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Procurement Canada

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Canada

National Food and Beverage Procurement Strategy

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1. Strategy Renewal

To update and modernize PSPC's food and beverage strategic direction, this document will replace the Interim National Food and Beverage Procurement Strategy. The renewal of the National Food and Beverage Strategy involved a comprehensive engagement process with industry and government stakeholders.

2. Executive Summary

The National Food and Beverage Procurement Strategy (NFBPS) was established in 2014 to ensure a consistent approach to meeting the Government of Canada's food and beverage requirements while enhancing supplier access and maximizing value for Canadian taxpayers.

The key goals of the NFBPS are:

- a more streamlined and consistent procurement process for government departments:
 - Greater consistency in procurement through regional consolidated commodity postings (e.g., Regional Master Standing Offers) and standardized bid evaluation tools (e.g., Commodity Evaluation Tool).
 - Enhanced transparency by using the Government of Canada's Electronic Tendering System (GETS), also known as CanadaBuys.
 - Increased access for all suppliers, including Small and Medium Enterprises (SMEs), through the development of regional zones and a line-item award methodology.
 - Improved procurement tools through the implementation of the Electronic Procurement System (EPS), the Contract Modernization Initiative (CMI), and the Canadian Collaborative Procurement Initiative (CCPI).
 - A more standardized process for client departments to enhance the efficiency and effectiveness of food procurement.
 - Strengthened standing offer management with improved oversight of reporting, invoicing, and compliance tracking.
 - Greater accessibility to the NFBPS policy document, which is available on www.publications.gc.ca, GCPedia, and PWGSC Website.
- Incorporation of Indigenous, green, social, ethical, and Small and Medium Enterprise (SME) considerations ensuring sustainable and socially responsible food procurement practices.
- Enhancing food quality and quality assurance through updated standards and compliance measures; and
- Maximizing efficiencies and cost savings while ensuring high-quality food and beverage procurement to increase value to taxpayers.

Annual expenditures associated with contracts and standing offers for food and beverage were \$122 million in 2024. There are three major government departments, the

Department of National Defence, Correctional Services Canada and Fisheries and Oceans Canada/Canadian Coast Guard. These figures are taken from the client department expenditure reports.

2.1. Scope

The scope of the NFBPS is federally funded food and beverage purchases in Canada by PSPC on behalf of government departments in Canada, including the Department of National Defence, Correctional Service of Canada, Fisheries and Oceans Canada/Canadian Coast Guard, and Canada Border Services Agency. This strategy defines common federal procurement strategies to be used by PSPC and other departments who purchase food and beverages. The first strategy has been in effect from June 2014 and covers food and beverage purchases in Canada. Since 2019, the interim national food and beverage procurement strategy has been in effect.

The following sub-categories or cases are not specifically addressed within the current document because they are either covered under other government policies or other national strategies:

- Hospitality Services
- Meals for persons travelling on government business
- Humanitarian aid, disaster relief, or emergencies
- Comprehensive Land Claim Areas (CLCA) / Procurement Strategy for Indigenous Businesses (PSIB)

The following sub-categories or cases are not specifically addressed within the current document. Due to their nature and/or complexity, they do not fall within the standardized categories and suggested bidding periods:

- Water.
- Combat rations.
- Catering Services.
- Field Operations – non static kitchens and field exercises.
- Operations outside of Canada.
- Remote locations, including isolated areas*.
- Purchases delivered to ships away from home port.
- Non-public fund purchases.
- Small or irregular requirements - Government departments may have an ongoing or temporary requirement below a reasonable threshold for use of specific PSPC procurement instruments. Current practice would be to encourage these government departments to use their local purchasing authority and buy competitively from local suppliers.

* An “isolated area” is an area where there is insufficient supplier base to comply with the NFBPS. The End User and Local PSPC offices should inform the Regional Office and Managers when they are requesting an isolated area status. This should be substantiated to the National Lead (Ontario Region) and the National Client who will determine eligibility

and track their status. These areas will use existing federal government procurement policies to procure their needs.

2.2. Purpose

The NFBPS provides a structured approach within PSPC to meet federal food and beverage requirements for government departments in a consistent manner while ensuring maximum competition and access to suppliers and ease the associated workload.

The NFBPS impacts the six PSPC regions who establish Standing Offers for food and beverage requirements on behalf of various departments. The six regions are identified below with their provincial and territorial responsibilities:

Pacific Region – British Columbia and Yukon.

Western Region – Alberta, Saskatchewan, Manitoba, Northwest Territories and Nunavut.

Ontario Region – Ontario excluding the areas covered in National Capital Region.

National Capital Region – Ottawa and Gatineau.

Québec Region – Québec excluding the areas covered in the National Capital Region.

Atlantic Region – New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland.

3. Modernizing PSPC Food and Beverage Procurement Practices

3.1 Purpose

In certain regions, PSPC has consolidated individual department food and beverage requirements also known as Regional Individual Standing Offers (RISOs) into Regional Master Standing Offers (RMSOs). The goal of regional commodity review exercises and consolidation efforts are to gain economies of scale for the Government of Canada in cases where it is operationally feasible and to standardize tender documents which create a consistent approach across all regions.

During regional commodity review exercises, PSPC will create pre-identified regional 'zones' which will comprise of various client department locations. The creation of these zones will assist in achieving PSPC's objective to encourage competition between large suppliers and SMEs including businesses owned or led by Canadians from underrepresented groups while achieving best value for Canada.

3.2 Contract Modernization Initiative (CMI) Food and Beverage National Template

The Contract Modernization Initiative (CMI) was created to modernize and simplify the Government of Canada's contractual documents, making them more accessible and easier to understand for all stakeholders. This new tool has been in use by PSPC buyers since July 2022 and will become PSPC's default approach for building contractual documents starting in June 2024. The PSPC CMI team has developed a customized CMI template specifically for the National Food and Beverage Procurement Strategy (NFBPS). All PSPC

regional offices are encouraged to review their current solicitation documents to ensure they are aligned with the CMI template.

3.3 Canadian Collaborative Procurement Initiative (CCPI)

The CCPI is an agreement that allows provinces, territories, and MASH entities to access federal procurement tools for acquiring goods and services. This agreement provides suppliers with the opportunity to sell to multiple levels of government through a streamlined approach. Buyers in the provinces, territories, and MASH sector can take advantage of the rates negotiated by the Government of Canada.

In 2022, the PSPC Ontario region developed the CCPI template and distributed it to all regions. It is essential that the appropriate CCPI clauses and wording be included in all relevant documents across all PSPC regional offices.

