

regulated by various provincial and municipal bodies, multiplying the rules faced not only by suppliers of communications equipment, but also suppliers and users of telecommunications services attempting to operate nationally.

A list of typical preferences (by no means exhaustive) would include:

- British Columbia - committed to provincial preference;
- evaluation reviews value added to the provinces' economy in the form of job creation, purchase of B.C. materials, etc.
 - maximum premium of 10 percent based on provincial content for contracts less than \$200,000.
 - urban transit capital equipment purchased by province, not always competitive tenders. Tenders, when used, are oriented to local suppliers.
- Saskatchewan - limited number of products are restricted to in-province sources;
- premium paid on occasion to Buy-Saskatchewan.
- Manitoba - 1% preference for local procurement;
- some tendering restrictions.
- Ontario - occasional use of 10% premium for Canadian content;
- preferential treatment to Ontario companies when their bids are competitive;
 - use of negotiated contracts works to exclude Quebec firms from rail systems;
 - isolated instances of awarding major contracts to Ontario companies in spite of purchasing authority intentions to purchase out-of-province (e.g. Toronto street cars from Hawker-Siddaley rather than Bombardier).
- Quebec - when sufficient competition exists, only Quebec enterprises are invited to tender;
- this limitation can be applied without sufficient competition if it serves industrial development objectives;
 - for contracts exceeding \$50,000, a preference of up to 10 percent is applied to the Quebec content of bids;
 - tenders must state the percentages of Quebec, Canadian and foreign content;
 - in purchasing urban transit equipment, at least 40 percent provincial content is required.
- Nova Scotia - Government Purchasing Act (1964) states wherever possible Nova Scotia products should be purchased and purchases should be from persons who maintain and operate businesses in the province;