

## PUBLIC SECTOR CORRUPTION

The third of **“3 vast corporate conspiracies”** that undermine Canada  
And an OECD\* report

It will destroy our  
Healthcare



**“Public Sector employees”,** and those  
working for state owned companies, were  
most likely to be the target of corruption they  
were **promised offered or given bribes**  
**in 80% of the cases”**

OECD

\*The Organization of Economic Co-operation and Development

It will destroy our  
Education



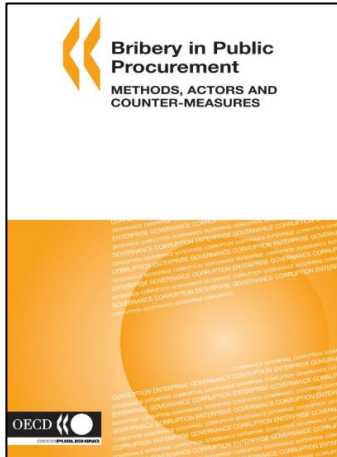
**What follows is Part III** of a four-part brief on the elements internal  
and external to Canada that undermine our economy, our environment  
**and the health of our workers.**

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All parts can be found online @  
[www.savinglivesandontariobillions.ca](http://www.savinglivesandontariobillions.ca)

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# PREMIERS – PUBLIC SECTOR CORRUPTION IS OUT OF CONTROL - NEED SOME PROOFS?



The OECD Organization of Economic Co-operation and Development have published a **107 page document** in which they note  
**“Competition for government contracts can be fierce.”**

**Which**

**“Makes public procurement a hot bed for bribes”**

**Where**

“even the most normally upstanding of entrepreneurs have admitted that”  
**“In some markets, bribery is simply a normal way of doing business”**

**“A normal way of doing business”**

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As the OECD\* warns:

**80%** **“Public sector employees, and those working for state owned companies, were most likely to be the target of corruption.”** **80%**  
**“They were promised, offered or given bribes in 80% of the cases”**

**And didn't we know it**

**President Trump has made it legal to bribe Canadians**



## **Trump legalizes bribery, abroad and at home**

February 14, 2025 | 10:11 AM CST | BY MARK GRUENBERG

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But don't forget  
the US\$ is down  
11% vs world  
currencies

## Premiers **“Arrive CAN”** was not an anomaly

There was only one way to win when everyone in the **“IT”**  
world sold the same gear  
You cheated or died

Computers



IBM PC - 1981

Printers



First laser -1984

Moving ahead 40 years from the introduction of the first “IT” products

Sanjay Madan (Head of IT) was caught stealing  
**11 million in Ontario’s Dept. of Ed**— and only then did we  
learn he, his wife, 2 kids, and 5 **“IT” “co-conspirators”**  
took **\$60 million** in kickbacks.

**\$60 million**  
In kickbacks

**From - Can you believe?**  
**“20 Vendors of Record”**

**\$60 million**  
In kickbacks



Sanjay and his 5 co-  
conspirators were in  
“Education”



His wife and 2 kids were in  
**“Public and Business Services”**  
Where they buy them copiers

What?  
**Yes from “20 vendors of Record”**

\$ Which when we understand the math means Ontario lost billions \$  
**\$ Billions \$**

**So, the “ringleader” took a 10-year plea bargain** and his wife and 2 sons (**also charged**)  
Were let go at the Ministry of **Public and Business Service**, the ministry once called  
**“Government Services”** - I.e. the ministry that buys all them copiers and printers  
And the 20 “Vendors of Record” went unnamed

Which in this writer's opinion is a political liability even bigger than SNC-Lavalin

## HISTORY LESSON #1

## THE STELCO STORY

We started 4 Office back in 1979 and took on the Panasonic line of copiers the following year, and grew to 7 offices across Canada in the first decade.



Xerox 3100

Back then a single paper tray (250 sheets) 20PPM Mono copier like the Xerox 3100 (no doc. Feed) sold for \$10,000 US – i.e. **abt \$54,000 Cdn** for what costs under \$1000 today.

Now I have to confess that having a line of copiers produced by the #1 supplier of TVs, microwaves, video cameras etc. did get us a bit of attention. **This said our reps were not to give them away** – but could sell them at cost. Three reps who didn't get the message were fired.