3.4 SAP Ariba (Electronic Procurement Solution)

The Government of Canada has moved towards an Electronic Procurement Solution (EPS) by launching SAP Ariba to modernize public procurement practices so that they are simpler, less administratively burdensome and deploy modern comptrollership. The goal of the EPS is to:

- Achieve better value for Canadians through improved procurement outcomes.
- Improve client service by providing easy, web-based access to procurement information and services to Departments and Agencies.
- Provide easy, web-based access to information and services that reduce Suppliers burden of participating in the procurement process.
- Achieve an integrated approach to the management of government spend; and
- Enable procurement professionals with new tools, technology, and processes to deliver effective client services.

The EPS system has created a significant shift in the way PSPC procures food and beverages across Canada. A catalogue approach may be used to buy food and beverages and a proposed use of credit cards as procurement vehicle and payment instrument.

3.5 PSPC Commodity Evaluation Tool (CET)

In early 2023, PSPC deployed the CET tool, which has proven to create significant administrative efficiencies in the procurement process. It has also enhanced both regional and national data analysis capabilities, while reducing the need for dedicated procurement resources in each region. Major client departments such as National Defence (DND) and Correctional Service Canada (CSC) highlighted the importance of a national implementation of the CET tool, as it can reduce administrative burdens. Both departments have adjusted their financial systems to incorporate the evaluation results from the CET, recognizing its value in streamlining operations.

A national rollout of the CET tool would yield several additional benefits across commodities. By consolidating all food items into a single database, PSPC can create a national catalogue that will support data analysis and procurement consolidation.

Furthermore, PSPC can market the catalogue, pricing, and the tool to provincial and municipal governments, which would foster economies of scale and encourage greater commodity collaboration. The CET tool would also facilitate increased participation from small and medium enterprises (SMEs), as it allows for awarding contracts based on a line-item methodology rather than the traditional basket methodology. This shift would open new opportunities for SMEs to compete for and secure contracts, further enhancing inclusivity and competition in the procurement process.

3.6 Improved and Standardized Process from Client Departments

The food and beverage industry operates on high volumes and low margins. To align with industry realities, it is essential that tender documentation accurately reflects operational and ordering processes. Client departments must provide precise order quantities and frequency details to ensure suppliers can plan effectively. Military bases, federal institutions, and Canadian Coast Guard (CCG) operating stations have distinct product and delivery needs, often determined at the local level.

Client departments under the NFBPS play a key role in food procurement. To enhance efficiency, they must review their regional food and beverage processes and move toward a centralized approach for managing requirements. A coordinated partnership with PSPC will streamline solicitation and standing offer implementation.

To achieve this, PSPC will collaborate with client departments on the following initiatives:

1. Semi-Annual Product Review

- As the technical authority, client departments should conduct thorough menu reviews to eliminate redundant or vague product descriptions.
- Solicitation documents must include clear and detailed ordering information, with a focus on:
 - Delivery frequency per location
 - Average delivery size

2. Quarterly Review of Estimated Usage

- Client departments must validate estimated usage data before submission to PSPC to ensure standing offers reflect actual demand.
- Accurate volume estimates enable suppliers to offer competitive pricing, leading to cost savings and responsible use of taxpayer funds.

3. Local-Level Engagement

- National food leads must communicate process improvements and recommendations to local offices.
- Local stakeholders should be consulted regularly to identify challenges and escalate them to PSPC as needed.

4. Consolidated Procurement Documentation

- National leads must promote modernization efforts, including the creation of regional procurement "zones", to enhance consistency across the NFBPS.
- A standardized approach will improve procurement efficiency and maximize benefits for Canadians.

3.7 Standing Offer Management – Invoicing, Usage Report and Call-Up Management

A Standing Offer (SO) is an ongoing arrangement between a supplier and the government, allowing departments and agencies to procure goods or services as needed through a call-up process that follows the pre-established conditions and pricing of the standing offer.

Under the National Food and Beverage Procurement Strategy (NFBPS), the Regional Master Standing Offer (RMSO) is recommended as the primary procurement strategy for food and beverage commodities. The high volume of call-ups issued each month by client departments, combined with the significant administrative effort required, has led to challenges in effectively managing invoicing, usage reporting, and call-up oversight.

To ensure compliance and effective contract management, all PSPC regional lead offices must strictly enforce the reporting, invoicing, and standing offer management requirements outlined in the terms and conditions. It is recommended that an internal progress report be established to track compliance monthly, ensuring proper oversight of reporting, invoicing, and standing offer management.

3.8 Guiding Documents

A Standing Offer (SO) is an ongoing arrangement between a supplier and the government, allowing departments and agencies to procure goods or services as needed through a call-up process that follows the pre-established conditions and pricing of the standing offer.

3.9 Canadabuys – Government Electronic Tendering Service (GETS)

All PSPC solicitations are published on the Government Electronic Tendering Service (GETS), commonly known as CanadaBuys, for the bidding periods outlined in Section 4.1: Use of Standardized Suggested Categories of Products and Suggested Bidding Periods.

This approach does not apply to one-time purchases that do not reflect an ongoing need or when the aggregated requisition value is below \$25,000.

4. Streamline the Procurement Process

4.1 Use of Standardized Suggested Categories of Products and Suggested Bidding Periods

The marketplace across Canada is sufficiently similar to enable food and beverage purchases to be grouped into a minimum of six main categories as listed below. Flexibility in groupings within each category to address different government departments and supplier capabilities is permitted as long as fairness and transparency is maintained.

4.2 Managing Prices – PSPC solely responsible

The Strategy will provide pre-determined competitive bidding periods where possible to ensure prices are competitive throughout the year. PSPC is solely responsible for managing prices.

Firm pricing for the term with pre-determined competitive bidding periods should provide more cost certainty and less risk for both Canada and industry.

Depending on the Award Methodology identified below, PSPC contracting officers should follow the Standing Offer durations and Bidding Periods identified below.

