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**Bid Receiving - PWGSC / Réception des soumissions -
TPSGC**

11 Laurier St. / 11, rue Laurier

Place du Portage , Phase III

Core 0A1 / Noyau 0A1

Gatineau, Québec K1A 0S5

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

**Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

Material Traffic Division /Division du transport du matériel

11 Laurier St. / 11, rue Laurier

6B1, Place du Portage, Phase III

Gatineau, Québec K1A0S5

Title - Sujet REGIONAL MASTER STANDING OFFER		
Solicitation No. - N° de l'invitation E60LM-110016/B		Date 2012-03-26
Client Reference No. - N° de référence du client E60LM-110016		Amendment No. - N° modif. 009
File No. - N° de dossier lm001.E60LM-110016	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$\$LM-001-59463		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2012-02-27
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-03-28		Time Zone Fuseau horaire Eastern Standard Time EST
Address Enquiries to: - Adresser toutes questions à: Jiang, Kevin		Buyer Id - Id de l'acheteur lm001
Telephone No. - N° de téléphone (819) 956-3857 ()	FAX No. - N° de FAX () -	
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:		
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

Revision 009

This revision is raised to provide question(s) and answer(s).

Question 1:

We have reviewed this Request for Standing Offer (RFSO) and unlike the previous one that was canceled a Letter of Credit (LoC) has been included in this one for \$100,000 with NO commitment of any business. In other words, the Crown is asking for us to provide \$100,000 in trust for up to 5 years with no commitment whatsoever that we will receive any work, any revenue out of this, yet we need to invest in ensuring our warehouse facility has the space, technology and availability to meet the contract requirements.

Our investment in our warehouse, technology and equipment is state of the art and comes with a price. the request to tie up \$100,000 additionally in the hopes we "may" receive some contracts is extreme. For instance, we may only receive a contract(s) that pays \$1000 per month. Not enough to justify tying up \$100,000.

A LoC does come with a cost from the banks, it is not free. We have seen Government of Canada contracts that do require LoC but that is based on "guaranteed" revenue and therefore is justified. In this case, it's an RFSO that may or may not provide contracts/revenue to the suppliers. Therefore, we ask that this LoC be removed in its entirety!

Answer 1:

PART 7 - STANDING OFFER AND RESULTING CONTRACT CLAUSES

B. RESULTING CONTRACT CLAUSES

8. Financial Security Deposits/ Irrevocable Standby Letter of Credit

The financial requirement described in the above article is necessary to protect the interests of Canada. There is no change in this article.

Question 2:

We respectfully request an extension of one (1) week to the Request for Standing Offer (RFSO) posting period.

Answer 2:

The closing date of the posting period will not be extended.

All other terms and conditions remain unchanged.