At Stelco the buyer asked if I could get him one of those shoulder held video cameras that cost us several thousand dollars (wholesale) even back then – but when we did not receive payment after 90 days – I dropped into their purchasing office – i.e. a large room with about 8 or so buyers – and slipped the buyer in question an overdue notice. - **When the buyer jumped from his desk** – yelled **Are you nuts?** And then to the chagrin of the other 7 buyers in the same room he rhymed off what each got from their own suppliers



Very expensive



### And what is the message here?

The message is that **Corruption is a cancer**  
And it spreads through a corporation  
**And Stelco? They went bankrupt in 2004**

**Are you charging me?**

# PREMIERS



**Corruption** is a lot like **Cancer**

And

Sometimes you have to cut out more  
Just to be sure you get it all



As we note in Robert Benzie's October 26, 2023 Toronto Star piece

**"Housing Minister Paul Calandra cleaned house when he took over the  
Greenbelt Scandal Dept."**

**"Purging most on his predecessor's staff"**

Hats off to Premier Ford for moving Minister Calandra into Education

Since taking over the Education file March 19/2025 Minister Calandra has taken control of four Ontario school boards including **Toronto District (TDSB)** and **Toronto Catholic (TCDSB)** and **Dufferin Peel Catholic** to address ongoing cases of **"financial mismanagement."**

Premiers, corruption grows if left unchecked. Which is also why Laurent Ferreira, Pres. and CEO of the National Bank of Canada is calling for **"Buy Canada"** rules – i.e. rules of procurement that staff **(or the next "Minister")** can't easily change. – **I.e. national rules**

"National Bank CEO calls for Buy Canada Rules" – Christine Dobby – Bloomberg Jan 23/2025

It's a complicated subject i.e. corruption– thank you for getting this far but allow us to continue

It's a problem we've been fighting a very long time



# HISTORY LESSON #2



## MFP Computer Leasing Inquiry – 1999 At the City of Toronto

- In 1999 Ontario's key "IT" supplier – "MFP" cheated to win the City's Copier\* Tender

### We protested

- 4 Office protested (3years) until Councillor Balkissoon and Auditor Griffiths listened
- So yes, the Genesis of Toronto's computer inquiry was a copier tender, brought to light by the writer's team



4 Office exposed "MFP"  
Who were selling Xerox copiers



And city lawyers said so  
on their website at the time



4 Office exposed "MFP"  
Who were selling Xerox copiers

### And as we learned

The City was taken for **\$42** million extra on computers while  
Dash Domi the "Intermediary" – i.e. salesman made \$1.2 million\*

\* I.e. more like \$2.5Mil today

1999

But could not account for  
\$300,000.00

In commissions paid

1999

Premiers: It started out slow – in the "IT" world – but grew  
And today affects 80% of all public sector purchasers

-if we are to believe the OECD



Dash Domi, MFP's  
"Intermediary"



Tom Jakobek  
Councillor on the take



IBM PC  
Aug. 12 1981



HP 2680A  
Launched 1984

\$60 million in  
kickbacks

## SO, LET'S DO THE MATH

To discover why Ontario's true losses  
\$ Are likely in the Billions \$

20

"Vendor of Record"



Dash Domi

So if Dash's

1999 assumed \$300,000 = \$42 million in losses 1999  
in "IT" kickbacks For the City of Toronto Then

Maybe Madan's

2021 share Reported @ \$36.6\* million 2021  
in "IT" kickbacks Suggests a \$5.1 Billion loss  
For Ontario's Dept. of Education



Sanjay Madan

\*Madan's share of \$60+ million in kickbacks from 20 Vendors of Record

Premiers – the "IT" companies don't do it direct – they condition sales people to do it  
And they pay huge commissions so salespeople can

- Pay off the buyers in the hundred of thousands and millions
- Pay off the tax man given they can't claim re kickbacks
- Pay off themselves – as otherwise, why would anyone take the chance?

And lest we forget – those corps that hire them like to make millions and millions too.

CDN \$  
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Cdn

And so corruption grows and grows and grows

And our Canadian dollar falls and falls

And as you're going to learn – even some Japanese\*  
who sell direct have joined in

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\*Copier "Manufacturers"

## QUESTION – AND HOW DID WE LEARN ABOUT CORRUPTION?

### ANSWER – THE SCHOOL OF HARD KNOCKS – AND A LITTLE LUCK

And how did we learn that even some Japanese manufacturers have joined in?