Table 1: Food commodity categories and pre-determined competitive bidding periods

Category	Line-Item Methodology	Basket Methodology
Miscellaneous Groceries - Various Frozen Products	Standing offer duration: 1 year Rebid every 3 months between standing offer holders.	Standing offer duration: 6-months Re-tender every 6-months
Protein (Meat, Fish, Poultry and Alternatives)	Standing offer duration: 1 year Rebid every 3 months between standing offer holders.	Standing offer duration: 3-months Re-tender every 3-months
Dairy (including but not limited to milk, sour cream, cottage cheese, eggs, etc.) <i>Note: Price adjustments as applicable from provincial dairy boards or the Canadian Dairy Commission.</i>	Standing offer duration: 1 year Rebid every 6 months between standing offer holders.	Standing offer duration: 6-months Re-tender every 6-months
Bread and Bakery Products	Standing offer duration: 1 year Rebid every 6 months between standing offer holders.	Standing offer duration: 1 year

Produce (Fresh Fruits and Vegetables)	Standing offer duration: 1 year Rebid every 3 months between standing offer holders.	Standing offer duration: 3-months Re-tender every 3 months <i>Note: two (2), one (1) month price refreshes* are included in update prices.</i>
Beverages with Dispensers (not including water) may consider contract vs. standing offer	Standing offer duration: 1 year Rebid every 1 year if optional year is included.	Standing offer duration: 1 year 1 year with two (2), one (1) year extension periods.
Boxed Lunch (Pre-prepared meals)	Standing offer duration: 1 year Rebid every 6 months between standing offer	Standing Offer duration: 6 months Re-tender every 6-months

4.3 Incorporate Longer Re-bid Period into Current Procurement Process

While Table 1: Food commodity categories and pre-determined competitive bidding periods provides recommended rebid frequencies based on food commodities, PSPC buyers have the flexibility to adjust these frequencies in response to external factors (COVID-19 pandemic or tariff actions). For example, during the COVID-19 pandemic, protein price volatility prompted a shift to a monthly rebid schedule, allowing suppliers to provide more accurate pricing and ensuring a continuous supply of goods.

The National Food and Beverage Procurement Strategy (NFBPS) prioritize efficiency and effectiveness in the food procurement process. While shorter rebid cycles can help address price fluctuations, a longer rebid frequency is recommended to reduce administrative burden and improve supply stability.

PSPC Ontario Region, after consulting with fresh fruit and vegetable suppliers, was able to increase the rebid frequency from monthly to quarterly to maintain a balance between market responsiveness and procurement efficiency.

4.4 Evaluation and Selection of Suppliers – Item Award and Basket Award Methodology

For supplier evaluation, there are two principal methods available: award by “basket” (low aggregate) or by lowest-price per item. The selection methodology will be identified in the Request for Standing Offer (RFSO).

a. Item Award Methodology

Based on an assessment of client needs and Canada's approach to provide opportunities for SMEs to participate in competitive requirements, it is preferred that Regional Master Standing Offers (RMSOs) and Regional Individual Standing Offers (RISOs) are issued using the lowest-priced per item approach. Items issued will be unique to each successful supplier unless there is a rationale to award a single RMSO or RISO (Standing Offers or SOs) using the low aggregate price basis.

The award on the basis of lowest price per item allows for issuing standing offers to SME's who may not be able to provide the entire basket of listed products.

b. Basket (Low Aggregate) Award Methodology

The basket award methodology may be used when there is a sufficient justification to award one Standing Offer in a certain commodity category. This approach should be used only when there is a need to keep delivery vehicles to a minimum under the following circumstances:

- a. at secure sites.
- b. remote or Comprehensive Land Claim Agreement sites – where delivery is a significant component of the cost; and
- c. when there is a short list of items (or lower dollar value) making it economically unrealistic to split and award to multiple suppliers.

4.5 Balancing the Number of Awards for Lowest Priced Item Award Methodology

For the purposes of administrative efficiency and effectiveness, when issuing SOs based on lowest price per item, the operational maximum number of SOs to be issued by category, is three (3) per period. This is a reasonable balance between providing access for businesses with the operational challenge of managing multiple standing offers for government departments. Fewer than 3 SOs per category may be justified for small and/or remote units.

PSPC is responsible for conducting a cost comparison between items to achieve the most cost-effective price and administrative savings to Canada.

Individual solicitations will clearly outline the proposed bid evaluation and selection methodology.

Lowest price per item award ensures maximum competition and promotes multiple standing offers. Enhanced competition opens the marketplace for all, while ensuring the Government of Canada will receive the best overall value. It also facilitates opportunities to do business with the Government of Canada for small, medium, and niche suppliers. Comments received during consultations stressed the need to ensure that all suppliers are eligible to bid on any solicitation. In adopting a low price per item approach, smaller suppliers are not required to compete on an entire basket of goods, which many found acted as a barrier to entry to a competitive process.

By limiting the number of standing offers to a maximum of 3 per category, PSPC endeavours to obtain best value while respecting a client's ability to manage the number of suppliers, as well as ensuring a sufficient volume of goods is available to make the awards financially viable for the supplier.

If the PSPC Standing Offer Authority believes that there is justification for issuing more than 3 SOs per category, the Standing Offer Authority must seek written approval from his/her director, explicitly identifying this issue relative to this National Strategy and a justification for the additional awards. For the purposes of ensuring compliance, a copy of the approval received from the Director, as well as the associated justification, is to be sent to the following e-mail address:

PWGSC.ORManagement-ORGestion.TPSGC@pwgsc-tpsgc.gc.ca

This will allow for data collection and analysis of the SO award process and subsequent modification of the Strategy, if necessary.

To assess the overall benefits that multiple standing offers may provide over the long term, PSPC will analyze evaluation data to determine the optimal administrative cost against the product price to Canada.

Rebid to existing Standing Offer Holders for Lowest Priced Item Award Methodology

PSPC Regions who follow the Item Award Methodology can adjust their procurement strategy to rebid to only the awarded SO Holders in that particular commodity for one (1) year, six (6) months, or three (3) months in accordance with Section 4.2, Table 1: Food commodity categories and pre-determined competitive bidding periods. After the SO has been in place for the specified term, PSPC must post the competitive requirement to allow further competition.

4.6 Price Refresh

“Price Refresh” refers to a price adjustment if included in the terms of the Standing Offer, to reflect seasonal variations, changes in availability and/or market conditions. (e.g. a drought in Florida increases the cost of oranges, or a provincial or federal board adjusting prices such as the Canadian Dairy Commission or Saskatchewan Milk Marketing Board).

Price refresh(s) are approved on a case-by-case basis depending on the commodity and PSPC's procurement strategy. In the event there is a change in price resulting from any regulatory action taken by the industry or market fluctuations, the price refresh must be subject to revision to reflect the exact cost of such increase or decrease. The proposed price increase must be approved by the client department or Contracting Authority identified in the Standing Offer. The supplier is responsible for providing PSPC any of the following documents at the discretion of the PSPC Contracting Authority:

- market reports.
 - invoices for other supplier clients.
 - proof of supplier's costs.
 - copies of the regulatory action.
-

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- other information accepted by PSPC to substantiate the price increase for each item.

