Additionally, Cambrian's Centre for Smart Mining, recognized as Canada's only federally designated Technology Access Centre specific to mining technology, collaborates with MacLean's Advanced Vehicle Technology team. This alliance offers students hands-on experience in developing and implementing cutting-edge mining technologies, fostering a workforce equipped for the industry's future challenges.</p> <p>Sandvik: MacLean and Sandvik are working together to improve automation zone interoperability between their equipment fleets. This collaboration includes integrating Sandvik's AutoMine® system with MacLean's vehicles to advance underground mining automation.</p> <p>Nunavut Investments (Canada): MacLean and Nunavut Investments have created Nunavut MacLean Inc., an Inuit-owned company supporting MacLean equipment at Agnico Eagle's underground mines in Nunavut, promoting local economic development.</p> <p>SIKA: MacLean Engineering and SIKA have formed a strategic partnership based on a strong technical and commercial alignment in underground mining and tunneling environments, particularly in mechanized shotcrete and ground support. MacLean, a leader in underground equipment, and SIKA, a global expert in construction chemicals and shotcrete technologies, are combining their strengths to deliver integrated solutions that enhance performance, safety, and quality. This collaboration enables the joint development of automated shotcrete systems with embedded material optimization, leveraging SIKA's chemistry expertise and MacLean's engineering innovation. Together, they offer a compelling value proposition through improved sprayed concrete durability and setting times achieved via system-level co-design and testing.</p>

