

## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Bid Receiving Public Works and Government  
Services Canada/Réception des soumissions Travaux  
publics et Services gouvernementaux Canada  
PO Box 1408, Room 100  
167 Lombard Ave.  
Winnipeg  
Manitoba  
R3C 2Z1  
Bid Fax: (204) 983-0338

## 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

Public Works and Government Services Canada -  
Western Region  
PO Box 1408, Room 100  
167 Lombard Ave.  
Winnipeg  
Manitoba  
R3C 2Z1

<b>Title - Sujet</b> NMSO - Runway Deicing Chemicals		
<b>Solicitation No. - N° de l'invitation</b> ET959-130440/A		<b>Date</b> 2012-10-22
<b>Client Reference No. - N° de référence du client</b> ET959-130440		<b>Amendment No. - N° modif.</b> 003
<b>File No. - N° de dossier</b> WPG-2-35044 (070)	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$WPG-070-8167		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2012-08-24
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-10-29</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Central Daylight Saving Time CDT
<b>Address Enquiries to: - Adresser toutes questions à:</b> Barenz, Leanne		<b>Buyer Id - Id de l'acheteur</b> wpg070
<b>Telephone No. - N° de téléphone</b> (204) 983-0506 ( )	<b>FAX No. - N° de FAX</b> (204) 983-7796	
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> 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

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
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)		
<b>For the Minister - Pour le Ministre</b>		

This amendment **#001** is raised to modify solicitation **#ET959-130440/A** as follows:

**Question:**

Will an alternate product be accepted in place of the requested products?

**Answer:**

No. Before a new product is introduced, there is a requirement for additional testing of all new materials. This would mean that an internal Airworthiness Certification of any new products would be required.

If suppliers are interested in obtaining this Certification, a request may be forwarded to the Standing Offer Authority at anytime during the Standing Offer period for consideration in future tenders.

Refer to page 4 of 19 at **Part 2 Offeror Instructions, 1. Standard Instruction, Clauses and Conditions**, and amend as follows:

**DELETE:** The 2006 (2012-07-11) Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the RFSO.

**INSERT:** The 2006 (2012-07-11) Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the RFSO.

The text under Subsection 4 of Section 01 - Code of Conduct and Certifications - Offer of 2006 referenced above is replaced by:

Offerors should provide, with their offer or promptly thereafter, a complete list of names of all individuals who are currently directors of the Offeror. If such a list has not been received by the time the evaluation of offers is completed, Canada will inform the Offeror of a time frame within which to provide the information. Failure to provide such a list within the required time frame will render the offer non-responsive. Offerors must always submit the list of directors before issuance of a standing offer.

Canada may, at any time, request that an Offeror provide properly completed and Signed Consent Forms ([Consent to a Criminal Record Verification form](http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/formulaire-forms-eng.html) - PWGSC-TPSGC 229) (<http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/formulaire-forms-eng.html>) for any or all individuals named in the aforementioned list within a specified delay. Failure to provide such Consent Forms within the delay will result in the offer being declared non-responsive.

The text under Subsection 5 of Section 01 - Code of Conduct and Certifications - Offer of 2006 referenced above is replaced by:

The Offeror must diligently maintain the list up-to-date by informing Canada in writing of any change occurring during the validity period of the Offer, and must also provide Canada, when requested, with the corresponding Consent Forms. The Offeror will also be required to diligently maintain the list and when requested, provide Consent Forms during the period of any standing offer arising from this Request for Standing Offers (RFSO) and any call-ups made against the Standing Offer.

Refer to page 6 of 19 at **1. Code of Conduct Certifications – Consent to a Criminal Record Verification** and amend as follows:

**DELETE:** In it's entirety

**INSERT:** **1. Code of Conduct Certifications - Certifications Precedent to Issuance of a Standing Offer**

**1.1** Offerors should provide, with their offer or promptly thereafter, a complete list of names of all individuals who are currently directors of the Offeror. If such a list has not been received by the time the evaluation of offers is completed, the Standing Offer Authority will inform the Offeror of a time frame within which to provide the information. Offerors must submit the list of directors before issuance of a standing offer, failure to provide such a list within the required time frame will render the offer non-responsive.

The Standing Offer Authority may, at any time, request that an Offeror provide properly completed and Signed Consent Forms (Consent to a Criminal Record Verification form - PWGSC-TPSGC 229) (<http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/formulaire-forms-eng.html>) for any or all individuals named in the aforementioned list within a specified delay. Failure to provide such Consent Forms within the delay will result in the offer being declared non-responsive.