This approach may not be used for locations which are remote from sources of supply and where the value of the amalgamated food and beverage spend is not sizeable enough or operationally feasible to warrant separate solicitations. This decision will be made by PSPC, based on the local market, historical data on number of responses received from suppliers and consultation with the client.

4.7 Product Lists – Review “Off-List”

Government departments are responsible for managing their core list of items. These lists will be reviewed periodically to identify items that will be purchased on a regular basis (weekly, bi-monthly, or monthly) with sufficient, realistic volumes. In some Standing Offers, there may be a need for unspecified miscellaneous (off-list) items.

Solicitation documents will identify an off-list ceiling amount, and the client department will monitor these lists to ensure that “off-list items” do not exceed the amount listed in the solicitation document. Unless otherwise stated in the solicitation document suppliers will need to report on “off-list” items purchased and the government department Project Authority will monitor the frequency and volume for recommended inclusion into the regular product listing. Pricing of the miscellaneous items will be based upon the use of a product discount (or mark-up).

Under the NFBPS, government departments will be encouraged to develop standardized and consolidated food and beverage product lists.

4.8 National Food Quality Specifications

All food and beverage procurement instruments will reference the National Food Quality Specifications (NFQS). The NFQS have replaced all existing Canadian General Standards Board Standards and are now available on the Government of Canada’s website (www.publications.gc.ca) for easier access by suppliers and departments. Links to each NFQS can be found in Annex B: National Food and Quality Specifications.

Currently, various federal and provincial laws and regulations support differing product descriptions, leading to inconsistencies between provinces. To address this, PSPC, in collaboration with other government departments, has reviewed and consolidated commodity requirement definitions across all regions. This initiative aims to establish standardized product descriptions and specifications, ensuring consistency across PSPC regions. By doing so, PSPC will enhance the bidding, sourcing, and delivery processes for suppliers. However, PSPC recognizes that some government departments may have specific requirements, which will be clearly outlined in the Request for Standing Offer (RFSO).

If a government department does not have a brand preference, no brand name will be specified in the item description, allowing suppliers to propose the brand of their choice. Suppliers must maintain full awareness of the brand and lot numbers of the products they

provide to ensure traceability and enable prompt notifications in the event of a product recall.

In 2022, PSPC updated the national food quality standards in the procurement template, ensuring compliance with applicable federal, provincial, and municipal regulations. As part of this update, suppliers are encouraged to submit relevant certifications, licenses, or declarations with their bids.

To further strengthen procurement practices and maintain high food quality standards, PSPC procurement officers are advised to include language in solicitation documents requiring food quality certifications to be submitted with bids or upon request by the Contracting Authority.

4.9 Brand Equivalency Management Process

Government departments should avoid use of brand names when defining requirements; however, it is often an easy means to describe a requirement where the cost of creating and maintaining generic specifications would be prohibitive or the generic products do not meet government departments food preparation standards. Suppliers of comparable products need to have a means to recommend alternatives, while respecting the legitimate need of government departments to manage their product lists. There is a cost to Canada to order products that will not be used, and for suppliers to offer products that will not be ordered.

The following process is intended to manage this issue consistently during the solicitation process, prior to standing offer award, while respecting overall roles, responsibilities, and obligations.

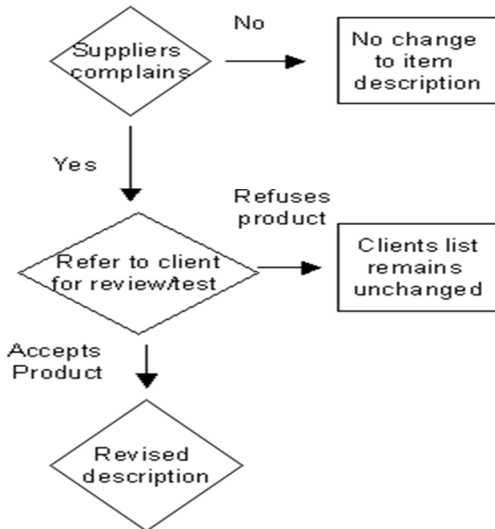
If the government department identifies in the solicitation a brand name item with no equivalent, the following process will be followed: If there are no complaints from suppliers the item description remains unchanged. If, however, a supplier complains, the supplier must submit an equivalent product to be tested by the client department. The client department will review/test the product and either refuse or accept the product. If the product is refused the item remains unchanged, and if the product is accepted the solicitation will be amended to include the equivalent product description. Figure 1 - Consistent “Or Equivalent” Management Process, outlines the process below by diagram.

Figure 1- Consistent “Or Equivalent” Management Process

Example:

Trade Mark™ Ketchup
Vs Trade Mark™ Ketchup or equivalent

If Client uses name brand product (no equivalent or "or equivalent") in list provided:



4.10 Government Department Ordering Information – Minimum Call-up values for Delivery

PSPC will work with government departments as well as industry to establish parameters regarding minimum call-up orders for deliveries. The rationale is to ensure that call-ups represent a reasonable quantity of goods to ensure deliveries are cost efficient for the supplier and convenient for the government departments.

Client departments should make every effort to make the Call-up value high enough so suppliers can ensure the delivery is cost efficient.

4.11 Delivery Requirements

Solicitations will address the specific delivery requirements for each location. These may include: delivery time window, delivery frequency, delivery dock limitations, security considerations, storage constraints (e.g. size of a particular kitchen), and seasonal demand variations.

Delivery outside of the prescribed delivery window will be addressed through the [Vendor Performance Corrective Measures Policy](#) (PSPC Supply Manual Chapter 8, Section 180 on Canadabuy).

4.12 Delivery Wait Time Charges

When unforeseen and lengthy delays at the departments' loading docks contribute to spoilage of goods or hardship of suppliers, Canada will pay, with supplier-submitted evidence, a pre-determined pro-rated charge per hour after a 2-hour wait.

It will be the responsibility of the delivery personnel to provide evidence in writing of this wait time, and the potential charge is to be invoiced as a separate item.

4.13 Ordering Lead Times

Order lead times need to respect the supplier's ability to realistically execute the requirement, as well as the government department's need to receive the goods. PSPC will establish the following lead-time criteria:

Minimum lead time for delivery of orders = 48 Hrs

Minimum lead time for order cancellations = 24 Hrs

Minimum lead time for special orders = 7 calendar days*

*Seven calendar days has been established as a general timeframe for all non-stocked items however, government departments should communicate to suppliers in advance of the order to determine if the lead time is reasonable and if not, suppliers must identify the more realistic lead time and reason for the delay.

