



A STRONGER PLACE  
FOR **COMMUNITY**

# GROUP BUYING PROGRAM

SAVE MORE  
**TOGETHER**

**VANCOUVER  
ISLAND**

CHF BC has been delivering a program designed to harness the combined buying power of its members for more than 40 years. The program offers housing co-ops and their members the benefit of significant savings on a wide range of products and services they need every day.

## What is the Group Buying Program?

Our Group Buying Program leverages the power of collective purchasing to provide services and products at reduced cost to individual housing co-ops. The service is a partnership between suppliers, CHF BC and housing co-ops. We help our members make educated decisions when selecting products and services that give them the best value. Our direct relationship with our suppliers means that you have peace of mind that CHF BC works on your behalf to ensure good customer service.

Our team is committed to getting excellent value in superior sustainable products and quality of services for our housing co-ops. Some of our Group Buying service providers, like RONA and Telus, offer programs that extend to the individual co-op members. Our Group Buying Program includes appliances, flooring, counters and cabinets, health, heating and cooling, maintenance and supplies, office supplies, waste and recycling, telecom and banking.

Our suppliers are the best in their industry and demonstrate their commitment to co-ops by sponsoring member events like AGMs and education conferences and donating thousands of dollars in prizes and post secondary scholarships.



## Co-op Principle 3: Member Economic Participation

Members engage fully with their co-op, contributing financially to their co-op and sharing in the benefits of membership.

Using our Group Buying Program is one of the best ways member co-ops can participate economically in your federation and save money in your day-to-day operations. By using your money wisely, you also take care of your members — yet another way housing co-ops put people first.

## A Range of Services

Our Group Buying Program offers significant savings on products and services co-ops use every day. We provide co-ops with competitive pricing and incentives on waste management, cabinets and countertops, flooring, maintenance supplies, health, banking and appliances. Individual households in member co-ops can benefit from our telecom services (HDTV, high-speed internet, and fibre optic upgrades).

We conduct an in depth review with each Group Buying partner every three years to ensure competitive pricing, fair labour practices and their alignment with our values, as well as proper liability insurance and Work Safe certification. We also ensure that all our partners are committed to providing dependable, environmentally sustainable, high-quality products and services. This process meets CMHC and BC Housing's three-quote requirement, meaning co-ops don't have to request estimates and vet suppliers. By doing this work for you, we help co-ops save time and money and provide you with peace of mind.

We have a dedicated team of staff who manage and support our Group Buying services. They are the first point of contact for our members and for our partner service providers.

We believe that quality over price is always the sustainable choice. Instead of choosing cheaper options which can cost more in the long run, CHF BC members who use our program are receiving quality products at fair and reasonable prices. This is because the companies we select have been pre-screened by our staff, with housing co-ops all over BC using their services.

## Why use the Group Buying Program?

- Safety net for purchases, such as enhanced product and labour warranties
- Full support from CHF BC should any problems arise
- Proven track record
- WorkSafe BC and liability insurance holders
- No requirement to obtain three quotes
- Support in managing projects, big or small

As a member, if a problem arises you have peace of mind that you can contact us to resolve it because we stand behind the products and work of our partners. Our Group Buying Team is happy to help, offering excellent service and high-quality products for your co-op. In addition, our flooring and cabinetry partners provide a two-year labour warranty—double the industry standard.

## ? FAQ

### Can CHF BC's suppliers manage large projects?

Yes, we can.

- We have managed many large flooring, bathroom and cabinet projects in large co-ops.
- Our maintenance and hardware program has completed two large fencing projects on Vancouver Island. In addition, Trail Appliances has provided appliances in large co-ops such as First Avenue Athletes Village, and will provide appliances to new development sites.
- Danube Kitchens has installed quartz countertops and cabinets in large installation projects like at La Petite Maison.
- CD Contract successfully completed a large flooring installation project in Burnaby and received excellent feedback from the co-op. No matter how large a project, CHF BC's flooring program has you covered.

### Does your co-op have to collect three quotes as per CMHC and BC Housing requirements?

Because we research and identify the best options when we choose partners, co-ops using CHF BC Group Buying partners are exempt from CMHC and BC Housing three quote bid requirements.

Relax, we've already done the work for you!

## Connect with us!



Learn how CHF BC's Group Buying and other programs can help your co-op by visiting us at [chf.bc.ca](http://chf.bc.ca).

If you have any questions about our Group Buying partners or the services they provide, please contact our Group Buying team at [groupbuying@chf.bc.ca](mailto:groupbuying@chf.bc.ca) or **1-866-879-5111**.

# APPLIANCES



The kitchen is the heart of every home, so let CHF BC make your co-op's kitchens (and bathrooms!) warm and welcoming.

Get top quality appliances without having to shop around, whether you're replacing one appliance or outfitting your entire co-op. Our special CHF BC pricing means members can take advantage of volume savings, even when they have a small order. We offer province-wide services and delivery through our partner, Trail Appliances. They also remove old appliances and dispose of them responsibly!

