

## Thank you to Foodbuy for their generous support of food banks across Canada!

Food Banks Canada has partnered with Foodbuy ([foodbuy.ca](https://www.foodbuy.ca)) one of the largest buying groups in North America. This partnership gives food banks access to discounted prices and rebates from a wide variety of manufacturers, distributors and service providers.

### Benefits to being a Foodbuy Member:

- Free membership with no purchase obligation
- Access to discounted pricing from 450+ vendor partners and 36,000+ products and services
- Generous rebates paid by cheque or EFT
- Dedicated Account Manager support
- Cost-saving insights through purchasing reviews and reports
- Simplified procurement to reduce administrative costs
- Flexible distribution with your preferred distributors
- On-demand reporting tools to identify cost reduction opportunities

### Foodbuy savings and rebate programs that meet all your needs

- Sustainable, Free Trade, local and regional procurement programs
- Extensive food and non-food procurement programs
- Furniture, fixtures & equipment
- Uniforms, linens & textiles
- Smallwares, disposables & appliances
- Facilities maintenance, sanitation services, cleaning & chemicals
- Portfolio of professional service providers


### How does Foodbuy operate?

Foodbuy does not sell or distribute any products or services, they are price negotiators. Foodbuy leverages the combined buying power of all of their members to negotiate discounted prices and rebates from a wide variety of manufacturers, distributors and service providers. These rebates are then shared with Foodbuy members. A Foodbuy membership is free of charge to food banks and there is no obligation to purchase anything.

### Do I have to change my distributors if I join Foodbuy?

No, you do not need to change anything. Foodbuy is not a distributor; instead, they work with your existing distributors to track your procurement data and provide you with rebates on contracted items.

### Who are the Foodbuy vendors?

Foodbuy has over 450+ vendors & suppliers they work with. For a snapshot of Foodbuy's vendor partners in the Food Banks Marketplace look for the  Foodbuy icon.

### How do I see the Foodbuy vendor price lists?

For any questions regarding pricing and rebate information, you can reach out to your account manager, Rita Anderson, at [Rita.Andersson@foodbuy.ca](mailto:Rita.Andersson@foodbuy.ca).

## How do I apply for a Foodbuy membership?

**Step 1:** Reach out to the designated Foodbuy Account Manager for Food Banks with any questions you might have: Rita Anderson,

**Email:** [Rita.Andersson@foodbuy.ca](mailto:Rita.Andersson@foodbuy.ca)

**Step 2.** Once Foodbuy receives your email, the account manager will connect you with a Foodbuy Business Development Manager who will contact you and provide all the necessary details as well as answer any questions you might have.

**Step 3.** Once approved, there are three potential scenarios:

1. **Direct Service Delivery Program:** If this is the best fit, orders will be placed directly with vendors, and the product will be delivered to your food bank once Foodbuy sets you up with the vendor.
2. **New Distributor Program:** If you're not currently working with a distributor, Foodbuy will set you up with the one that best meets your needs.
3. **Existing Distributor:** If you're already using a distributor, nothing will change in your ordering process. Foodbuy will simply collect your account number to track your purchase data and ensure you receive applicable rebates.

**Step 4.** Invoices for product purchases will be sent to you by the vendors.

**Step 5.** Foodbuy will receive records of your purchases and will mail rebate cheques to your Food Bank three months after purchase (to allow for data processing).

Purchase Made	Foodbuy Rebate Cheque Received
January	May
February	June
March	July
etc.	etc.

### **Foodbuy Distributor Program**

Foodbuy has partnerships with most major distributors across Canada (list below). With a Foodbuy membership, food banks can continue to purchase from their existing distributors and can receive rebates on qualifying products. Reach out to the designated Foodbuy contact Rita Anderson, at [Rita.Andersson@foodbuy.ca](mailto:Rita.Andersson@foodbuy.ca) for more information on the Foodbuy Distributor Program.

### **Foodbuy Distributor partners:**

▪ Sysco	▪ Mayrand	▪ OH Armstrong
▪ GFS	▪ Dubord & Rainville	▪ Colabor
▪ Kronos	▪ Stewart	▪ Multiplus
▪ Flanagan	▪ Pratts	▪ Dube Loiselle
▪ Morton	▪ AGD	▪ FLB



**Tip: Food banks may qualify for retroactive rebates on the previous 3 months' worth of purchases from Foodbuy distributor partners. Speak to Rita Anderson at Foodbuy for details.**

**For other information and inquiries, please contact:**

Marketplace Manager at Food Banks Canada

**Email:** [marketplace@foodbankscanada.ca](mailto:marketplace@foodbankscanada.ca)