4.14 Fees

- i) Wherever it is applicable, the environmental and recycling fees must be included in the unit price.

Environmental charges are fees for containers/packaging that are included in the price or added to the amount invoiced. Normally, environmental charges are included in the price; however, where items can be collected and returned to a supplier, the prices may be listed as a separate item on the invoice.

- ii) The cost of delivery must be included in the unit price for each item unless the PSPC Regional Office and the client department identify exceptional circumstances that make a separate delivery charge more cost-effective.

4.15 Emergency Situations

Solicitations are to highlight that in rare emergency-type situations (e.g. a life-threatening situation; a disaster endangering the quality or loss of life; or potential situation of significant loss or damage to Canada), the above ordering lead times may be reduced and/or changes to the orders may be permitted.

4.16 Use of Procurement Instruments

Standing Offers (an offer from a potential supplier to provide goods and/or services at pre-arranged prices, under set terms and conditions, when and if required. A standing offer is not a contract until the government department issues a "call up" against the standing offer) are the preferred procurement instrument because government departments cannot predict their food and beverage needs far in advance. Price analysis/verification is the responsibility of PSPC in accordance with the provisions of the [Supply Manual](#). Prices are identified for the period detailed in the Procurement Instrument.

4.17 Governance

PSPC is committed to helping government departments meet their goals and achieve efficiencies and transformation through understanding and managing of government-wide operational requirements, consensus on strategic procurement direction, and coordinated delivery and operational services.

Any requirement that does not fall within the body of the strategy will be prioritized and PSPC will consult with government departments to better understand the needs so that we can provide corresponding responses.

4.17.1 Roles and Responsibilities

4.17.1.1 National Lead PSPC Ontario Region

PSPC Ontario Region's Toronto Goods and Services Food Team serves as the National Food and Beverage Commodity Lead, ensuring consistency across all goods and services categories.

As the National Food and Beverage Commodity Lead, PSPC collaborates closely with client department National Food Leads to coordinate strategy and implementation. It also provides strategic guidance to PSPC Regional Food and Beverage Leads to maintain alignment across all regions. Additionally, PSPC chairs annual national food and beverage commodity meetings with regional offices and major client departments to address key procurement topics and explore innovative solutions.

This leadership role ensures a cohesive, efficient, and forward-thinking approach to food and beverage procurement nationwide.

4.17.1.2 Major Client Departments

Client departments are responsible for defining their food and beverage purchasing needs based on current operational requirements. They also oversee the daily management of food and beverage Regional Master Standing Offers (RMSOs) and contracts issued to suppliers. Key responsibilities include but are not limited to:

- Issuing call-ups
- Receiving and inspecting shipments for compliance
- Auditing invoices
- Processing payments directly to suppliers

4.17.1.3 PSPC Regional Offices

PSPC Regional Office Leads oversee food and beverage procurement at the regional level, ensuring effective management and implementation. They work closely with

PSPC National and client department National Food Leads to coordinate strategy and ensure consistent application across all regions.

4.17.1.4 Escalation Process / Dispute Resolution

All parties involved in the contract administration of food and beverage contracts agree to maintain open and honest communication throughout the duration of the contract and beyond. All stakeholders must consult and cooperate with each other to further the contract's objectives, promptly notifying one another of any issues or differences that arise and making reasonable efforts to resolve them. If a dispute cannot be resolved through consultation and cooperation, the parties will engage a neutral third party that offers alternative dispute resolution services. Additional dispute resolution options can be found on [CanadaBuys](#).

5. Advancement of Government-Wide Initiatives

5.1 Incorporation of Indigenous, Green, Social and Reciprocal and SME Considerations in Food and Beverage purchases

PSPC has engaged with various stakeholders to discuss the integration of Indigenous, green, and social considerations into procurement strategies. The PSPC Policy Sector has provided guidance on implementing these initiatives and has approved their incorporation into the current procurement process.

Notably, almost all food suppliers have adopted programs, policies, or action plans aligned with these initiatives.

When applying Indigenous, green, social, and reciprocal considerations in procurement, refer to the appropriate procurement vehicles, ensuring alignment with commodity and regional needs and requirements.

5.1.1 Procurement vehicle 1: Preferential Margin (See Annex A)

In 2021, the PSPC Ontario Region integrated a preferential margin into its evaluation process, focusing on environmental commitments. This approach has proven to be an innovative mechanism for advancing green procurement beyond standard policy applications.

To further enhance supplier participation and align with evolving government procurement priorities, it is recommended that the preferential margin be expanded to include Indigenous, green, and social considerations.

For detailed implementation guidelines, refer to Annex A: "Preferential Margin – Indigenous, Green, Social and Reciprocal Initiatives".

5.1.2 Procurement vehicle 2: Procurement set-aside programs

Governments are increasingly adopting procurement set-aside programs to enhance opportunities for underrepresented, diverse, and Indigenous suppliers. As part of efforts

to advance social procurement, the feasibility of implementing set-aside programs for the food and beverage commodity should be explored.

Procurement Strategy for Indigenous Business (PSIB)

Formerly known as the Procurement Strategy for Aboriginal Business, the Procurement Strategy for Indigenous Business (PSIB) underwent significant changes in August 2021. One key change introduced a mandatory requirement for federal departments and agencies to ensure that a minimum of 5% of the total value of contracts is awarded to qualified Indigenous businesses.

Future of Procurement Set-Asides in Canada

Beyond PSIB, the potential for additional procurement set-asides—including those for small and medium enterprises (SMEs) and women-owned businesses—has been raised. In June 2018, the House of Commons Standing Committee on Government Operations and Estimates (OGGO) published a report, *Modernizing Federal Procurement for Small and Medium Enterprises, Women-Owned, and Indigenous Businesses*, recommending further exploration of these initiatives.

To assess the viability of procurement set-asides, early-stage consultations with client departments are essential. To support the procurement process, Public Services and Procurement Canada (PSPC) Policy Group has developed a Supplier Diversity Certification Form and third-party certification forms.

5.1.3 Procurement vehicle 3: SME set-aside

The possibility of establishing procurement set-asides for small and medium enterprises, including set-asides for women-owned businesses, was raised by The House of Commons Standing Committee on Government Operations and Estimates (OGGO) in their June 2018 report on “*Modernizing Federal Procurement for Small and Medium Enterprises, Women-Owned and Indigenous Businesses*”¹. We have drafted the new supplier diversity certification forms to be shared with all the procurement officers. (See Annex B)

A survey in 2025 reveals that nationally, 49% of the food suppliers are small business. (A small business has 1 to 99 paid employees.)

