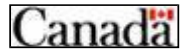


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## Canada weighs change for forklift purchases

Gatineau, QC, Canada  
Thursday, 23 Jul 2009

A Canadian federal department is developing a new strategy for procurement of commercial forklifts.

"The federal government currently procures all forklifts via individual contracts," the Public Works and Government Services Canada (PWGSC) department says in a statement. "Requirements are competitively tendered, and the lowest technically compliant bidder is awarded the contract."

PWGSC, however, "in consultation with industry and client departments, has been working on the development of a new procurement strategy for commercial forklifts. While options for the procurement strategy are still being evaluated, it is expected that solicitation documents could be posted on the government electronic tendering system in the fall of 2009".

Because the new strategy for forklifts is not yet completed, "it is inappropriate to speculate on the details of any potential contractual agreement", notes Céline Tremblay, a media relations advisor with PWGSC's communications sector in Gatineau.

PWGSC procures goods and services for more than 100 federal departments and agencies including the Department of National Defence, which accounts for about 90% of the government's acquisitions of forklifts. Other federal departments have requirements for forklifts and warehouse handling equipment, but, historically, those demands are relatively low.

PWGSC purchased approximately 60 forklifts on behalf of federal government departments for the fiscal year ended 31 March 2008.

The acquisitions branch, one of 12 within PWGSC under Minister Christian Paradis, assists departments and agencies at each stage of the supply cycle and offers tools that simplify and expedite the acquisition of goods and services. The branch helps identify the goods or services to be purchased; selects the most effective procurement approach; develops evaluation criteria; calls for, receives and evaluates bids; conducts negotiations; debriefs unsuccessful bidders; and administers contracts.

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