Warranty, Risk Mitigation & Service Excellence

Question	Reponse *
Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure.	<p>MacLean Engineering and Marketing Co. Limited, hereinafter called "Manufacturer", warrants products sold by it to be free of defects in material and workmanship, under normal use and service, for a period not to exceed 600 hours or 12 months (whichever occurs first) from the date of delivery thereof to the initial user, subject to the following provisions:</p> <p>THIS WARRANTY IS EXPRESSLY IN LIEU OF ANY OTHER WARRANTIES OR CONDITIONS EXPRESSED OR IMPLIED, WHETHER STATUTORY OR OTHERWISE, OF THE MANUFACTURER, AS TO MERCHANTABLE QUALITY OR DURABILITY OR OF FITNESS FOR A PARTICULAR PURPOSE, AND ALL OTHER SUCH WARRANTIES OR CONDITIONS, AND ALL OTHER RIGHTS, DUTIES AND LIABILITIES ARISING UNDER THIS AGREEMENT, BY IMPLICATION OF LAW OR OTHERWISE, WITH RESPECT TO MERCHANTABLE QUALITY, DURABILITY AND OTHER QUALITY OR OF FITNESS FOR A PARTICULAR PURPOSE RESPECTING THE SUBJECT PRODUCT, ARE HEREBY EXPRESSLY NEGATED AND EXCLUDED.</p> <p>The Manufacturer shall not be subject to any obligations or liabilities whatsoever with respect to products manufactured or furnished by the Manufacturer, or any undertakings, acts, or omissions relating thereto, including without limitations any obligations for consequential damages, except the obligations and liabilities herein expressly set forth. Manufacturer does not assume, or authorize any person to assume on its behalf, any other obligation or liability. This warranty may not be extended, altered or amended except by a written instrument signed by the Technical Sales Manager or Product Support Manager of the Manufacturer.</p> <p>This Warranty is made only to the initial user of the products sold by Manufacturer, and any liability whatsoever to any other party is expressly disclaimed:</p> <p>This Warranty is limited to repair or replacement, as Manufacturer may elect, of such parts as shall appear to Manufacturer to have been defective in material or workmanship. Installation and Transportation costs are subject to evaluation, adjustment and pre-approval by the Manufacturer. This Warranty does not apply to repair or replacement of such parts required as a result of normal wear and tear, to normal maintenance service (such as engine tune-ups), or to normal replacement items (such as service filters). This Warranty is subject to the following conditions: an authorization number (RMA) must be obtained prior to returning defective parts prepaid to the Manufacturer.</p> <p>This Warranty does not apply to products which, in the judgement of the Manufacturer, have been altered or modified after shipment from the factory so as to affect their operation, or to products which have been subject to misuse or damage after leaving the premises of the Manufacturer.</p> <p>Notwithstanding any other provisions of this Warranty, the responsibility of the Manufacturer with respect to any part or component purchased by the Manufacturer from others for incorporation into Manufacturers products shall not exceed the responsibility of such suppliers to the Manufacturer under the terms and conditions of express warranties, if any, made by such suppliers to manufacturer with respect to said parts and components.</p> <p>This Warranty shall only have force and effect if notice of the defect in material or workmanship is given to the Manufacturer, at the address set forth below, within 15 days after such defect has come to the attention of the first user.</p> <p>With the exception of End Users within MacLean Engineering's direct sales territory, warranty claims are submitted and processed through the End User's authorized MacLean MV Dealer. Warranty claim submissions are reviewed by MacLean Engineering and account credits are processed for approved claims.</p>
What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP?	<p>Warranty policy outlined above.</p> <p>All warranty submissions are reviewed by the MacLean Engineering Product Support Team Leader to ensure every claim is processed fairly and accurately.</p>
Describe in details the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	<p>Through MacLean Territory Managers, Service personnel, and the MacLean website, customers are directed to their local MacLean MV Dealer for all customer service, sales, product support, parts, and warranty considerations.</p> <p>With regards to capital equipment inquiries: MacLean Engineering Territory Managers work closely with the Dealer network to respond to customer inquiries. The MacLean Territory Manager works closely with the Dealer and End User to determine the tractor configuration and attachments best suited to the customers needs.</p> <p>With regards to aftermarket and product support inquiries: To support the MV Dealer network, MacLean Engineering has two (2) full time, experienced team members to address customer service requirements, as well as three (3) Field Service Technicians, three (3) Territory Managers, and one (1) Engineering Manager who are also available to respond to inquiries. Regular customer service hours are Monday-Friday 7am-5pm.</p> <p>Service inquiries are monitored and tracked by the Product Support Team Leader to ensure a prompt response is provided.</p> <p>MacLean Engineering endeavors to address all general, parts, service, and sale inquiries the same day that they are submitted.</p> <p>Aftermarket parts inventory is backed by MacLean Engineering's Aftermarket Parts Distribution Centre located in Barrie, Ontario, Canada, which maintains a fill rate of approximately 95% on parts identified as necessary to support aftermarket sales. MacLean Engineering's Parts Distribution Centre located in Barrie, Ontario, Canada has current aftermarket parts inventory worth approximately \$65,000,000 to support all MacLean Product lines. Same day shipment for emergency orders is also available. Shipments can be made directly to End Users to minimize downtime waiting for parts.</p> <p>MacLean Engineering's Barrie Parts Distribution Centre has a Shipping Team of 50 individuals (across 3 shifts; 7 days per week). Shipping hours are Monday-Thursday 6am-2am and Friday-Sunday 6am-6pm; on call support is available after hours seven (7) days a week.</p> <p>MacLean Engineering is available for emergency calls 24/7.</p> <p>MacLean MV Dealers are trained in areas of sales and service and are encouraged to maintain parts inventory for quick turnaround times.</p> <p>MacLean MV Dealers and End Users have 24/7 access to MacLean Engineering's Documoto Portal, accessible from anywhere there is an Internet connection. This web-based portal provides access to MacLean's current inventory levels on aftermarket parts, as well as access to the most up-to-date versions of service drawings, product manuals, service bulletins, troubleshooting information, etc. for MacLean MVs and Attachments. Customers can download and print all information found in the Documoto portal.</p>
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.	<p>Before an order can be processed, the Canoe member must be set up as a customer in MacLean Engineering's or the authorized MacLean MV Dealer's order processing system. As part of this initial account set-up, a credit review will be conducted.</p>
Describe how members can access information, request pricing, discounts, catalogues on your goods, services, get a quote and place an order.	<p>Members can request information (including pricing, discounts, catalogues, etc.) by contacting the authorized MacLean MV Dealer for their region or by contacting MacLean Engineering directly (via telephone, email, or website).</p>
In a case where one your company has an existing public sector customer who desires to be onboarded onto the Canoe offering, how would you address this situation?	<p>MacLean Engineering would provide the customer with Canoe's contact information and encourage them to reach out to a Client Relations Agent. MacLean will follow up with the customer at a later date to confirm that the onboarding process was successfully completed.</p>

