

Top sellers

2004-05

compiled by Summit staff

What Public Works and Government Services Canada is buying

SUMMIT MAGAZINE IS, once again, delving into Government of Canada contracting information to try and bring you a sense of what is purchased, from whom and for how much at this level of the public sector. Formerly, *Summit* used the *Public Accounts of Canada* data as the source for its Top Sellers list; this time *Summit* used the list of contracts published on the website of Public Works and Government Services Canada (PWGSC). On March 23, 2004, the Government of Canada announced a new policy, known as Proactive Disclosure, which made mandatory the publication of contracts over \$10,000. In accordance with this policy, PWGSC's website (www.pwgsc.gc.ca/expenses/text/contracts-e.html) contains a list of contracts valued at more than \$10,000 which were issued by, or on behalf of, the department. The website is updated quarterly. The website also notes that "information that would normally be withheld under the *Access to Information Act* and the *Privacy Act* does not appear on this website."

Under the common services policy governed by Treasury Board, PWGSC, is the designated common services organization (CSO) mandated to do procurement on behalf of other federal departments. "Unless the services are designated optional or an exception has been granted."

The following list of "Top" suppliers is based only on data obtained from the list of contracts issued directly by PWGSC as published on their website and is not reflective of the overall procurement spend

Period	As published	Sorted by contract date*	No. of contracts per period
Q1 (Apr-Jun 2004)	\$189,486,050		1591
Q1 adjusted		\$193,956,021	1619
Q2 (Jul-Sep 2004)	\$253,723,396		1734
Q2 adjusted		\$255,484,177	1764
Q3 (Oct-Dec 2004)	\$2,206,524,693**		1530
Q3 adjusted		\$2,208,134,154	1552
Q4 (Jan-Mar 2005)	\$218,334,431***		2399
Q4 adjusted		\$210,494,218	2318

*Some contracts that are dated in Q1-Q3 were not published on the Web until Q4. Totals in "As published" reflect the website. Totals in "Sorted by contract date" reflect the adjusted periods. When sorted by date, the number of contracts per period also changes.

**This number includes roughly \$1.7 billion in contracts to SNC Lavalin Profac as well as six contracts ranging from as little as \$3.1 million to \$6 million to another half dozen construction/engineering firms.

***This amount includes \$7,861,277.58 from contracts dated in Q1-Q3, but posted in Q4.

by the Government of Canada. However, according to public statements by PWGSC the department does the majority of procurement for the government. In fact, in the *Departmental Performance Report*, tabled in Parliament recently, PWGSC claims it handled \$10 billion worth of contracting in fiscal year 2004-05. Under the new procurement reorganization (*The Way Forward*), it will likely do more. Contracts issued by other departments are posted (under Proactive Disclosure) on their individual departmental websites.

PWGSC's total spend, as published on its website under Proactive Disclosure, for fiscal year 2004-05 is \$2,868,068,569.34. The breakdown by quarter is outlined in the table above.

Of the over 7,200 contracts published, approximately 5 percent of the contracts were valued at greater than \$1 million; approximately 4 percent were between \$500 thousand and \$1 million; approximately 24 percent are between \$100-\$500 thousand and the remaining, roughly 67 percent, are less than \$100,000.

To get some sense of what is bought, the website identifies each type of contract awarded is identified by economic object codes, which are financial codes that relate to different commodities and areas of ex-

penditure. A complete description of the financial codes can be found at the Receiver General website (www.pwgsc.gc.ca/recgen/gw-coa/0405/text/objA-e.html). The federal government also uses the Goods and Services Identification Number (GSIN) code, in conjunction with the Federal Supply Classification (FSC) code, to identify generic product descriptions for its purchasing activities. A downloadable file at Business Access Canada (formerly Contracts Canada) contains the complete list of commodities (with English and French descriptions) used in the Supplier Registration Information (SRI). According to the website, the file is updated regularly, but is provided as a reference only, without guarantee of accuracy.

