

March 4, 2025

## A Message from Canoe: Addressing the Impact of U.S. Tariffs

Over the past month, we have worked closely with our members across Canada and our suppliers to understand the potential impact of the proposed United States tariffs and counter tariffs. On March 4th, 2025, the United States implemented blanket 25% tariffs on Canadian goods and a 10% tariff on Canadian energy.

We recognize that our members are facing a wide range of challenges as a result. The Government of Canada has responded with retaliatory tariffs, while provinces and public sector entities are taking varied approaches in response to the situation. As the full impact on Canada remains uncertain, Canoe continues to monitor developments closely and remains committed to responding appropriately on behalf of our members. In the short term, these tariffs will cause increased prices for both domestic and international goods, create potential supply chain disruptions, and increase volatility of the Canadian dollar as markets adjust.

During this time of uncertainty, we want to emphasize that we are proud to be Canadian-owned and operated and that we deeply value our strong partnerships across the country. Our suppliers are proud to work in and support communities across Canada, and every contract that Canoe holds has Canadian content, whether through dealers, distribution networks or Canadian business operations. By using a Canoe contract, members have a reliable and compliant way to engage with suppliers, reducing uncertainty during this challenging time.

We sincerely appreciate the ongoing support and collaboration of our members, approved suppliers and association partners. We will continue to navigate these waters together and remain committed to supporting our members every step of the way.

If you have any questions please contact Tyler Hannemann, General Manager of Canoe, at [tyler@canoeprocurement.ca](mailto:tyler@canoeprocurement.ca).