Sales and distribution network

Line Item	Question	Response *
1	Describe your company's capability to meet the CANOE Member needs across Canada or for each geographical area the Proponent wishes to do business in. Your response should address at least the following areas. a. Sales force. b. Dealer Network or distribution methods. c. Service personnel/teams. Please include details, such as the locations of your network of sales and service providers, and any overlap between the sales and service functions.	<p>MacLean Engineering employs three (3) full time MV Territory Managers who are responsible for sales and dealer support across all of Canada. Additionally, MacLean Engineering has two (2) full time team members to address customer service requirements, as well as three (3) full time Field Service Technicians, and one (1) full time Engineering Manager who are also available to respond to inquiries.</p> <p>With the exception of a small geographical area around Owen Sound, Ontario (MacLean Engineering direct sales territory), MVs are sold exclusively through a 3rd party dealer network across Canada. Each MV Dealer is an independently owned and operated Canadian business. All MV Dealers are required to have full-time sales, parts, product support, and service staff as well as the capability to conduct maintenance and repairs at each of their facilities. Dealers are assigned an exclusive and specific sales/service territory based on location. With the exception of the direct sales territory located in Ontario, End Users are required to go through their MV Dealer for sales, service, product support, aftermarket parts, etc.</p> <p>MacLean Engineering's authorized dealer network for Canada is as follows:</p> <p>Cubex Limited with locations in:</p> <ul style="list-style-type: none"> - Abbotsford, British Columbia - Calgary, Alberta - Winnipeg, Manitoba - Brantford, Ontario - Saint-Jean-Sur-Richelieu, Quebec <p>Atlantic Coastal Equipment – located in Truro Heights, Nova Scotia</p> <p>Madsen Construction Equipment – located in Mt. Pearl, Newfoundland</p>
2	If applicable, describe how your distribution partners will be leveraging the contract? If not applicable please write N/A	<p>MacLean Engineering will provide ongoing extensive training to the Dealer network with regards to the workings and benefits of selling through the Canoe contract.</p> <p>MacLean MV Dealers will promote the Canoe contract to customers and emphasize the cost savings that can be realized by purchasing through a cooperative contract.</p>
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.	<p>Historically, approximately 95% of MV sales have been to the government sector; therefore, MacLean Engineering's current sales process management system was developed specifically for government sales and has proven successful when dealing with government and public sector clients.</p> <p>All three (3) MacLean MV Territory Managers are specialists in sales to government entities with a combined 50+ years of experience. Additionally, the Canadian MacLean MV Dealer network has a great deal of experience in the sale of a wide range of equipment to government entities. Having a Dealer network that understands the specific requirements of dealing with government entities is critical to the success of the MV. All MV Dealers have an exclusive territory where they are responsible for MV sales and product support.</p> <p>MacLean MV Territory Managers work directly with our Dealer network to market and support the MacLean MV. Dealers are provided with hands-on product knowledge and sales training with a focus on the MV's features and benefits, a review of all other competitors' machines and a general review of the government market, current field population of units and potential opportunities in the specific Dealer's territory. MacLean Engineering also provides training via a PowerPoint presentation that Dealers' personnel can review at any time to improve product and industry knowledge. Product knowledge training is offered and provided to all new personnel at the Dealer level.</p> <p>MacLean Territory Managers are responsible for tracking all sales opportunities for MV style machines within their assigned territories. The Territory Manager reviews this information with the Dealer network on a regular basis.</p> <p>MacLean Engineering also tracks all sales of MV units and Attachments to government entities and maintains a list containing information of the original sale, configuration of the MV, the original customer, and any subsequent resale or disposal of the MV, for all MV units sold to date. Identifying the life cycle of each unit in the field allows the MV Territory Manager and Dealer to stay abreast of future potential MV sales opportunities.</p> <p>MacLean MV Marketing focuses marketing efforts on channels used by government entities to purchase products, such as Municipal Public Works associations and regional and national public works tradeshows.</p>
4	Describe in retails the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	<p>Through MacLean Territory Managers, Service personnel, and the MacLean website, customers are directed to their local full-service MacLean MV Dealer for all customer service, sales, product support, parts, and warranty considerations.</p> <p>With regards to capital equipment inquiries: MacLean Engineering Territory Managers work closely with the Dealer network to respond to customer inquiries. The MacLean Territory Manager works closely with the Dealer and End User to determine the tractor configuration and attachments best suited to the customers needs.</p> <p>With regards to aftermarket and product support inquiries: To support the MV Dealer network, MacLean Engineering has two (2) full time, experienced team members to address customer service requirements, as well as three (3) Field Service Technicians, three (3) Territory Managers, and one (1) Engineering Manager who are also available to respond to inquiries. Regular customer service hours are Monday-Friday 7am-5pm.</p> <p>MacLean Engineering endeavors to address all inquiries the same day that they are submitted.</p> <p>Aftermarket parts inventory is backed by MacLean Engineering's Aftermarket Parts Distribution Centre located in Barrie, Ontario, Canada, which maintains a fill rate of approximately 95% on parts identified as necessary to support aftermarket sales. MacLean Engineering's Parts Distribution Centre located in Barrie, Ontario, Canada has current aftermarket parts inventory worth approximately \$65,000,000 to support all MacLean Product lines.</p> <p>MacLean Engineering's Barrie Parts Distribution Centre has a Shipping Team of 50 individuals (across 3 shifts; 7 days per week). Shipping hours are Monday-Thursday 6am-2am and Friday-Sunday 6am-9pm; on call support is available after hours seven (7) days a week.</p> <p>MacLean Engineering is available for emergency calls 24/7.</p> <p>MacLean MV Dealers are trained in areas of sales and service and are expected to maintain parts inventory for quick turnaround times.</p> <p>MacLean MV Dealers and End Users have 24/7 access to MacLean Engineering's Documoto Portal, accessible from anywhere there is an Internet connection. This web-based portal provides access to MacLean's current inventory levels on aftermarket parts, as well as access to the most up-to-date versions of service drawings, product manuals, service bulletins, etc. for MacLean MVs and Attachments. Customers can download and print all information found in the Documoto portal.</p>