E.g. a few years back;

- We set up a tent at an educational association golf day and prevailed on a very bright newly hired sales woman to help out at our sponsored hole.
- As one might expect – our competitors made their way to our tent and didn't one of Ricoh's salesmen (**for Toronto Public Board**) bad mouth the writer.

Well, at the end of the game, this very bright sales woman elected to join the Ricoh table where she not only learned how they do it – i.e. pay off our buyers, but didn't she have a few dates – where she learned even more. – i.e. who they were paying off!

But alas



She did move on - but knowing that the person she had a short-term relationship with had been paying off the buyer at **Toronto Public** - I asked if she'd testify if we got sued (which we were) i.e. if I disclosed that the **Ricoh rep she dated was bribing the TDSB buyer** – and she emailed us back saying if we go to court she would indeed testify.

And well – when I sent this picture of the past presidents (our past rep and her new husband removed) along with her email saying she'd testify and that “he talked about it a lot” – i.e. bribing the boards buyers.

**They – i.e. the board's lawyers backed down**  
So yes – even the Japanese – offer bribes

**RICOH**  
imagine. change.

**RICOH**  
imagine. change.



# HISTORY LESSON #3 HOW ONE HONEST ONTARIO MINISTER CLOSED CORRUPTION'S DOOR BACK IN 2002

\* Now called Public and Business Service Delivery

**It was in 2002 that this copier dealer - 4 Office Automation Ltd. had Brought the City's "IT" computer problem to light. I.E. AFTER 3 YEARS OF POUNDING THE TABLE ABOUT A COPIER TENDER AT THE CITY – OUR THEN Ontario Min. of Gov't Services realized he had the same problems**



Liberal Minister  
The Hon. Gerry Phillips  
Closed corruption's  
door in 2002  
Thank you Gerry

**SO, IN 2002**

← **The Hon. Gerry Phillips closed corruption's door when he;**

- Kicked Ontario's #1 "IT" supplier "MFP" out of Ontario
- Cancelled his IT department's take over of copiers plans
- Raised Ontario's "weighting" for cost from 30% to 80%

Yes Ontario had an 80% "Weighting" in their costing formula

And with honest tendering

4 Office became Ontario's #1 supplier of copiers

Yes – our ministries #1 copier supplier by 2009

By leasing at cost and renewing with great service

But sadly

The year we became our Ontario's #1 supplier of copiers was also the year we lost our standing to an IT vendor who got this minister

To lower the weighting for cost back to 30% and  
to ask for what no one had or needed

His successor  
sadly opened  
them again in  
2009



Liberal Minister  
Harinder Takhar



# PREMIERS, AND MEMBERS OF THE PRESS

If we don't learn how they do it  
we'll never stop it - because

**Cheating is Simple**  
**With this formula**



Lowest cost

a 30%



Ontario's

Subject's cost X "Weighting" **Cost "weighting" formula**

**Example: at a 50% premium**

**So @ 30% "weighting"**

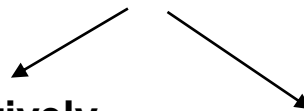
**And a 50% premium \$**

**A Vendors loses just 10% points**

\$1 million

E.g. 1.5 million X 30 = 20

And  
on 100-150  
"IT" questions



**But @ 80% "weighting"**

**And a 50% premium \$**

**A Vendors loses 26.66% points**

\$1 million

E.g. 1.5 million X 80 = 53.33

**And with 20 points awarded subjectively**

**It is a lot more difficult to cheat**



**So with a 30% weighting on cost**

We lost our Ontario standing for copiers and  
Ontario paid a **50% premium** on them too and  
**the gates to hell were opened once again**

Which is why "cost" needs a stronger "weighting"

**And we all need a**

**"Buy Canada Act"**

With rules that the next minister can't easily change



This minister The Hon.  
Gerry Phillips raised the  
"weighting" for cost to 80%

This minister Liberal Harinder  
Takhar lowered the  
"weighting" back to 30%

2013  
CDN \$  
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Avg.



\$25,965  
Ontario Ministry Cost  
Over 60 mos.  
Xerox Work Centre 55PPM copiers  
When sourced from an IT reseller