5.1.4 Procurement vehicle 4 - Reciprocal procurement and Buy Canada Initiative

To further support Canadian industries and streamline federal procurement, new clauses will be introduced to the National Food and Beverage Procurement templates. This will allow flexibility in procurement strategies, enable compliance with emerging

¹ House of Commons OGGO, “[Modernizing Federal Procurement for Small and Medium Enterprises, Women-Owned and Indigenous Business \(PDF\)](#)”, House of Commons Canada, June 2018, recommendation 20, page 82.

Reciprocal Procurement and Buy Canada policies, and help support Canadian suppliers to build a stronger and more sustainable Canada.

Feedback regarding trade barriers was received in June 2025. Based on the feedback received from major food suppliers, the tariff has presented a major barrier to international trade, specifically on the food prices. There are no identified interprovincial barriers at this time.

In cases where a supplier is requesting a price adjustment as a result of [Canadian tariffs](#), buyers must inform the supplier that they should be seeking alternative non-tariffed goods. Where that is not possible, buyers should inform the supplier of the [remission process](#) available to Canadian suppliers to consider requests for tariff relief on an exceptional basis.

If the supplier is unable or unwilling to meet their obligations as set out in the call-up, the call-up may be terminated by mutual consent or for default depending on if they agree to forgo any claims.

- Encourage the participation of local food supplier through various procurement vehicles.
- Shorten the re-bid period to facilitate local supplier participation.
- Setting up a new stream of Standing Offer that opens to Local Businesses (Small and Medium Enterprises) only.
- Providing incentives to existing Standing Offer holders if they provide proof indicating part of their supplies are sourced from Local Businesses. For example:
 - 3% if at least 80% of their products are sourced from Local Businesses.
 - 2% if at least 70% of their products are sourced from Local Businesses.
 - 1% if at least 60% of their products are sourced from Local Businesses.

5.2 Food Donations

The [GCDonate](#) program, managed by GCSurplus, provides federal departments with a streamlined solution for food donation, encompassing collection, measurement, and distribution of surplus food to Canadians. Currently, Food Banks Canada and Second Harvest are the primary service providers working in coordination with GCSurplus.

GCSurplus has successfully established a Memorandum of Understanding (MOU) with Agriculture and Agri-Food Canada (AAFC) to support the program's implementation. Additionally, PSPC is collaborating with the Treasury Board Secretariat and the GCSurplus team to expand and promote GCDonate among key client departments under the National Food and Beverage Procurement Strategy (NFBPS).

At the regional level, PSPC regional leads are encouraged to engage with their counterparts in client departments to explore opportunities for participation in the GCDonate program.

6. Implementation Plan

PSPC will be implementing the following activities as follows:

	Timelines
Complete the final consultation with major clients and PSPC regional offices	July 2025
Seek Senior Management Approval (ADM level)	July – October 2025
Publish the renewed strategy on GCPedia and PWGSC Website	March 2026
Implement all the recommendations	2026/2027

ANNEX “A” - PREFERENTIAL MARGIN: INDIGENOUS, GREEN, SUPPLIER DIVERSITY, BUY CANADA AND SME INITIATIVES

To promote Indigenous, Green, Supplier Diversity, Buy Canada and SME Initiatives, a potential “Preferential Margin” is given to Offerors who meet the specific criteria. The preferential margin is incorporated for the financial evaluation purpose only and it does not apply to the Rebid/Refresh process. The Offerors can receive up to 5% preferential margin for the respective category during the evaluation process.

By applying the preferential margin, the Offerors' price is effectively reduced for the sole purpose of evaluating the cost competitiveness of the offer. No real adjustment will be made to the unit price to be contracted with the Offeror. The submission in response to preferential margin is optional.

Examples of application of preferential margin:

- Offeror Tesla’s proposed unit price for the line item ‘Apples’ is \$10.00.
 - Offeror Tesla submits all supporting documents and receives a total of 10% preferential margin: 5% for Indigenous, 3% for Green, 1% for Social, and 1% for SME.
 - A preferential margin of 10% is hereby applied to the Offeror Tesla’s unit price for ‘Apples’ for evaluation purposes only.
 - Offeror Tesla’s final evaluated unit price for ‘Apples’ is $\$10.00 \times (100-10) \% = \9.00 .
 - Offeror Tesla’s actual contracted unit price for ‘Apples’ remains unchanged, which is \$10.00.
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No.	Description	Indicators for Assessment
Indigenous Criteria (up to 5%):		
11.	<p>Indigenous Benefits:</p> <p>The Offeror must provide examples, of their organization’s initiatives, which demonstrate how Indigenous Peoples are offered opportunities using Human Resource (HR) policies, employment, training, and skills development programs.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror’s “Price per Unit of Supply” if the Offeror’s response includes the supporting information required:</p> <p>For I1, acceptable documents are:</p> <ul style="list-style-type: none"> • Name of the company’s initiative, program, policy, action plan, report; and • A brief description and a copy of the initiative, program, policy, action plan, report; and • Examples and/or results on how the Offeror used the initiative, program, policy, action plan, report, to include Indigenous Peoples in previous projects. The Offeror must provide at least one project with Indigenous participation in the past 5 years, with details of the project description, name of suppliers. <p>Canada will have the right to request additional documentation to support the Offeror's claim.</p>
12	<p>Indigenous Suppliers:</p> <p>The Offeror must provide proof that food product(s) are sourced from Indigenous suppliers.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror’s “Price per Unit of Supply” if the Offeror’s response includes the supporting information required:</p> <p>For I2, acceptable documents are:</p> <p>Proof that the Indigenous supplier is defined as one of the following:</p> <ul style="list-style-type: none"> a) A business owned and operated by Elders, band, and tribal councils; or b) A business registered in the Government of Canada's Indigenous Business Directory (IBD); or

		<p>c) A business registered in the Government of Canada's Red River Métis Business Directory; or</p> <p>d) A business registered on a modern treaty beneficiary business list.</p>
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Green Criteria (up to 5%):