The table on page 3 outlines the top 20 types of goods and services purchased in fiscal 2004-05, as identified by the economic codes applied when the contract was issued, the total value of purchases by economic code category, the number of different companies listed in each category, and the top three vendors by dollar value per category. Please note that the vendor names may appear in more than one form and in some cases it is impossible to know from the source data if it is one company or several with similar names. ~~~

TOP 100 SUPPLIERS*

*This list is based on the total value of contracts by company as posted at www.pwgsc.gc.ca/expenses/text/contracts-e.html by Public Works and Government Services Canada. These suppliers do not represent the total suppliers to the Government of Canada. They are suppliers contracted by PWGSC on behalf of other government departments or on behalf of PWGSC itself. Please note that this list may not be 100 percent accurate, as some companies appear to be listed under more than one name or variation of the name.

COMPANY NAME	VALUE OF CONTRACTS	COMPANY NAME	VALUE OF CONTRACTS
SNC-LAVALIN PROFAC INC.	\$2,023,160,000.00	MSC MAPLESOFT CONSULTING INC.	\$2,491,783.90
DECAREL INC.	\$39,682,020.00	PROGÈRE CONSTRUCTION INC.	\$2,450,680.10
PCL CONSTRUCTORS EASTERN INC. – QUEBEC	\$36,913,342.00	ENTRUST	\$2,418,255.40
ALIANI INC.	\$34,500,000.00	BAXTEC MECHANICAL SERVICES	\$2,413,599.00
PCL-MAXAM, A JOINT VENTURE	\$21,196,593.00	JACQUES WHITFORD LIMITED	\$2,407,850.06
WESTPRO CONSTRUCTORS GROUP LTD.	\$15,856,330.00	TOBY RUSSELL BUCKWELL & PARTNERS ARCHITECTS	\$2,389,149.50
CNIM CANADA INC.	\$13,424,355.00	CANADIAN DEVELOPMENT CONSULTANTS INTL.	\$2,302,617.50
PELLY CONSTRUCTION LTD.	\$10,154,728.00	PRESTIGE DESIGN AND CONSTRUCTION (OTTAWA) LTD.	\$2,292,047.00
CANADIAN CORPS OF COMMISSIONAIRES	\$9,900,650.77	SEACOR ENVIRONMENTAL INC.	\$2,274,875.90
LEDCOR CONSTRUCTION LTD.	\$9,590,410.00	HAZCO ENVIRONMENTAL SERVICES LTD.	\$2,254,805.94
ENERGY OTTAWA INC./ENERGIE OTTAWA INC.	\$8,916,417.00	ALVA CONSTRUCTION LIMITED	\$2,226,780.00
SIMPLEX INDUSTRIES	\$8,041,959.71	SCHINDLER ELEVATOR CORPORATION	\$2,216,482.00
NORTHLAND CONTRACTING INC.	\$8,001,125.00	STANTEC ARCHITECTURE LTD.	\$2,214,924.45
AJILON CANADA	\$7,961,036.99	S&S SOFTWARE LTD.	\$2,195,340.40
KONE INC.	\$7,854,216.71	BANCTEC (CANADA), INC.	\$2,187,463.15
AVONDALE CONSTRUCTION LIMITED	\$7,649,225.00	GOLDER ASSOCIATES LTD.	\$2,168,669.92
THE CORPORATE RESEARCH GROUP LTD.	\$7,276,785.40	EXCEL HUMANE RESOURCES INC.	\$2,077,981.44
K & L CONSTRUCTION (ONTARIO) LTD.	\$5,835,748.00	3852946 CANADA INC.	\$2,020,792.50