## Yes at a 30% “weighting” for cost

Ontario paid 50% more than the federal government for the exact same – **Xerox Gear – 50% more in 2009\***

When sourced from  
**an “IT” reseller**  
I.e. one of Canada’s biggest



\$16,890  
Federal NMSO  
Federal Cost  
Over 60 mos.  
When sourced from Xerox  
direct at same volumes

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**So, we lost our Ontario standing** to an “IT” reseller @ **Compugen** (**selling Xerox**) who got his Government Services “IT” friends to demand **AES256 encryption** – which no vendor (even Xerox) had or needed **in 2009**. Everyone had AES128 back then and no one knows if Compugen had it – **because no one can check – So Ricoh lied\* and won too.**

**\*We have the proofs**



Even Bitcoin  
Networks can not  
break AES128

**Yes Ricoh** – the Japanese manufacturer that sells into Canadian public sectors direct and wants us to

**“Imagine Change”**  
**Lied – and also won**

**Yes Ricoh lied in 2009 Because Even Today**

A massive **bitcoin network** would still need  
**70,000,000,000,000,000,000,000,000 years**  
To break AES128 – **so who would know???**



Ontario’s exclusive  
copier supplier  
wants us to  
**Imagine Change**

# OK - CHEATING IS COMPLICATED – **AND IT WILL DESTROY CANADA AND OUR PUBLIC SECTORS** IF WE DON'T LEARN HOW THEY DO IT

So, the #1 way to cheat is to;

Demand features that no other vendors have or need.

And the #2 way to cheat is to;

Get purchasers to lower the “weighting” for cost.

And the #3 way to cheat is to

Refuse to publish the prices – which coupled with the next trick guarantees governments will all pay Billions and Billions more than we need to - on everything we buy! Yes – billions \$ more

Example –Toronto Catholic they combined #2 and #3 – i.e. **low weighting and secrecy**

And a special trick that we believe let Xerox win at maybe double the price

Yikes In 2022 – Toronto Catholic broke up the weighting factors for cost

Pricing (Expected annual cost for all requirements) Appendix A	30
Appendix A-1 - 10% - Office MFDs CPP Price	
Appendix A-2 - 2% - Production MFD (Riso) Price	
Appendix A-3 - 10% - Managed Print Services Price	
Appendix A-4 - 5% - Professional Services Price	
Appendix A-5 - 3% - Other Costs	
Appendix A-6 - Optional 0% - Optional Solution Price	



**Everyone saw the ineffective 30% weighting**

But missed that it had been broken up

i.e. on Toronto Catholic's last tender

So the question is – did 766 photocopiers and 5 years service – i.e. **95% of all costs get a 10% “weighting”?**

I.e. was this how Xerox won? No one knows because

**Toronto Catholic will not release pricing\***

But at double the cost – **just 5% points lost**

\$ 6 million

\$12 million X **10%** = I.e. Just 5%

**5% points lost**



**Did 95% of the costs  
Get a 10% weighting?  
No one knows**

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Avg.

## PREMIERS AND MEMBERS OF THE PRESS

There are hundreds of tricks which is why the  
National Bank of Canada's CEO\* says we need a

### “Buy Canada Act”

\* Laurent Ferreira

With “Buy Canada Rules that should apply to all Gov't Procurement”  
i.e. so the next “Minister” (naive or otherwise) cannot easily change them.

\*Bloomberg News – Christine Dobby – June 23/2025

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Feb 2/2025

**Here's another trick** that may (they won't say) have been used at **Toronto Catholic**

- 766 copiers w/5 yr service – **about a \$12 million value got** 10 points
- A single “Riso”\* for the print room – **about a \$5,000 value got** 2 points

\* Digital printer with masters

### **So, what if**

- **What if Xerox quoted the \$5000 Riso at \$0.00** – they'd get 2 points – and

Everyone else would get 0, even a vendor who quoted \$1.00 → \$0.00  
i.e. They'd pick up about **a \$2,000,000.00 advantage** for \$5000.00  $\$1.00 \times 2\% = 0$

- **Correct – we cannot break up the weighting** – but we've got to publish the prices.