A CHF BC Group Buying partner since 2009, Trail provides high-quality, durable products, including a number of Energy Star options. Co-ops have access to a variety of appliances including fridges, electric and gas ranges, dishwashers, garburators and hood fans.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.



If you would like to find out more, get an estimate, or place an order, please contact our Group Buying team.

 **groupbuying@chf.bc.ca**

 **1-866-879-5111**

# BANKING AND INVESTING

## Co-operative Housing Interest Pool (CHIP)

Collectively, housing co-ops in British Columbia hold millions of dollars in their reserve and operating funds. Our Co-operative Housing Interest Pool (CHIP) can help make those funds grow.

Join the over 190 other co-ops in B.C. earning higher interest on their bank accounts through CHIP. The program treats your savings as if they were pooled together and held by one large depositor. This is good news for co-ops as they provide above-market returns on your operating and savings accounts and continue to create value for your membership dues.

Check out these features:

- Maintain ready access to your co-op's money
- Your funds stay independent and are simply flagged for the CHIP interest rate
- Savings are secure
- Benefits support the co-op housing sector

With more than \$180 million in deposits through Vancity, Community Savings Credit Union (CSCU) and Coast Capital, CHIP is one of our most popular services.

## Encasa Financial

CHIP is a perfect vehicle for funds you need now. When focusing on the long term, you may want to consider some risk for higher potential returns and explore what Encasa can offer.

Encasa Financial Inc. is a registered investment fund manager created specifically to manage the investment of capital reserves and other long-term funds for co-operative and non-profit housing providers across Canada. Established over a decade ago, Encasa now manages investments of more than \$500 million for over 850 co-op and non-profit housing providers. All of Encasa's investment funds feature low management fees and an ethical screen to promote socially responsible investments.

CHF BC is a co-owner of Encasa in partnership with CHF Canada, the BC Non-Profit Housing Association and Housing Services Corporation (HSC) of Ontario.

The Vancity logo, with "Vancity" in a bold, orange, sans-serif font.The Community Savings logo, with "Community Savings" in blue and green, and "the unions' credit union" in smaller green text below.The Coast Capital Savings logo, featuring a blue stylized "C" icon and the text "coastcapital SAVINGS" in blue.

If you would like to find out more, get an estimate, or place an order, please contact our Group Buying team.

 [groupbuying@chf.bc.ca](mailto:groupbuying@chf.bc.ca)

 **1-866-879-5111**

The Encasa logo, featuring a blue and red stylized "E" icon followed by the word "encasa" in a bold, dark red, sans-serif font.

To learn more for your co-op, contact Mike Ames, Investment Funds Advisor.

 [mames@encasa.ca](mailto:mames@encasa.ca)

 **1-888-791-6671 ext. 313**



# HEALTH

## TELUS LivingWell Companion



CHF BC has partnered with TELUS Health to offer members and staff of member co-ops up to \$10/month (that's \$120 every year!) in savings on LivingWell Companion products.

With unlimited two-way voice communication from trained emergency agents at the touch of a button, LivingWell Companion is beneficial for older adults who want to maintain their independence while giving their loved ones peace of mind.

This tool is also useful for those more prone to risk of falling or with health conditions, or for anyone living alone and seeking some assurance that they will have access to health support in case of emergency. An optional fall detection feature uses motion technology parameters that help detect the occurrence of a fall, and GPS capabilities are available anywhere in Canada where cellular coverage is available. Trained emergency agents are available 24 hours/day and 365 days/year.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.



To redeem this offer, call TELUS Health  
at **1 (833) 380-1331** and quote  
promo code **CHFBC10**.

# HEATING AND COOLING SOLUTIONS

Upgrading to a modern, energy-efficient heat pump significantly lowers your carbon footprint while allowing your home to be comfortable all year round. They provide heating in the cold months and cooling when it gets hot in addition to saving you money.

CHF BC's partnership with AIRLUX offers members affordable products and services from a locally owned and operated company with a history of working with housing co-ops. You can save up to 50% off your current heating and cooling bills with AIRLUX, a B.C.-owned and operated company that has specialized in providing heating and cooling solutions through heat pumps for over 16 years. Satisfied co-op clients include H.W. Flesher, Halston Hills and Riverside Landing.

CHF BC and AIRLUX can work with your co-op to minimize costs, and different governments provide support for switching to heat pumps. Incentives depend on multiple factors, including:

- whether you're planning to switch from another fuel source to electricity
- your municipality
- whether a household qualifies for additional support due to their income

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 **1-866-879-5111**



## INTERNET AND HDTV



CHF BC's partnership with TELUS makes HDTV and high-speed internet services available to co-op members at 40% off retail rates. Thousands of co-op members from across the province have signed up for this popular discount program and are taking advantage of the substantial savings. Stay connected with our telecom program and get great deals on your internet and entertainment packages.

This is a very popular service to our members. It is so popular that other housing associations are adopting it, showcasing how CHF BC is a trendsetter in the community housing sector.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.



To sign up for the program, please call  
1 (866) 667-9749, ask for the CHF BC offer and  
speak to the agent about different service options.