Refer to page 9 of 19 at **2.1 General Conditions** and amend as follows:

**DELETE:** 2005 (2012-07-16) General Conditions - Standing Offers - Goods or Services, apply to and form part of the Standing Offer.

**INSERT:** 2005 (2012-07-16) General Conditions - Standing Offers - Goods or Services, apply to and form part of the Standing Offer.

The text under Subsection 4 of Section 11 - Code of Conduct and Certifications – Standing Offer of 2005 General Conditions referenced above is replaced by:

During the entire period of the Standing Offer and any call-ups made against the Standing Offer, the Offeror must diligently update, by written notice to the Standing Offer Authority, the list of names of all individuals who are directors of the Offeror whenever there is a change. As well, whenever requested by Canada, the Offeror must provide the corresponding Consent Forms.

Refer to page 12 of 19 at **2.1 General Conditions** and amend as follows:

**DELETE:** 2010A (2012-07-16), General Conditions-Goods (Medium Complexity) apply to and form part of the Contract.

**INSERT:** 2010A (2012-07-16), General Conditions-Goods (Medium Complexity) apply to and form part of the Contract.

The text under Subsection 4 of Section 11 - Code of Conduct and Certifications - Contract of 2010A (2012-07-16), General Conditions-Goods (Medium Complexity) referenced above is replaced by:

During the entire period of the Standing Offer and any call-ups made against the Standing Offer, the Offeror must diligently update, by written notice to the Standing Offer Authority, the list of names of all individuals who are directors of the Offeror whenever there is a change. As well, whenever requested by Canada, the Offeror must provide the corresponding Consent Forms.

Refer to page 15 of 19 at **Annex A REQUIREMENT** and amend as follows:

**DELETE:** Deliveries shall be made within 48 hours from receipt of a call-up.

**INSERT:** Deliveries of FULL truckloads shall be made within 48 hours from receipt of a call-up.  
Deliveries of PARTIAL truckloads shall be made within 3 - 5 days from receipt of a call-up.  
If a delivery of a PARTIAL truckload is required within 48 hours then payment will be made according to the full truckload volume.

Refer to page 15 of 19 at **Annex A REQUIREMENT** and amend as follows:

**INSERT:** 15. Halifax

Refer to page 16 of 19 at **ANNEX B BASIS OF PAYMENT SCHEDULES** and amend as follows;

**DELETE:** Annex "B" BASIS OF PAYMENT SCHEDULES in it's entirety.

**INSERT:**

**ANNEX "B"**  
**BASIS OF PAYMENT**  
**SCHEDULES**

It is MANDATORY that offeror(s) submit firm prices/rates by item for the period of the proposed Standing Offer and for the option period for any item they are bidding on listed hereafter. **This section, when completed, will be considered as the offeror's Financial Offer.**

Offeror(s) shall provide offers as per the unit of issue requested. It is the responsibility of the offeror(s) to provide conversion to the unit of issue requested. Failure to do so will render the offer non-responsive without further consideration.

*The quantities specified below are provided for evaluation purposes only.*

Rates quoted must remain firm for the period of the Standing Offer. Rates MUST include ALL costs associated with providing the service in accordance with the Statement of Requirements, Annex A, attached herein. GST, if applicable, is not included and is to be shown as a separate item on any resulting invoices.

For destinations **not** identified The Contractor must prepay transportation costs. Prepaid transportation

costs must be shown as a separate item on the invoice, supported by a certified copy of the prepaid transportation bill of lading.

### Standing Offer Period 1

Approx November 1, 2012 - September 30, 2013

### Full Truckload:

Firm Prices include all shipping, delivery, offloading, ect for the Following:

#### Potassium Acetate:

Full Truckload = 18,000 kg or more

	U of I	Estimated Usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

#### Potassium Acetate:

Full Truckload = 13 totes or more

	U of I	Estimated usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

#### Sodium Formate:

Full Truckload = 18 sacks or more

	U of I	Estimated Usage	Unit Price	Extended Total
Borden	Kg	1,000	\$ _____	\$ _____
Gagetown	Kg	1,000	\$ _____	\$ _____
Edmonton	Kg	1,000	\$ _____	\$ _____
Petawawa	Kg	1,000	\$ _____	\$ _____
Valcartier	Kg	1,000	\$ _____	\$ _____
St-Hubert	Kg	1,000	\$ _____	\$ _____
Bagotville	Kg	20,000	\$ _____	\$ _____
Cold Lake	Kg	15,000	\$ _____	\$ _____
Trenton	Kg	1,000	\$ _____	\$ _____
Gander	Kg	2,000	\$ _____	\$ _____
Greenwood	Kg	10,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	0	\$ _____	\$ _____
Halifax	Kg	1,000	\$ _____	\$ _____

