**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.

**Foodbuy - Food Bank Savings Program includes:**

1. Free Foodbuy membership, with no obligation to purchase.
2. Access to discounted prices from their vendor partners.
3. Generous rebate program, paid by cheque or EFT
4. Dedicated Account Manager to assist food banks.
5. Purchasing reviews and opportunity reports to help reduce costs. Example: Foodbuy can recommend different skus of the same type of product (i.e.: French’s Ketchup vs. Heinz Ketchup) that have lower net costs.
6. Negotiated savings and/or rebates on over 36,000+ products and services from 450+ suppliers
7. Reduce administrative costs through simplified procurement experience
8. Flexible distribution solutions - work with your preferred distributor(s)
9. Cost reduction opportunities are identified with Foodbuy’s powerful on-demand reporting tools

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

1. Sustainable, Free Trade, local and regional procurement programs
2. Extensive food and non-food procurement programs
3. Furniture, fixtures & equipment
4. Technology, POS systems
5. Uniforms, linens & textiles
6. Smallwares, disposables & appliances
7. Facilities maintenance, sanitation services, cleaning & chemicals
8. 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 access 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.

**How does Foodbuy make money?**

Foodbuy keeps a portion of the rebates and passes the remaining funds along to their members. Typically, Foodbuy would share 50% of the vendor rebates with their members. Food Banks Canada has negotiated higher than normal rebate amounts, thus Foodbuy will generously share 80% of the vendor rebates with food banks.

**Do I have to change my distributors if I sign with Foodbuy?**

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

**Who are the Foodbuy vendors?**

 Look for the Foodbuy icon to identify the Marketplace vendors who are part of the Foodbuy program.

**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, Aissata Sylla, at [aissata.sylla@foodbuy.ca](mailto:aissata.sylla@foodbuy.ca).

**Distributor Program**

Are you currently purchasing from a distributor such as Sysco, Gordon Food Services or Flanagan, Kronos Food service, Mercury, Morton Food Service, Pratts, Mayrand, Stewart Foodservice, Multi plus, Dubord & Rainville, Colabor, Atlantic Grocery Distributor etc.…? If so, Foodbuy could help you earn retroactive rebates on your past 3 months’ worth of purchases.

**How do I apply for a Foodbuy membership?**

**Step 1**: Reach out to the designated Foodbuy Account Manager for foodbanks with any questions you might have: Aissata Sylla,

**Email:** [Aissata.Sylla@foodbuy.ca](mailto:Aissata.Sylla@foodbuy.ca)

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

**Step 3.** Once approved, product orders are placed directly with the vendors who will deliver the product to your food bank.

**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 3 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 will 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 Account Manager Aissata Sylla, at [aissata.sylla@foodbuy.ca](mailto:aissata.sylla@foodbuy.ca) for more information on the Foodbuy Distributor Program.

**Foodbuy Distributor partners:**

|  |  |
| --- | --- |
| * Sysco * GFS * Kronos * Flanagan * Mortons * Mayrand * Dubord & Rainville | * Stewarts * Pratts * AGD * OH Armstrong * Colabor * Multiplus * Dube Loiselle |

**Tip: Food banks may qualify for retroactive rebates on the previous 3 months’ worth of purchases from Foodbuy distributor partners. Speak to Aissata Sylla 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)