



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

Assistant Deputy Minister  
Acquisitions Branch

Sous-ministre adjointe  
Direction générale  
des Approvisionnements

Ottawa, Canada  
K1A 0S5

**NOV 23 2006**

Dear Sir/Madam:

On behalf of Public Works and Government Services Canada (PWGSC), I am pleased to follow up on the commitment expressed in my e-mail of October 20, 2006 and to forward you a copy of The Conference Board of Canada's consultation report for office furniture. In addition to the report, you will find enclosed PWGSC's response to the suggestions received from the industry during the consultation process.

You will notice that PWGSC's response only addresses suggestions made with regard to the procurement instrument. However, PWGSC recognizes that participants raised many valid points with regard to broader government policy as well as the conduct of purchasing activities across the Government of Canada. Copies of the consultation reports will therefore be forwarded to the relevant departments. In addition, we will take the industry's observations into account as we continue to champion better procurement practices across government.

The publication of this report and of PWGSC's response represent a step in the evolving relationship of the department with the supplier community for office furniture. We have received many useful suggestions from the industry about the creation of a "Government-Industry" committee. I am pleased to confirm that we will be initiating discussions immediately with a Government Office Furniture Advisory Committee to address these issues in a long term strategy, and to review the upcoming Requests for Standing Offer.

In particular, the Government Office Furniture Advisory Committee will review the use of standards for functional product descriptions; explore ways to standardize products (there are too many models, configurations and series of office furniture – over 2,000 configurations for chairs alone); make suggestions to increase bidding opportunities; seek ways to resolve furniture management issues such as year-end spending; and suggest means of lowering bidding costs to suppliers. PWGSC looks forward to the continuation of the productive dialogue initiated in the context of the consultations led by The Conference Board of Canada.

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I want to take this opportunity to thank you again for participating in the consultations. I hope that this report and PWGSC's response will provide you with valuable information in working with us to improve procurement in the Government of Canada.

Best regards,

  
Ian Bennett