Reporting

Question	Response
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.	<p>MacLean Engineering will allocate a specific team member (Inside Sales & Marketing Coordinator) who will be responsible for all administrative tasks that are required as part of the Canoe contract and will ensure compliance with the requirements of the contract. The Technical Sales Manager will also review all Canoe contract documents to ensure compliance.</p> <p>The MacLean Engineering Product Development & Technical Sales Manager and the Inside Sales & Marketing Coordinator each review every MV and/or MV Attachment order prior to processing. The source and details for each order are confirmed with the MacLean Engineering Territory Manager and Dealer prior to the entry of any order. The order is only entered once all details have been reviewed and confirmed.</p> <p>The Inside Sales & Marketing Coordinator requires that the Technical Sales Manager and Territory Manager sign off on each order prior to an order being entered.</p> <p>The Inside Sales & Marketing Coordinator reviews orders on a weekly, monthly, quarterly, and yearly basis and will provide the required reports to Canoe as is done for all other active sales contracts.</p> <p>All sales are tracked internally and flagged according to their sales source/procurement process.</p>
Canoe requires monthly sales report. Describe the process you will implement if awarded, in order to meet this requirement.	All sales are reviewed and tracked by the Inside Sales & Marketing Coordinator and the Product Development & Technical Sales Manager. Sales reports will be generated on a weekly basis and each month these weekly summaries will be compiled into one (1) report to be submitted to Canoe. A recurring calendar task will ensure prompt submission of the required report.
Explain the measures you will put in place to ensure your report captures the sales for all the regions included in your offering.	All sales from every region are reviewed and tracked by the Inside Sales & Marketing Coordinator and the Product Development & Technical Sales Manager.
Provide the name and contact information of the person who will be responsible for reporting if awarded an agreement.	Kristina Capell Inside Sales & Marketing Coordinator Email: kcapell@macleanengineering.com Phone: 1-226-974-1149 1000 6th Street East, Owen Sound, ON N4K 1H1
Do you allow public entities to order from multiple contracts and GPOs?	To be reviewed on a case-by-case basis. Currently, there are no contract or GPOs in Canada for customers to purchase the MacLean MV or Attachments.
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?	MacLean Engineering tracks all sales internally and flags them according to their sales source/procurement process.

Agreement acceptance

Review the draft agreement, indicate your acceptance and proposed changes if any as applicable.

