

March 25, 2025

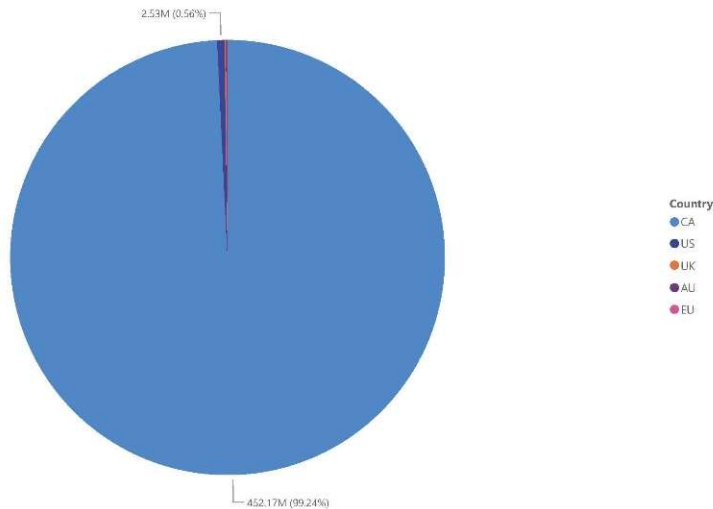
HALIFAX

Procurement

Options for Eliminating or Limiting US Goods
and Services

Where We Buy (Direct Purchases)

Sum of Net Order Value by Country

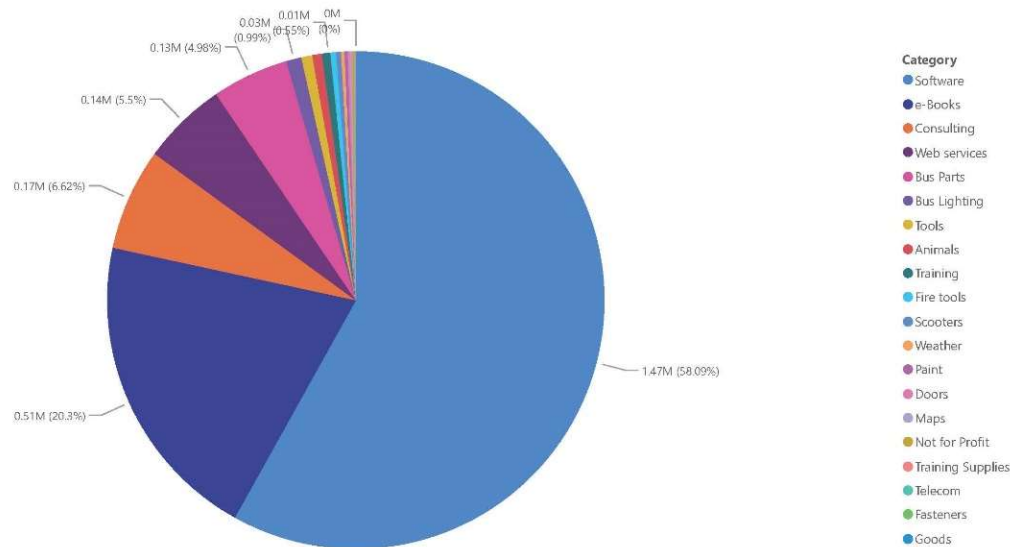


- Canada: 99.24%
- US: 0.56%
- Others: 0.2%

NOTE: Does not include US Firms who are paid within Canada

What We Buy From US (Direct Purchases)

Sum of Net Order Value by Category



- Software: 58%
- E-books (HPL): 20%
- Consulting: 6.6%
- Web Services: 5.5%
- Bus Parts: 5%

Retaliatory Tariffs – Immediate Impacts

Construction Contracts:

- Agreements allow for increases and decreases resulting from changes in tariffs and duties.

Other Contracts:

- Generally, no provision to change fixed firm prices after agreement.
- Some agreements allow price adjustments for option years.

Reaction to Immediate Impacts

Eligible Contracts:

- Tariff Code and description of affected goods.
- Evidence that an alternative non-US supplier has been investigated and proof of viability of the change supplier.
- Increases granted if necessary but only for the components of the goods that are tariffed.

Non-eligible Contracts:

- Increase requests will be refused.
- If suppliers do not hold prices they are in breach of contract.
- Retendering may be necessary.

Actions

Current:

- Tariffs are based on place of manufacture.
- HRM does not currently know place of manufacture for goods.
- Software agreements are generally long-term and difficult to change.
- Trade agreements limit “Canada first” approaches.

Future:

- Market research to define goods that could be subject to a “Canada first” approach without damaging local economy (below CETA thresholds).
- Require bidders to disclose place of manufacture.
- Initiate scoring options which give non-US goods an advantage based on value.

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Thank you

- Questions?