<p>G1.</p>	<p>GHG reduction:</p> <p>The Offeror has completed a fuel and/or energy efficiency study to identify building, fleet and distribution fuel/energy savings and created benchmarks to meet reductions (for example, using more energy efficient refrigeration units in buildings and transport.)</p> <p>OR</p> <p>The Offeror utilizes a vehicle tracking management system in Canada in the past 2 years that can optimize its delivery routes in real-time and monitor vehicle performance to save fuel and reduce emissions.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror's "Price per Unit of Supply" if the Offeror's response includes the supporting information required:</p> <p>For G1, acceptable documents are:</p> <ul style="list-style-type: none"> • a copy of <u>ENERGY STAR certification</u>, or • the confirmation of enrollment in <u>ENERGY STAR Portfolio Manager</u>, or • a copy of the Offeror's energy-management information system audit, implementation plan or any other results using an energy-tracking tool such as the <u>Energy Use Calculator</u>, or • a copy of the confirmation of reporting to any provincial Energy and/or Water Reporting/Benchmarking initiative (for example, <u>Ontario's</u>), etc. or • Description of the vehicle tracking management system and proof of utilization of the system, or • confirmation of completion of any of the <u>SmartDriver training</u> or • proof of participation in the <u>Green Freight Assessment Program</u>.
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<p>G2.</p>	<p>Food Waste</p> <p>The Offeror has put in place at least one concrete measure or program to reduce the environmental impact of waste generated by its operations in Canada during the past two years from the bid closing date.</p> <p>OR</p> <p>The Offeror has partnered with local, provincial, or national food bank organizations or shelters in Canada to send close to expiry food items or if produce and vegetable items are expired, items are composted to reduce food waste and their carbon footprint.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror's "Price per Unit of Supply" if the Offeror's response includes the supporting information required:</p> <p>For G2, acceptable documents are:</p> <ul style="list-style-type: none"> • A copy of the Offeror's waste reduction work plan with specific measure or program regarding waste management, or • Confirmation of participation in a <u>recycling program by category and region</u> (e.g. a receipt, bill, statement), or • a copy of documentation confirming participation in: i) Food Bank Canada's National Food Sharing System or ii) a provincial/local equivalent or iii) related organization such as Second Harvest, or • a copy of the registration and approval documentation in the Recycled Food Products program, or • a copy of the Compost Council of Canada <u>National Compost Operator Certification</u>, or • a copy of private or municipal organic/compost waste services agreement or manifest or statement.
<p>Social Criteria (up to 5%):</p>		
<p>S1.</p>	<p>Social Benefits:</p> <p>The Offeror must provide examples on how the Offeror's organization ensures underrepresented groups (i.e., visible minorities, women, and persons with disabilities, members of</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror's "Price per Unit of Supply" if the Offeror's response includes the supporting information required:</p> <p>For S1, acceptable documents are:</p> <ul style="list-style-type: none"> • Name of the company's initiative, program, policy, action plan, report; and

	<p>the 2SLGBTQI+ community) * are managed and encouraged through the use of Human Resource (HR) policies, training or skills development policies or program, employment, scholarships.</p>	<ul style="list-style-type: none"> • A brief description of the initiative, program, policy, action plan, report; and • Examples and/or results on how the Offeror used the initiative, program, policy, action plan, report to include targeted underrepresented groups in previous projects.
S2.	<p>Underrepresented Supplier Certification:</p> <p>The Offeror must provide completed Self-Certification form or Third-Party Certification form</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror’s “Price per Unit of Supply” if the Offeror’s response includes the supporting information required:</p> <p>For S2, acceptable documents are:</p> <ul style="list-style-type: none"> • Completed Self-Certification Form in Annex B – Supplier Diversity Certification Forms; or • A valid Third-Party Certification from one of the certifying bodies contained in the Third-Party Certification of Annex B – Supplier Diversity Certification Forms.
<p>Buy-in-Canada and Small Business Benefits (up to 5%)</p>		
B1	<p>Small Business Certification:</p> <p>The Offeror must provide proof that the total number of employees of the business engaged in the procurement activity with Federal government of Canada is less than 100.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror’s “Price per Unit of Supply” if the Offeror’s response includes the supporting information required:</p> <p>For B1, acceptable documents are:</p> <ul style="list-style-type: none"> • Business registration. or • Certification from third-party organization.

B2	<p>Local Business Benefits:</p> <p>The Offeror must provide proof that the goods, equipment, and any resource related to the procurement activity are manufactured or sourced from Canadian supplier with valid business address in Canada.</p>	<p><i>XX% (To be determined by the Standing Offer Authority)</i> preferential margin will be applied to the Offeror's "Price per Unit of Supply" if the Offeror's response includes the supporting information required:</p> <p>For B2, acceptable documents are:</p> <ul style="list-style-type: none"> • Copy of Transactional receipt, Contract, or agreement. or • Certification from third-party organization.
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*The underrepresented groups do not include Indigenous groups.

ANNEX “B” - National Food and Quality Specifications

All specifications can be searched at publications.gc.ca.