BLACK & MCDONALD LTD.	\$5,768,726.06	GSI	\$1,992,366.70
DAOUST MOORE CONSTRUCTION INC.	\$5,465,442.00	FERANO CONSTRUCTION LTD.	\$1,983,598.00
TAYNAR SIMPSON	\$5,281,582.00	FLAGSHIP CONSTRUCTION LIMITED	\$1,957,932.50
IBM CANADA LTD.	\$4,111,113.18	TEKNUM FURNITURE SYSTEMS LIMITED	\$1,946,419.42
DRAGAGE VERREAU LT.	\$3,945,400.00	D-B MECHANICAL (KINGSTON) LTD.	\$1,901,149.00
LEC FORTRESS ENGINEERING CORP.	\$3,922,620.00	HUMBOLDT LUMBER MART LTD.	\$1,888,550.00
VERITAAQ TECHNOLOGY HOUSE INC.	\$3,905,666.20	WATERWORKS CONSTRUCTION LIMITED	\$1,819,203.40
RIDEAU CONSTRUCTION INC.	\$3,856,365.45	COSSETTE COMMUNICATIONS	\$1,782,373.90
NORAMTEC CONSULTANTS INC.	\$3,739,123.50	CARMONT CONSTRUCTION LTD.	\$1,745,328.36
CONSTRUCTION GESMONDE	\$3,720,390.00	SSG-SOUTHSIDE SOLUTIONS GROUP	\$1,695,503.00
PUBLIC HISTORY INC.	\$3,714,403.50	OLIVIT CONSTRUCTION LTD.	\$1,679,940.66
BELL CANADA	\$3,701,469.53	WESTCOR BUILDERS INC.	\$1,677,760.00
LYNGOR DEVELOPMENTS INC.	\$3,696,737.10	NORTHERN MICRO INC.	\$1,672,121.85
CONSTRUCTION DJL INC.	\$3,635,453.25	MARINER ENGINEERING & CONSTRUCTION LIMITED	\$1,669,593.00
TELUS NATIONAL SYSTEMS INC.	\$3,611,014.71	COLONIAL BUILDING RESTORATION (1997)	\$1,646,915.00
FERNAND MÉNARD INC.	\$3,531,000.00	POTTINGER GAHERTY ENVIRONMENTAL CONSULTANTS	\$1,645,944.73
R J G CONSTRUCTION LTD.	\$3,504,035.50	PLACEMENTS J-GUY ROY INC.	\$1,629,075.00
COMPREHENSIVE MANAGEMENT GROUP LTD.	\$3,427,967.50	168287 CANADA INC.	\$1,598,821.82
INTERIS CONSULTING INC.	\$3,229,538.94	PROCOVA INC.	\$1,551,500.00
AJJA INFORMATION TECHNOLOGY CONSULTANTS	\$3,191,729.05	SYNTAGME INC.	\$1,469,098.35
VINCE FERRO CONSTRUCTION	\$2,982,033.00	R.D.L. CONSTRUCTION LIMITED	\$1,465,215.00
WHITE BEAR INDUSTRIES LTD.	\$2,980,317.01	SCHOELER & HEATON ARCHITECTS INC.	\$1,457,112.00
YELLOWRIDGE CONSTRUCTION LTD.	\$2,931,800.00	DFS/DUSCHENES & FISH	\$1,452,984.44
JOHNSON'S CONSTRUCTION LIMITED	\$2,869,699.00	IT/NET	\$1,432,651.81
CORADIX TECHNOLOGY CONSULTING LTD.	\$2,853,988.31	CACHE COMPUTER CONSULTING CORPORATION	\$1,412,854.75
OTIS CANADA INC.	\$2,771,905.00	CEDROM-SNI INC.	\$1,404,085.16
MORLEY CONSTRUCTION INC.	\$2,764,655.00	PSTG CONSULTING INC.	\$1,388,355.43
MHPM PROJECT MANAGERS INC.	\$2,691,469.00	UNIVERSITY OF OTTAWA	\$1,372,703.50
LES CONSTRUCTIONS PÉPIN ET FORTIN INC.	\$2,664,000.00	THYSSENKRUPP ELEVATOR (CANADA) LIMITED	\$1,347,138.37
MISTA-SHIPU CONSTRUCTION LTD.	\$2,616,250.00	NISHA TECHNOLOGIES INC.	\$1,330,979.57
TK CANADA LTD.	\$2,598,240.54	CANADA'S CAPITAL BUILDING SERVICES LIMITED	\$1,309,257.00
TRI-CITY CONTRACTING	\$2,549,250.00	GAUDETTE'S TRANSIT MIX LTD.	\$1,304,197.27

