

# Equipment Purchasing

Pro Deals & Discounts  
Shipping & Rebates

Allan Yates



[www.1stmerrickville.ca](http://www.1stmerrickville.ca)

# Scout Shop

- 15% off all equipment for members of Scouts Canada.
- Would like the opportunity to quote on orders.
- Contact [customercare@scouts.ca](mailto:customercare@scouts.ca).
- Advantage is easy returns in the event of product defects.
- Not able to compete with some manufacturer discounts and doesn't carry all brands.
- [www.scoutshop.ca](http://www.scoutshop.ca)



# Mountain Equipment Co-Op

- No regular Scouting discount.
- Once or twice annual Scout club nights with 10% off in stock merchandise (5% off boats). Contact Rebecca Goostrey at [rgoostrey@mec.ca](mailto:rgoostrey@mec.ca).
- Quantity discounts available by calling the main office in British Columbia.
- Ship to store available at no charge.
- Donations sometimes available.
- 366 Richmond Road, Ottawa
- [www.mec.ca](http://www.mec.ca)



# Paddle Shack

- 10% Scouting discount.
- Will quote pricing on large orders.
- Will work with manufacturers (e.g. Jackson Kayaks and Esquif) to facilitate educational/group discounts.
- Owner is Jason at [shop@ottawapaddleshack.ca](mailto:shop@ottawapaddleshack.ca).
- Very knowledgeable staff.
- Paddle Shack has taken over Trailhead's boat business, and has moved into the Trailhead building.
- 1960 Scott Street, Ottawa.
- [www.ottawapaddleshack.ca](http://www.ottawapaddleshack.ca)



# Cascade Designs

- Brands: Thermarest, MSR, Seal Line, Platypus, Tracks.
- Annual spreadsheet with “Friends of the Industry” pricing of every item.
- Pay attention to pricing. Some items are a very good deal (e.g. snowshoes), others are no better than retail once shipping is taken into account.
- Contact [katie.schaeffer@cascadedesigns.com](mailto:katie.schaeffer@cascadedesigns.com).
- Ships UPS only from the US.
- [www.cascadedesigns.com](http://www.cascadedesigns.com)



# Trailhead

- 10% Scout discount.
- Outfitter pricing for specific canoeing related items. Spreadsheet available with individual item pricing.
- Contact Karen Fitzgibbons at [karenf@trailhead.ca](mailto:karenf@trailhead.ca).
- 1960 Scott Street, Ottawa
- [www.trailhead.ca](http://www.trailhead.ca)



# Bushtaka

- 10% Scout discount.
- 203 Richmond Road, Ottawa & 5607 Hazeldean Road, Kanata
- [www.bushtukah.com](http://www.bushtukah.com)



# Esquif Canoes

- Good discount for Scout groups.
- Local rep is Mark Scriver at [scriver@magma.ca](mailto:scriver@magma.ca).
- Work through Paddle Shack for pricing and ordering.
- [www.esquif.com](http://www.esquif.com)





# Hooligan Gear

- Canoe barrels & harnesses, canoe packs, professional throw bags.
- Wholesale pricing (50% discount) for orders of \$500 or more, 25% discount otherwise.
- Very Scout friendly.
- Located in Midland, Ontario.
- Shipping at cost.
- [www.hooligangear.com](http://www.hooligangear.com)

**HOOOLIGAN**  
Gear



# Jackson Kayaks

- Significant educational discount. Kayak cost ~\$750 instead of \$1,250 retail.
- Colour choice not guaranteed.
- Work through Paddle Shack.
- [www.jacksonkayak.com](http://www.jacksonkayak.com)



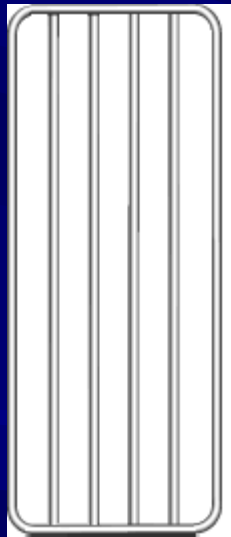
# Wilderness Medical

- Professional first aid kits.
- 50% Scout discount.
- Very friendly.
- Located in USA.
- [www.wildernessmedical.com](http://www.wildernessmedical.com)