For billing inquiries, send an email to

 **CHFBCSupport@telus.com**



# MAINTENANCE AND HARDWARE SUPPLIES



This is your chance to enjoy discounts on many of your frequent hardware store purchases.

Through our commercial partners at RONA and Lowe's, CHF BC offers members a large selection and impressive discounts on many supplies used in home maintenance and gardening.

Our partners offer in-store or direct-order options on a wide selection of products, including discounts on many frequently purchased items such as light fixtures, sinks and faucets, closet doors and more.

Housing co-ops that currently have accounts with RONA or Lowe's will realize greater discounts across a wider selection of products when they join CHF BC. Members not currently shopping at RONA or Lowe's may be surprised by the vast product selection and great service.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.

The RONA logo, consisting of the word "RONA" in a bold, dark blue, sans-serif font, followed by a stylized graphic of three slanted parallel lines.

If you would like to find out more, please contact our Group Buying team.

 **groupbuying@chf.bc.ca**

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# OFFICE PRODUCTS

Whether you're looking to purchase, lease or rent, Automation One has an extensive selection of photocopiers and multifunction printers for your co-op office. They carry the complete line of commercial office products from Canon, Xerox, Lexmark and Francotyp Postalia – providing Metro Vancouver with the best products and award-winning service since 1981.

Automation One offers:

- A flexible lease option
- Two hours service response guaranteed
- Lower lease and service rates
- Competitive lease payout
- Two local warehouses
- Trained and certificated technicians to service all the brands they carry

Automation One is locally owned and operated in Vancouver. Their staff truly understand the ever-changing demands of the Metro Vancouver regions, changing office needs. They are rated A+ by the Better Business Bureau, so you can be assured Automation One will provide the right solution for your co-op.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.



**AUTOMATION ONE**  
BUSINESS SYSTEMS INC.

If you would like to find out more, please contact our Group Buying team.

 **groupbuying@chf.bc.ca**

 **1-866-879-5111**

# WASTE, RECYCLING AND ORGANICS



CHF BC has taken the guesswork out of your co-op's waste removal options with a program that promises reduced rates and meets a wide range of recycling needs.

On Vancouver Island, we're proud to partner with GFL Environmental, a leading North American provider of diversified environmental solutions. They offer special member rates to participating Vancouver Island co-ops.

Recognized for their signature fleet of well-maintained, bright green trucks, they offer a robust, consolidated and sophisticated approach to meeting their customers' environmental service requirements.

Each of our program partners meets CMHC and BC Housing's three-quote requirements.



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## TESTIMONIALS

"One of the things I really appreciate about our co-op is the Group Buying programs that we have in place. We use Trail Appliances for appliance repair and replacement, K&A Flooring, Danube Kitchens, and the waste and recycling programs. These programs are fantastic and make things so much easier for us as residents."

– Kathleen Fox, Greenland Housing Co-operative

"Thank you for the Group Buying program. Many of my co-op clients have benefited with the discounts for flooring and appliances. I appreciate the extra efforts from staff and partners when needed."

– Joanne Robinson, COHO  
Maintenance Coordinator

"The Group Buying program offers convenient and reliable services tailored to our needs. We don't have to call suppliers to compare prices as the Group Buying already has deep discounts built into its program. The Group Buying program offers various products and services that help us save co-op managers time and money."

– Kristijan Cubela, CLT Property  
Portfolio Manager

**Connect with us!**



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## Cabinets and Countertops

"I just wanted to tell you how impressed I am with this gentleman doing the cabinets! His work ethic and overall demeanour is top grade above the bar!! Don't ever let him get away!"

– A happy co-op president

## Flooring

"Levellers' Housing Co-operative has utilized the services of K&A Flooring for five years to replace our aging flooring in family units with up-to-date quality products. K&A workmanship and professionalism has never failed us. They take real pride in the job they do and their pricing is competitive. Added to this, they are courteous and have always responded positively to special requests and short notice needs. We highly recommend them."

– Colleen Savage, Maintenance Committee,  
Levellers' Co-operative

## Internet, HDTV, and Home Phone

"I am so grateful that I can enjoy the telecom program. This will help me and my daughter so much financially in the long run."

– Marcily Osadchuk, Edmonds Place Housing Co-operative

## Heating and Cooling Solutions

"My housing co-op chose AIRLUX over other equipment and installation suppliers because of their price point, their commitment to service and their ability to deliver the products on our time schedule. Our experience with AIRLUX to date has been excellent with the project going better than expected and the timeline being met. The AIRLUX team [was] responsive to our input and open to feedback as well as work change requests due to sensitivity issues with some of our members."

So far, a lot of people are reporting feeling warm for the first time in their apartments because of the AIRLUX heat pumps and savings on their Hydro bills of 30% and more. That's huge for seniors on fixed incomes and for young families with limited incomes."

– A satisfied member of Halston Hills Housing  
Co-operative

"It's quiet and the house overall has a more consistent temperature. I feel very happy about our decision to do this. We've reduced our carbon footprint, we have a more efficient heating system and we're able to heat individual parts of the house much better than we were before."

– Chris Alcot, AIRLUX customer

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