Top 20 categories of goods and services purchased

Category of contracts by economic object code (no. companies per category)	Total expenditure	Top 3 companies by category
0499 – OTHER PROFESSIONAL SERVICES NOT ELSEWHERE SPECIFIED • (155) (All other professional services that are not classified under objects 0351 or 0401 to 0494 inclusive. These services include veterinary services; advisory services in a profession or business related to economics, environmental planning and control, or ecology; actuarial services, and surveying and mapping.)	\$2,060,917,469	SNC-LAVALIN PROFAC INC. – \$2,023,160,000 DAOUST MOORE CONSTRUCTION INC. – \$5,465,442 RIDEAU CONSTRUCTION INC. – \$3,236,100
1310 – MARINE INSTALLATIONS • (8) (Construction or acquisition of all marine installations and works including docks, wharves, piers, and breakwaters, canals and dykes, retaining walls, embankment, etc.)	\$135,511,037	FONDATIONS RENAUD & VIGNEAU INC. – \$1,006,570 CUREGGIO GENERAL CONSTRUCTION LIMITED – \$526,700 L. BREAU AND SONS LTD. – \$510,548
0630 – OFFICE BUILDINGS • (302) (Repair to office buildings, including post offices and customs buildings.)	\$134,099,256	PCL CONSTRUCTORS EASTERN INC. (QUEBEC) – \$36,913,342 CNIM CANADA INC. – \$13,424,355 LEDCOR CONSTRUCTION LIMITED – \$6,062,620
0491 – MANAGEMENT CONSULTING • (927) (Consulting services for financial management, transportation, economic development, environmental planning, public consultation and other consulting services not specifically mentioned in other objects.)	\$119,047,901	TAYNAR SIMPSON – \$5,281,582 NORAMTEC CONSULTANTS INC. – \$3,739,124 PUBLIC HISTORY INC. – \$3,679,616
1340 – OFFICE BUILDINGS • (17) (Construction or acquisition of all office buildings, including post offices and customs buildings.)	\$54,117,062	DECAREL INC. – \$39,682,020 LEC FORTRESS ENGINEERING CORP. – \$3,922,620 YELLOWRIDGE CONSTRUCTION LTD. – \$2,931,800
0220 – TELEPHONE AND OTHER VOICE SERVICES (EXCLUDING ENHANCED TELECOMMUNICATIONS SERVICES) • (2) (Telecommunications voice services charged by common carriers, such as local telephone service, long distance service, cellular and mobile telephone service, teleconferences, Wide Area Telephone Service (WATS) or 800 services, Zenith services, telephone directories, local circuits, dedicated intercity circuits and credit card services; line, equipment and usage charges directly associated with providing these services, as well as installation and relocation charges. Excludes equipment purchased or rented from a third party; and enhanced voice services such as voice messaging service.)	\$34,510,190	ALANT INC. – \$34,500,000 ADCOM INC. – \$10,190
0420 – ENGINEERING SERVICES NOT ELSEWHERE SPECIFIED • (252) (Includes design, drafting or engineering construction services; services for research and development – engineering services acquired that are not classified under any other object.)	\$28,749,938	STANTEC ARCHITECTURE LTD. – \$1,059,553 GOLDER ASSOCIATES LTD. – \$1,030,380 COUPLAND KRAEMER – \$1,018,272
0812 – COMPUTER SERVICES • (69) (Computer services, including the use of facilities management services, shared processing services, disaster recovery services, data entry services, text processing services and any other special computer services.)	\$27,836,435	AJILON CANADA – \$7,156,706 S&S SOFTWARE LTD. – \$2,112,972 AJJA INFORMATION TECHNOLOGY CONSULTANTS – \$2,110,377
0859 – OTHER BUSINESS SERVICES NOT SPECIFIED ELSEWHERE • (160) (Business services which cannot be classified under any other object under the object 'Other Services' in standard object 04. It includes forestry, agricultural, and surveying and mapping services not classified elsewhere, and services such as real estate, technical writing, court reporting, library, cultural and recreational, photography services, storage and warehousing, laundry, dry cleaning, race track services, etc. It excludes printing services as well as printed matter or publications.)	\$27,300,243	KONE INC. – \$5,101,340 BLACK & MCDONALD LTD. – \$3,820,017 OTIS CANADA INC. – \$1,462,249
