

ONE OF MY COMPATRIOTS thought I should tell you that we issued an RFP for a dinner theatre play to commemorate our 125<sup>th</sup> anniversary of incorporation. We were asked by a local newspaper why we had done it that way and our answer was, that is the way we do business. The RFP worked very well and we did get an interesting play called "Get it in writing" which we have had performed all over our district.

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### Comments on "Challenging old habits," *Summit*, September 2004

I AM PLEASED TO see the initiative by Ontario to bring more structure to municipal procurement. I noted the comment that "Ontario appears to be leading nationally..." in this regard. However, I would like to note that for the past nine years municipalities (and other MASH sector entities) have been covered by our provincial procurement legislation in NB, which defines thresholds, tendering rules, etc. We changed our legislation to correspond to our inter-provincial obligations in 1995. To the best of my knowledge, NB is the only province to provide such comprehensive legislative coverage of the MASH sector, which brings them completely in line with the *AIT* and the *Atlantic Procurement Agreement*. Although we have had some resistance, for the most part municipalities have recognized the need for an open procurement system and that the use of local preferences is costly and unproductive.

I also have noted on the links provided on your website that the NB Opportunities Network (NBON) is not listed. This system is our tender portal and e-procurement system and is used by the province and most MASH entities for tenders. Unlike many jurisdictions, which simply have implemented a tendering service, we have opted for a complete, integrated bilingual e-procurement solution from requisition to purchase order with online cataloguing and access to our supply contracts. Access

to the tendering portion of the system is free and we offer a free enhanced service that includes bid-matching, self-registration, electronic download of documents and, in many cases, electronic bidding to authorized suppliers.

The Central Purchasing Branch purchases approximately \$300 million yearly in goods and services on behalf of provincial departments and agencies. This figure does not include construction or purchases by MASH sector entities. The site may be accessed at [www.gnb.ca/3000](http://www.gnb.ca/3000).

I personally find your magazine [*Summit*] of great interest and strongly encourage my staff to read it regularly. It is an excellent source of news and opinion on public sector procurement in Canada.

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THIS WAS A very interesting article by D'Arcy Jenish regarding the establishment of procurement procedures for municipalities. What is missing is the fact that Newfoundland and Labrador has a *Public Tender Act* that is applicable to all government departments, agencies, municipalities, schools, hospitals etc. since 1987. It provides the procedures to use by any government funded body when acquiring goods, services and construction requirements regardless of the dollar value. Today, Newfoundland's municipalities (and other government funded bodies) have been legislated through the *Public Tender Act* to acquire goods and services valued above \$10,000 and all construction valued above \$20,000 through a public tender call that is electronically advertised via the Web. In relation to the article "Challenging old habits," Newfoundland and Labrador appear to be well ahead on a national level regarding its openness and transparency.

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