**But the Toronto Catholic Board refuses to publish prices**

And hides behind a buying group – the OECM

**And if you think OECM\* did the evaluation – think again**

They simply listed the vendors capable of doing the job and collected 3%





2013  
CDN \$  
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The Hon.  
Stephen Harper



The Hon.  
Gerry Phillips



Donna Reid  
Supply Chain ex-  
Manager  
at Dufferin-Peel  
Catholic DSB filled  
in\*

## SO, PREMIERS

### Our recommendations to stop corruption are simple

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Jan 8/2025

#### A – Follow the Leaders – i.e. leaders who made a difference

**When Prime Minister** - The Hon Stephen Harper demanded

- There had to be **3 compliant bids** or start again – **3 compliant bids!**
- **Quotes 20% over** - were not to be opened – **Not to be opened!**
- **Publish the prices** – no secrets w/ Stephen Harper – **Publish the prices**

**When The Hon Gerry Phillips was Min. of Gov't Services**

- **He raised the “weighting”** for cost from 30% to 80% - **to 80%**
- He too saw to it that all **prices had to be published** and,
- **He tossed “MFP” Leasing out of Ontario – a precedent worth repeating**  
I.e. with Madan’s “dirty dozen” plus eight **who passed out \$60 million**

**B – Set some rules – “Buy Canada Rules”** i.e. so the next person to walk in off the street as the “new minister” cannot change them without peer agreement.

**See “National Bank CEO calls for Buy – Canada rules”**

Christine Dobby, Bloomberg News Jan 23/2025

#### C – Publish the prices – i.e. stop with the secrets – learn the tricks

**At Toronto Catholic** our “Leaders” refuse – even with a Freedom of Information request to publish the prices. **Secrecy is killing Canada** and they didn’t even give their teachers the input that was mutually agreed to some 15 years earlier

And are you ready?

**We checked – they got “old technology” Xerox copiers that shorten lives**

# ASIDE TO MINISTER CALANDRA – RE THE TORONTO CATHOLIC BOARD

## They did not live up to their agreements

Sir, we at 4 Office sued the Toronto Catholic for 7 years starting over 25 years ago over a similar copier boondoggle and in the end... They agreed to play fair

In the end they agreed to play fair, and let teachers decide based on trials of the three short listed vendors. Yes, teachers had input.

Well, we lost the next tender – based on teachers input but we won 5 years later and, our gear stayed in 10 years, and based on what Toronto Public was paying, it was our estimate that they saved \$9 million. (See Part II – page 13)

Foreign Content Initial Lease Period Years 1-5		Canadian Content Renewal Lease Period Years 6, 7, 8, 9...	
Equipment Lease Costs Yr. 1-5	Annual Supplies & Parts Yr. 1-5	Annual Supplies & Parts Yr. 1-5	Public Sector Savings On Renewals \$\$ Canadian Dealer Renewal Charges Annual Canadian Labour Yr. 6-10
Foreign Content	Canadian Content	Foreign Content	Canadian Content

## But we lost the next tender

And the teachers did not have the promised input  
and the board lost sight of the most important issue  
**Sustainability**

Because the longer a product lasts and the fewer dollars that go  
out of Canada replacing it – the stronger our dollar becomes

So everything else gets cheaper

So, to Save Canada – we've got to put a stronger weighting on Sustainability proofs!

– and it's not just about copiers it's about everything.

It's about everything we buy from stoves and fridges to copiers and cars – because a foreign  
supplier's goal is always to get us to buy something new as soon as they can.

And that's why the French and Province of Quebec have made Planned Obsolescence illegal.  
And why it's time every premier in Canada woke up and demanded Sustainability proofs.

## ADDENDUM TO PART III - AND WHAT WAS IT KIPLING WROTE?

**“We took the chances they wouldn’t and now they are calling it luck”**

*Poem – The Mary Gloster*

**Yes 4 Office we closed or sold 5 offices so as to be able to lease at cost and we grew to be our Ontario government’s #1 supplier of copiers – and earned renewals that saved our clients – but more importantly – helped keep our Canadian dollar strong – renewal after renewal.**

But

- **We got robbed** by the players in Part III – i.e. the “Arrive Can” gang who will destroy Canada with kickbacks if we don’t all wake up to a problem that grows by the day.
- **We got cheated** on by our own key supplier who falsely professes not to want control of Ontario’s public sector markets, but then **stopped giving us best pricing** if up against one of their own **in hopes of buying us out** – as they’ve tried numerous times.
- **And then to add insult to injury**, Ontario’s own minister (the one Premier Ford fired) told all our best broader public sector clients that they had to buy Ricoh whose motto is “Imagine Change”

**Premiers – Some copiers will last 10 years with great service**, and we can still save Canada

We can save Canada if we all wake up to the **importance of Sustainability** as it relates to all products especially ones like copiers and printers that require ongoing service.