1369 – OTHER NON-RESIDENTIAL BUILDINGS • (19) (Construction or acquisition of any types of buildings not specified in objects 1340-1364 inclusive and 1370. Such buildings include farm buildings, bunk houses, dormitories, bush depots, camps and aircraft hangars.)	\$26,716,204	PCL MAXIM, A JOINT VENTURE – \$20,950,600 HUMBOLDT LUMBER MART LTD. – \$1,888,550 CARMONT CONSTRUCTION LTD. – \$1,745,328
0494 – TRANSLATION SERVICES • (212)	\$21,594,315	SYNTAGME INC. – \$1,469,098 3397475 CANADA INC. – \$1,044,199 RÉJEAN DÉSILETS – \$726,406
1364 – LABORATORIES • (2) (Expenditures for laboratories.)	\$15,880,095	WESTPRO CONSTRUCTORS GROUP LTD. – \$15,856,330 ALBERTA EAGLE DRILLING LTD. – \$23,765
0607 – HIGHWAYS, ROADS AND STREETS • (24) (Repair and maintenance of highways, roads and streets including repairs involving grading, scraping, oiling and filling as well as parking lot, sidewalks and paths.)	\$8,381,162	WHITE BEAR INDUSTRIES LTD. – \$2,980,317 MCCORMICK RANKIN CORPORATION – \$1,117,829 PRECISION CIVIL INSTALLATIONS LTD. – \$992,068
0813 – TEMPORARY HELP SERVICES • (73) (Temporary help services acquired for general office help, secretarial, stenographic, technical or other temporary help, etc.)	\$14,757,397	EXCEL HUMAN RESOURCES INC. – \$1,082,151.01 BARBARA PERSONNEL – \$739,421.69 ARTEMP PERSONNEL – \$698,816.22
0460 – PROTECTION SERVICES • (35) (Protection services including those provided by Corps of Commissionaires, security guards, alarm systems, etc.)	\$14,188,614	CANADIAN CORPS OF COMMISSIONAIRES – \$9,900,651 ADT SECURITY SERVICES CANADA, INC. – \$807,656 URBACON LIMITED – \$675,681
1339 – OTHER ENGINEERING WORKS • (28) (Construction and acquisition of any other engineering works not specified in objects 1310-1335 inclusive. Such works include incinerators, tunnels and subways, mine shafts, swimming pools, tennis courts, outdoor recreation facilities, and gas and oil facilities and railway, telephone or telegraph installations, park systems, landscaping, fences, watermain, hydrants and services, sewage systems, pumping stations, dams, reservoirs, generating plants, power transmission and distribution lines, etc.)	\$13,036,607	CONSTRUCTION DJL INC. – \$3,635,453 GSI – \$1,992,367 ALVA CONSTRUCTION LIMITED – \$1,137,212
1231 – OFFICE FURNITURE AND FURNISHINGS, INCLUDING PARTS • (42) (Acquisition of office furniture and furnishings classified in chapters 83, 84 and 94 of the Standard Classification of Goods, such as desks, records equipment, bookcases, etc.)	\$10,899,618	TK CANADA LTD. – \$2,446,085 TEKNION – \$1,935,034 ALLWEST INSTITUTIONAL FURN – \$986,035
1316 – ROADS, HIGHWAYS AND AIRPORT RUNWAYS • (8) (Construction or acquisition of roads, highways and airport runways including any grading, scraping, oiling and filling. It includes construction of parking lots, sidewalks and paths.)	\$10,031,680	PELLEY CONSTRUCTION LTD. – \$7,274,930 METRO ENGINEERING AND CONTRACTING – \$1,072,622 GIBSON BROTHERS CONTRACTING – \$431,479
0421 – ARCHITECTURAL SERVICES • (65) (Architectural services acquired such as architectural design, control and plans, the construction supervision of buildings, and architecture of naval vessels, etc.)	\$9,723,754	TOBY RUSSELL BUCKWELL & PARTNERS ARCHITECTS – \$2,389,150 STANTEC ARCHITECTURE LTD. – \$1,155,371 ST-GELAIS MONTMINY ARCHITECTES – \$533,844
0670 – COMPUTER EQUIPMENT – HARDWARE AND SOFTWARE • (71) (Repair and maintenance of all the hardware and software components of computers that are an integral part of a computer system, including the central processing unit, peripherals, terminals, printers, data entry, data capture and storage devices. It also includes the repair and maintenance of workstations, microcomputers, portable computers and terminals. These computers include user-programmable word processors, and personal and micro computers but exclude word processors connected to a message network.)	\$9,660,722	BELL CANADA – \$2,754,612 IBM CANADA LTD. – \$708,884 COMPUWARE CORP OF CANADA – \$548,782