The total costs provided in these tables are for FULL

**TRUCKLOADS and incorporate delivery charges to these identified sites.**

**GST is extra and should be recorded on a separate line of the resulting invoice.**

**Patril Truckload:**

**Firm Prices include all shipping, delivery, offloading, ect for the Following:**

Potassium Acetate:

Partial Truckload = 17,999 Kg or less

	U of I	Unit Price	Extended Total
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____

**Potassium Acetate:**

Partial Truckload = 1 - 12 totes

	U of I	Unit Price	Extended Total
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____

**Sodium Formate:**

Partial Truckload = 1 - 17 sacks

	U of I	Unit Price	Extended Total
Borden	Kg	\$ _____	\$ _____
Gagetown	Kg	\$ _____	\$ _____
Edmonton	Kg	\$ _____	\$ _____
Petawawa	Kg	\$ _____	\$ _____
Valcartier	Kg	\$ _____	\$ _____
St-Hubert	Kg	\$ _____	\$ _____
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Gander	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____
Halifax	Kg	\$ _____	\$ _____

**Material Only Costs Firm Pricing for the Following:**

**Potassium Acetate:**

	U of I	Unit Price
	Kg	\$ _____

**Sodium Format:**

	U of I	Unit Price
	Kg	\$ _____

**Standing Offer Option Period 1****Approx October 1, 2013 - September 30, 2014****Full Truckload:****Firm Prices include all shipping, delivery, offloading, ect for the Following:****Potassium Acetate:**

Full Truckload = 18,000 kg or more

	U of I	Estimated Usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

**Potassium Acetate:**

Full Truckload = 13 totes or more

	U of I	Estimated usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

**Sodium Formate:**

Full Truckload = 18 sacks or more

	U of I	Estimated Usage	Unit Price	Extended Total
Borden	Kg	1,000	\$ _____	\$ _____
Gagetown	Kg	1,000	\$ _____	\$ _____
Edmonton	Kg	1,000	\$ _____	\$ _____
Petawawa	Kg	1,000	\$ _____	\$ _____
Valcartier	Kg	1,000	\$ _____	\$ _____
St-Hubert	Kg	1,000	\$ _____	\$ _____
Bagotville	Kg	20,000	\$ _____	\$ _____
Cold Lake	Kg	15,000	\$ _____	\$ _____
Trenton	Kg	1,000	\$ _____	\$ _____
Gander	Kg	2,000	\$ _____	\$ _____
Greenwood	Kg	10,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____

Solicitation No. - N° de l'invitation

ET959-130440/A

Amd. No. - N° de la modif.

003

Buyer ID - Id de l'acheteur

wpg070

Client Ref. No. - N° de réf. du client

ET959-130440

File No. - N° du dossier

WPG-2-35044

CCC No./N° CCC - FMS No/ N° VME

Comox	Kg	0	\$	
Halifax	Kg	1,000	\$	

**The total costs provided in these tables are for FULL TRUCKLOADS and incorporate delivery charges to these identified sites.**

**GST is extra and should be recorded on a separate line of the resulting invoice.**

#### **Patrial Truckload:**

**Firm Prices include all shipping, delivery, offloading, ect for the Following:**

Potassium Acetate:

Partial Truckload = 17,999 Kg or less

	U of l	Unit Price	Extended Total
Bagotville	Kg	\$	
Cold Lake	Kg	\$	
Trenton	Kg	\$	
Greenwood	Kg	\$	
Winnipeg	Kg	\$	
Comox	Kg	\$	

#### **Potassium Acetate:**

Partial Truckload = 1 - 12 totes

	U of l	Unit Price	Extended Total
Bagotville	Kg	\$	
Cold Lake	Kg	\$	
Trenton	Kg	\$	
Greenwood	Kg	\$	
Winnipeg	Kg	\$	
Comox	Kg	\$	