**So, the solution is to tell your auditors to start tracking major copier tenders and to then tell you public sector leaders that copiers should last 10 years – and you’ll be checking  
Yes i.e. let’s get some strong “weighting” on Sustainability proofs.**

And let’s hold those buyers accountable if the products they lease don’t last 10 years.

## AND WHAT HAPPENED PROVINCIALY?

### How did the Japanese get 100% control Of all Ontario ministerial copier installations?

In 2009 a major “IT” reseller (selling Xerox) got “**AES256**” demanded when even today a massive bitcoin network would need 70(add 24 zeros) years to break AES128

**Ricoh didn't have it – but knew no one could check**

So Ricoh ✓ yes i.e. they lied and won too – proofs available

But then in 2014 – Harry got his friends to demand ITIL – a reasonable request for a government network – i.e. given that it requires a vendor to have **5 IT support staff** on duty 7/24/365 – yes 5 on call even midnight Xmas Eve – but for a copier – Are we nuts???

So, Ontario paid too much again! – and Ricoh partnered and won again

But then in 2019 – Only Ricoh won for reasons unknown. Was it staff's concern about “old technologies” or that they were paying too much – or was it Compugen's questionable copier service (they were selling Xerox) or maybe, just maybe, Ricoh was offering that minister our premier fired something better i.e. as our sources explained they did at Toronto Public\*



Kaleed Rasheed  
Fired by Ford

So only Ricoh won in 2019  
And then the minister, our premier fired – told  
all our best **broader public** accounts –  
don't renew – buy new Ricoh

\* Toronto Public sued but backed off when they saw  
our proofs – i.e. as Xerox did back in 2013



The Japanese Mfg.  
who is leaving

# PREMIER FORD

Sir – your current Ontario BPS\* directives discourage renewals.

## Example

“Extending the term of agreement beyond that set out in the competitive procurement document amounts to non-competitive procurement where the extension affects the value and/or stated deliverables of procurement.” *P11. item 7.2.18*

And sir the minister you fired – he told all our best broader public sector accounts

Buy Ricoh

E.g. **An apology Cancellation** letter from a 30 year+ loyal customer – **We Quote**

“**Ryerson\*** has been extremely happy with the service 4 Office provided on our current contract, which is evident by the fact that rather than going back to market when the original term ended – we instead signed up for **four separate extensions** - In order for Ryerson to remain compliant under procurement policy, we needed to establish a new agreement and **forgo any further extensions.**”

\*Now known as Toronto Metropolitan University – **Aug 12/2020 Cancellation letter**

Sir

**Ryerson who were paying less than half their original tender’s cost were told to buy from Ricoh**



**We  
renew**

who only wants you to lease something new every 5 years.

**Told to buy Ricoh by the Minister you fired sir**

**No tenders – just buy Ricoh**

**They  
push for  
new**



**Yrs. 1-5      Yrs. 6-10**

Foreign Content Initial Lease Period Years 1-5		Canadian Content Renewal Lease Period Years 6, 7, 8, 9...	
Equipment Lease Costs Yr. 1-5	Annual Supplies & Parts Yr. 1-5	Annual Canadian Labour Yr. 1-5	Public Sector Savings On Renewals \$\$ Canadian Dealer Renewal Charges Annual Canadian Labour Yr. 6-10
Foreign Content	Canadian Content	Foreign Content	Canadian Content

**New      Renew**

**Correct – we were not even allowed to quote**

Premiers – the secret to Saving Canada’s economy is  
**Sustainability**

It’s called balance of payments

**Canadian Content  
And savings**

**Foreign Content  
And we all lose**

**Yrs. 1-5      Yrs. 6-10**

Foreign Content Initial Lease Period Years 1-5		Foreign Content Initial Lease Period Years 1-5	
Equipment Lease Costs Yr. 1-5	Annual Supplies & Parts Yr. 1-5	Equipment Lease Costs Yr. 1-5	Annual Supplies & Parts Yr. 1-5
Foreign Content	Canadian Content	Foreign Content	Canadian Content