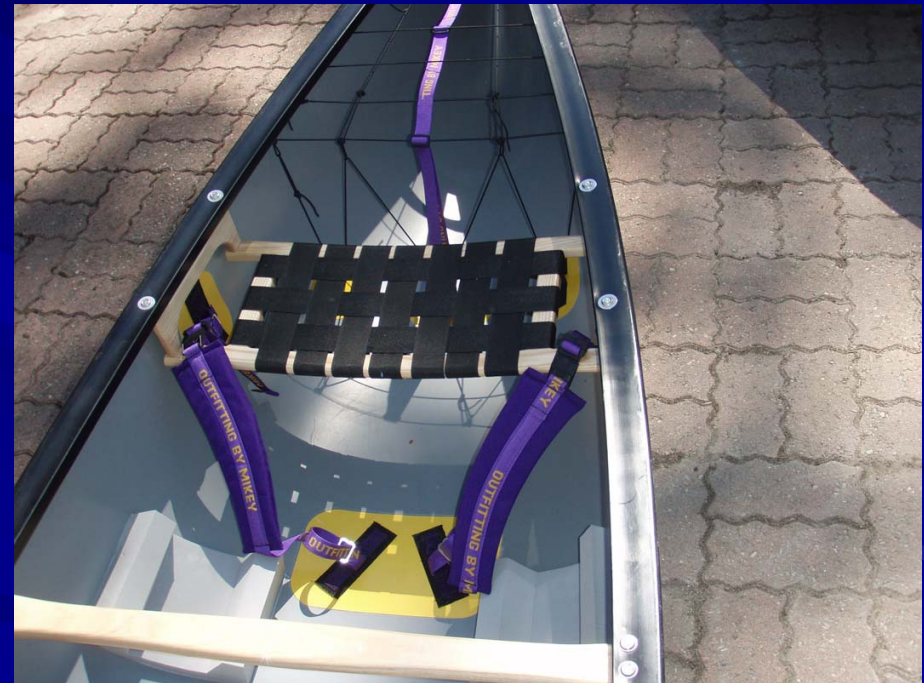
# Purcell Trench Grills

- Premium quality campfire grills with carrying case.
- 20% Scout discount.
- Located in USA.
- Very Scout friendly owner (an Eagle Scout himself).
- [www.purcelltrench.com](http://www.purcelltrench.com)



# Mike Yee Outfitting

- Whitewater knee pads, thigh straps, float bag cages
- Wholesale pricing.
- Located in Uxbridge, Ontario.
- [www.mikeyeoutfitting.com](http://www.mikeyeoutfitting.com)



# Repairs

- **Tent repairs, Industrial sewing**
  - Brebner Manufacturing and Repairs
  - 244 Britannia Road, Ottawa
  - (613) 729-8178
  - New construction of anything made of fabric.
  - Custom Nomex covers for Dutch Oven cooking.
  - Installation of Mike Yee whitewater canoe outfitting.
- **Canoe Repairs**
  - Trailhead / Paddle Shack



# Importing from the US

- Many US companies offer free shipping to mainland US.

- Shipping UPS from the US to Canada can incur very expensive brokerage fees. FedEx is nearly as bad.



- Shipping US Post to Canada Post is best.
  - HST + \$8.50 Canada Post handling fee.
  - Packages valued at less than ~\$75 exempt from HST.



- UPS Store in Ogdensburg

- Two minute drive from the border crossing at Prescott.
- No prior notice of package shipment required.
- \$5/package/week or \$3/envelope/week.
- Check for package arrival at [www.trackogdensburg.com](http://www.trackogdensburg.com).
- Toll crossing bridge is ~\$3 in each direction.
- Declare items on re-entry to Canada and pay HST on the value. Bring a copy of the invoice.
- Align with weekend trip to the US (e.g. Winter Adventure) to take advantage of duty free allowances.



# HST Rebate

- A rebate can be claimed for 50% of the federal component of the HST and 82% of the provincial component.
- Each group has to register and apply for the rebate.
- You can go back five years in your claim as long as you have the receipts.
- Reference [www.cra-arc.gc.ca/E/pub/gp/rc4082/](http://www.cra-arc.gc.ca/E/pub/gp/rc4082/).

**HST**  
= 13%