#### **Sodium Formate:**

Partial Truckload = 1 - 17 sacks

	U of l	Unit Price	Extended Total
Borden	Kg	\$	
Gagetown	Kg	\$	
Edmonton	Kg	\$	
Petawawa	Kg	\$	
Valcartier	Kg	\$	
St-Hubert	Kg	\$	
Bagotville	Kg	\$	
Cold Lake	Kg	\$	
Trenton	Kg	\$	
Gander	Kg	\$	
Greenwood	Kg	\$	
Winnipeg	Kg	\$	
Comox	Kg	\$	
Halifax	Kg	\$	

**Material Only Costs Firm Pricing for the Following:**



**Potassium Acetate:**

	U of I	Unit Price
	Kg	\$ _____

**Sodium Format:**

	U of I	Unit Price
	Kg	\$ _____

**Standing Offer Option Period 2****Approx October 1, 2014 - September 30, 2015****Full Truckload:****Firm Prices include all shipping, delivery, offloading, ect for the Following:****Potassium Acetate:**

Full Truckload = 18,000 kg or more

	U of I	Estimated Usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

**Potassium Acetate:**

Full Truckload = 13 totes or more

	U of I	Estimated usage	Unit Price	Extended Total
Bagotville	Kg	90,000	\$ _____	\$ _____
Cold Lake	Kg	30,000	\$ _____	\$ _____
Trenton	Kg	35,000	\$ _____	\$ _____
Greenwood	Kg	15,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	15,000	\$ _____	\$ _____

**Sodium Formate:**

Full Truckload = 18 sacks or more

	U of I	Estimated Usage	Unit Price	Extended Total
Borden	Kg	1,000	\$ _____	\$ _____
Gagetown	Kg	1,000	\$ _____	\$ _____
Edmonton	Kg	1,000	\$ _____	\$ _____
Petawawa	Kg	1,000	\$ _____	\$ _____
Valcartier	Kg	1,000	\$ _____	\$ _____
St-Hubert	Kg	1,000	\$ _____	\$ _____
Bagotville	Kg	20,000	\$ _____	\$ _____
Cold Lake	Kg	15,000	\$ _____	\$ _____

Trenton	Kg	1,000	\$ _____	\$ _____
Gander	Kg	2,000	\$ _____	\$ _____
Greenwood	Kg	10,000	\$ _____	\$ _____
Winnipeg	Kg	10,000	\$ _____	\$ _____
Comox	Kg	0	\$ _____	\$ _____
Halifax	Kg	1,000	\$ _____	\$ _____

**The total costs provided in these tables are for FULL TRUCKLOADS and incorporate delivery charges to these identified sites.**

**GST is extra and should be recorded on a separate line of the resulting invoice.**

#### **Patrial Truckload:**

**Firm Prices include all shipping, delivery, offloading, ect for the Following:**

Potassium Acetate:

Partial Truckload = 17,999 Kg or less

	U of I	Unit Price	Extended Total
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____

#### **Potassium Acetate:**

Partial Truckload = 1 - 12 totes

	U of I	Unit Price	Extended Total
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____

#### **Sodium Formate:**

Partial Truckload = 1 - 17 sacks

	U of I	Unit Price	Extended Total
Borden	Kg	\$ _____	\$ _____
Gagetown	Kg	\$ _____	\$ _____
Edmonton	Kg	\$ _____	\$ _____
Petawawa	Kg	\$ _____	\$ _____
Valcartier	Kg	\$ _____	\$ _____
St-Hubert	Kg	\$ _____	\$ _____
Bagotville	Kg	\$ _____	\$ _____
Cold Lake	Kg	\$ _____	\$ _____
Trenton	Kg	\$ _____	\$ _____
Gander	Kg	\$ _____	\$ _____
Greenwood	Kg	\$ _____	\$ _____
Winnipeg	Kg	\$ _____	\$ _____
Comox	Kg	\$ _____	\$ _____

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003

File No. - N° du dossier

WPG-2-35044

Buyer ID - Id de l'acheteur

wpg070

CCC No./N° CCC - FMS No/ N° VME

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Halifax	Kg	\$_____	\$_____
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**Material Only Costs Firm Pricing for the Following:**

**Potassium Acetate:**

	U of I	Unit Price
	Kg	\$_____

**Sodium Format:**

	U of I	Unit Price
	Kg	\$_____

Refer to Page     at **Annex C “CONSENT TO A CRIMINAL RECORDS VERIFICATION”** and amend as follows:

**Delete:** In its entirety.

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.**