**New      New**



**So, Premier Ford, you got those LCBO paper bags right**

**But – that minister you fired – Kaleed Rasheed – he told our best Public sector clients – only buy Ricoh – A Japanese manufacturer Who sells our public sectors direct, and wants us to “Imagine Change”**

Ford orders LCBO to find Ontario-based supplier for paper bags  
October 24, 2024 / Breanna Marcelo

**Check this out- a 1280 machine deal won by 4 Office leasing at cost**



The first 5 years @ \$41,342.88/mo. - tendered  
First 1 year renewal @ \$26,954.47/mo. - negotiated  
A two-year extension @ \$13,806.99/mo. - negotiated  
**And a second two year had been negotiated when**



**The purchaser – who is on record “I never have to worry about copiers” Admitted**

**She was told to buy from Ricoh – A Japanese direct marketer who wants us To “Imagine Change”**

5 years  
Not 10

**No tender, no chance to quote, no saving our Canadian dollar**

**Sir – Ricoh is not a true Canadian company – senior staff report to Japan**



Imagine  
Saving

And have one directive.

**Replace what they sell us as soon as possible**  
**So maximum profits stay in Japan**

“Imagine  
Change”



10 years Not 5

**And if you didn't know**

**Ricoh is getting out of the copier business globally**

**And at this time three other Japanese firms manufacture from them.**

# PREMIERS AND MEMBERS OF THE PRESS

The longer a product lasts and the fewer dollars that go out of Canada replacing it, the stronger our dollar stays, so the cheaper everything else becomes

**The French got it right in 2015 – they made Planned Obsolescence illegal – and charged most of the players in our “print” industry – and**

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U.S.

**On Oct 5/2025** – Quebec got the sustainability message too – and  
I guess we’ll have to wait to find out who they will charge.

CDN \$  
2025  
@71¢ U.S.  
Nov 13 1:55PM

**And as for the Prime Ministers office** – they’re headed in the right direction at last. **But don’t forget the US\$ is down down down 11%**

**“The government is also re-writing its own procurement policy, Carney said, making it a “Clear Obligation” for Ottawa to “Buy Canadian” in all its contracts**

Toronto Star Sep 6/2025 Stephanie Levitz/Laura Stone  
So we’re closer to a 60¢ dollar

## **And what is our message**

**Our message is that we need to be “Buying Canadian” even if the products being sourced are manufactured abroad – because**



**Foreign manufacturer’s who sell direct have just 1 objective  
i.e. to replace what they sell us as soon as they can – send the money home.**



**So – the solution is to put a strong “weighting” on Cost and a stronger one on Sustainability proofs – and then to tell all public sectors buyers of copier fleets**

**I.e. at schools' colleges, hospitals and government ministries that**

**You expect your copiers fleets to last 10 years and you’ll be checking to see that they do.**

10 yrs  
Not 5

10 yrs  
Not 5

CDN \$  
2013  
@97.4¢ avg  
U.S.

## SO WHAT HAPPENED IN OTTAWA ON THEIR LAST COPIER TENDER?

### CANADA'S FEDERAL STAFF DID IT RIGHT ✓

- They asked for references and
- They checked the references and
- They - Disqualified Xerox – based on references

### But short listed 4 Office

But then we learned

– Xerox lobbyists made over 100+ calls

- So, staff had to start all over again, and in the end the three winners were all foreign suppliers who market direct and only want us replacing what they sell us ASAP.

I.e. the three winners were all foreign manufacturers – selling direct

**Xerox** – who “won” with the help of lobbyists.

**Ricoh** – who gave up manufacturing and gets supplied by other Japanese.

**Konica Minolta** – whose global market share is too small to measure.

CDN \$  
2025  
@72.5¢ U.S.  
Sep 18/2025

**And 4 Office the only independent Canadian dealer to make it to the top by leasing at cost and by winning renewals with better service, sadly lost.**

But so did every Canadian because the above winners all have the same goal

**Replace what they sell us as soon as they can.**



5 yrs  
Not 10

Send the money home  
So, our Canadian dollar takes a beating  
And everything else we buy cost us more

5 yrs  
Not 10



Justin Trudeau

Overruled his own purchasers who  
disqualified Xerox for bad reference