Article	We agree and accept *	If no, indicate your proposed changes or N/A *
ARTICLE 2 PROGRAM ADMINISTRATION AND SUPPORT	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 3 FINANCIAL MATTERS	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 4 TRADE-MARKS	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 5 REPRESENTATIONS AND WARRANTIES	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 6 CONFIDENTIAL INFORMATION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 7 INDEMNITY AND LIABILITY	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 8 CHANGES AND TERMINATION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 9 FORCE MAJEURE	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 10 DISPUTE RESOLUTION	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A
ARTICLE 11 GENERAL	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A

Addenda, Terms and Conditions

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 sixty (60) 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: General Manager, Canoe Procurement Group of Canada
Canoe Procurement Group of Canada
2510 Sparrow Drive, Nisku, Alberta T9E 8N5

EMAIL: proposals@canoeprocurement.ca

Once a bid dispute has been received, the General Manager, Canoe Procurement Group of Canada will initiate a review of the matter. The General Manager 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 honor 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;
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.

- Kristina Capell, Inside Sales & Marketing Coordinator, MacLean Engineering & Marketing Co. Limited

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 01 Fri May 16 2025 03:04 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.

Schedule "D"

SAMPLE SALES REPORT



CANOE SUPPLIER ADMIN FEE TEMPLATE
Monthly Submission of Data Required

Supplier Name: OFFICE SUPPLY COMPANY
Canoe Contract Number: CAN-2024-III
Month: June
Year: 2024

Member Number	Member Name	Province	Branch (if applicable)	Date of Purchase	Transaction Date	Accounting Date	PQ #	Invoice #	Item Description	Category (Parts / Labour / Service)	Item cost	Miscellaneous	Freight	Subtotal	PST	GST/HST	Total Invoice	Amount eligible for Admin Fee	Admin Fee Rate	Admin Fee to Canoe
AB1603	SAMPLE ONLY County of your County	AB	ED	3/5/2024	3/5/2024	3/5/2024	555662	9955623	Pens	Parts	5.32	-	-	5.32	-	0.27	5.59	5.32	5.00%	0.27
AMH5002	SAMPLE ONLY RM of your town	MB	WN	2/1/2024	2/25/2024	3/1/2024	TR33556	9955624	Trays	Parts	552.30	0.20	0.50	553.00	33.18	27.65	613.83	552.30	5.00%	27.62
SAR1222	SAMPLE ONLY Town of At Home	SK	RG	12/23/2023	1/31/2024	3/1/2024	202403(j)	9955625	Whiteboard	Parts	1,555.20	-	20.30	1,575.50	110.29	78.78	1,764.56	1,555.20	5.00%	77.76
TOTALS											2,112.82	0.20	20.80	2,133.82	143.47	106.69	2,383.98	2,112.82	5.00%	105.64










Program Agreement - CAN-2025-006-MAC

Final Audit Report

2025-06-16

Created:	2025-06-13
By:	Stéphanie Dion (stephanie@canoeprocurement.ca)
Status:	Signed
Transaction ID:	CBJCHBCAABAAf0frpElwP1pVyz846S41b5nORckjZSjk

"Program Agreement - CAN-2025-006-MAC" History

-  Document created by Stéphanie Dion (stephanie@canoeprocurement.ca)
2025-06-13 - 5:26:50 PM GMT
-  Document emailed to sjohnston@macleanengineering.com for signature
2025-06-13 - 5:26:58 PM GMT
-  Document emailed to Tyler Hannemann (tyler@canoeprocurement.ca) for signature
2025-06-13 - 5:26:58 PM GMT
-  Email viewed by sjohnston@macleanengineering.com
2025-06-13 - 5:27:35 PM GMT
-  Signer sjohnston@macleanengineering.com entered name at signing as Scott Johnston
2025-06-13 - 7:03:30 PM GMT
-  Document e-signed by Scott Johnston (sjohnston@macleanengineering.com)
Signature Date: 2025-06-13 - 7:03:32 PM GMT - Time Source: server
-  Email viewed by Tyler Hannemann (tyler@canoeprocurement.ca)
2025-06-16 - 4:13:27 PM GMT
-  Document e-signed by Tyler Hannemann (tyler@canoeprocurement.ca)
Signature Date: 2025-06-16 - 4:13:48 PM GMT - Time Source: server
-  Agreement completed.
2025-06-16 - 4:13:48 PM GMT



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