FQS # & Description	SQA et Description	Catalogue # English	Numéro de catalogue
<i>FQS-01 Eggs</i>	<i>SQA-01 Oeufs et produits d'œufs</i>	<i>D2-531/01-2018E-PDF</i>	<i>D2-531/01-2018F-PDF</i>
<i>FQS-02 Beef</i>	<i>SQA-02 Boeuf</i>	<i>D2-531/02-2018E-PDF</i>	<i>D2-531/02-2018F-PDF</i>
<i>FQS-03 Veal</i>	<i>SQA-03 Veau</i>	<i>D2-531/03-2018E-PDF</i>	<i>D2-531/03-2018F-PDF</i>
<i>FQS-04 Pork</i>	<i>SQA-04 Porc</i>	<i>D2-531/04-2018E-PDF</i>	<i>D2-531/04-2018F-PDF</i>
<i>FQS-05 Lamb</i>	<i>SQA-05 Agneau</i>	<i>D2-531/05-2018E-PDF</i>	<i>D2-531/05-2018F-PDF</i>
<i>FQS-06 Poultry</i>	<i>SQA-06 Volaille</i>	<i>D2-531/06-2018E-PDF</i>	<i>D2-531/06-2018F-PDF</i>
<i>FQS-07 Variety Meats</i>	<i>SQA-07 Abats comestibles</i>	<i>D2-531/07-2018E-PDF</i>	<i>D2-531/07-2018F-PDF</i>
<i>FQS-08 Prepared Meat and Meat by Products</i>	<i>SQA-08 Viande et sous-produits de viande préparés ou conservés</i>	<i>D2-531/08-2018E-PDF</i>	<i>D2-531/08-2018F-PDF</i>
<i>FQS-09 Fish and Seafood</i>	<i>SQA-09 Poissons et produits de la mer</i>	<i>D2-531/09-2018E-PDF</i>	<i>D2-531/09-2018F-PDF</i>
<i>FQS-10 Fresh Fruit</i>	<i>SQA-10 Fruits frais</i>	<i>D2-531/10-2018E-PDF</i>	<i>D2-531/10-2018F-PDF</i>
<i>FQS-11 Fresh Vegetables</i>	<i>SQA-11 - Légumes frais</i>	<i>D2-531/11-2018E-PDF</i>	<i>D2-531/11-2018F-PDF</i>
<i>FQS-12 Frozen Fruit</i>	<i>SQA-12 Fruits congelés</i>	<i>D2-531/12-2018E-PDF</i>	<i>D2-531/12-2018F-PDF</i>
<i>FQS-13 Frozen Vegetables</i>	<i>SQA-13 Légumes congelés</i>	<i>D2-531/13-2018E-PDF</i>	<i>D2-531/13-2018F-PDF</i>
<i>FQS-14 Canned Fruit</i>	<i>SQA-14 Fruits en conserve</i>	<i>D2-531/14-2018E-PDF</i>	<i>D2-531/14-2018F-PDF</i>
<i>FQS-15 Canned Vegetables</i>	<i>SQA-15 Légumes en conserve</i>	<i>D2-531/15-2018E-PDF</i>	<i>D2-531/15-2018F-PDF</i>
<i>FQS-16 Dried Fruit</i>	<i>SQA-16 Fruits séchés</i>	<i>D2-531/16-2018E-PDF</i>	<i>D2-531/16-2018F-PDF</i>
<i>FQS-17 Dehydrated Vegetables</i>	<i>SQA-17 Légumes déshydratés</i>	<i>D2-531/17-2018E-PDF</i>	<i>D2-531/17-2018F-PDF</i>
<i>FQS-18 Milk and Milk Products</i>	<i>SQA-18 Lait et produits laitiers</i>	<i>D2-531/18-2018E-PDF</i>	<i>D2-531/18-2018F-PDF</i>
<i>FQS-19 Cheese</i>	<i>SQA-19 Fromage</i>	<i>D2-531/19-2018E-PDF</i>	<i>D2-531/19-2018F-PDF</i>
<i>FQS-20 Misc Groceries</i>	<i>SQA-20 Produits d'épicerie divers</i>	<i>D2-531/20-2018E-PDF</i>	<i>D2-531/20-2018F-PDF</i>
<i>FQS-21 Pasta</i>	<i>SQA-21 Pâtes alimentaires et nouilles</i>	<i>D2-531/21-2018E-PDF</i>	<i>D2-531/21-2018F-PDF</i>
<i>FQS-22 Rice</i>	<i>SQA-22 Riz</i>	<i>D2-531/22-2018E-PDF</i>	<i>D2-531/22-2018F-PDF</i>

<i>FQS-23 Legumes</i>	<i>SQA-23 Légumineuses (légumineuses à grain)</i>	<i>D2-531/23-2018E-PDF</i>	<i>D2-531/23-2018F-PDF</i>
<i>FQS-24 Grains</i>	<i>SQA-24 Grain céréalier</i>	<i>D2-531/24-2018E-PDF</i>	<i>D2-531/24-2018F-PDF</i>
<i>FQS-25 Shortenings, Fats and Oils</i>	<i>SQA-25 Graisses alimentaires et les huiles</i>	<i>D2-531/25-2018E-PDF</i>	<i>D2-531/25-2018F-PDF</i>
<i>FQS-26 Butter and Margarine</i>	<i>SQA-26 Beurre et margarine</i>	<i>D2-531/26-2018E-PDF</i>	<i>D2-531/26-2018F-PDF</i>
<i>FQS-27 Sugar and Preserves</i>	<i>SQA-27 Sucres et conserves</i>	<i>D2-531/27-2018E-PDF</i>	<i>D2-531/27-2018F-PDF</i>
<i>FQS-28 Coffee and Tea</i>	<i>SQA-28 Café et thé</i>	<i>D2-531/28-2018E-PDF</i>	<i>D2-531/28-2018F-PDF</i>
<i>FQS-29 Ice Cream and Sorbets</i>	<i>SQA-29 Crème glacée et sorbet laitier</i>	<i>D2-531/29-2018E-PDF</i>	<i>D2-531/29-2018F-PDF</i>
<i>FQS-30 Pie Fillings and Pie Fruits</i>	<i>SQA-30 Garniture de tarte et fruits à tarte</i>	<i>D2-531/30-2018E-PDF</i>	<i>D2-531/30-2018F-PDF</i>
<i>FQS-31 Herbs, Spices and Seasonings</i>	<i>SQA-31 Fines herbes et épices</i>	<i>D2-531/31-2018E-PDF</i>	<i>D2-531/31-2018F-PDF</i>
<i>FQS-32 Soups, Sauces and Gravies</i>	<i>SQA-32 Soupes, sauces et sauces au jus de viande</i>	<i>D2-531/32-2018E-PDF</i>	<i>D2-531/32-2018F-PDF</i>
<i>FQS-33 Condiments and Condiment Sauces</i>	<i>SQA-33 Condiments et sauces condimentaires</i>	<i>D2-531/33-2018E-PDF</i>	<i>D2-531/33-2018F-PDF</i>
<i>FQS-34 Bread and Baked Products</i>	<i>SQA-34 Pain et produits de boulangerie</i>	<i>D2-531/34-2018E-PDF</i>	<i>D2-531/34-2018F-PDF</i>
<i>FQS-35 Fruit Juice</i>	<i>SQA-35 Jus de fruit</i>	<i>D2-531/35-2018E-PDF</i>	<i>D2-531/35-2018F-PDF</i>
<i>FQS-36 Cereals</i>	<i>SQA-36 Céréales</i>	<i>D2-531/36-2018E-PDF</i>	<i>D2-531/36-2018F-PDF</i>
<i>FQS-37 Flour and Mixes</i>	<i>SQA-37 Farines, mélanges pour gâteaux, pour crêpes et pour gaufres</i>	<i>D2-531/37-2018E-PDF</i>	<i>D2-531/37-2018F-PDF</i>
<i>FQS-38 Game</i>	<i>SQA-38 Gibier</i>	<i>D2-531/38-2018E-PDF</i>	<i>D2-531/38-2018F-PDF</i>
<i>FQS-39 Sports Drinks</i>	<i>SQA-39 Boissons pour sportifs</i>	<i>D2-531/39-2018E-PDF</i>	<i>D2-531/39-2018F-PDF</i>
<i>FQS-40 Incremental Food Enhancements, Box Lunch Desserts, and Pocket Snacks</i>	<i>SQA-40 Aliments supplémentaires progressifs, desserts de boîte à lunch et collation-sur-le-pouce</i>	<i>D2-531/40-2018E-PDF</i>	<i>D2-531/40-2018F-PDF</i>