

**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

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

<b>Title - Sujet</b> REGIONAL MASTER STANDING OFFER	
<b>Solicitation No. - N° de l'invitation</b> E60LM-110016/B	<b>Date</b> 2012-03-21
<b>Client Reference No. - N° de référence du client</b> E60LM-110016	<b>Amendment No. - N° modif.</b> 006
<b>File No. - N° de dossier</b> lm001.E60LM-110016	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SLM-001-59463	
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale 2012-02-27	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-03-28</b>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Jiang, Kevin	<b>Buyer Id - Id de l'acheteur</b> lm001
<b>Telephone No. - N° de téléphone</b> (819) 956-3857 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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>Yes - Oui</b>	<b>No - Non</b>
<b>Accusé de réception requis</b>	<input type="checkbox"/>	<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>		

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## Revision 006

This revision 006 is to modify the following and to provide questions and answers.

### 1. Revision 004 Annex "B" - Basis of Payment

**Delete:** Annex "B" in its entirety.

**Insert:**

**Annex "B"**  
**Basis of Payment**  
**Initial Period**  
**For the period from April 1, 2012 to March 31, 2015**

Prices quoted are firm for the period of the Standing Offer. The rates submitted are to be inclusive of all fees and expenses for the full terms of the Standing Offer. Rates exclude GST/HST.

- |    |  |  |
|----|--|--|
| 1. | <u>STORAGE</u><br>(all inclusive, including provision of reports)<br>Storage to be charged on the following basis: <ul style="list-style-type: none"> <li>• actual cubic feet: goods received less goods removed.</li> <li>• actual number of days: full monthly charge for 30 days,<br/>prorated monthly charge for less than 30 days.</li> </ul> | \$__ /monthly/<br>cubic foot                                   |
| 2. | <u>WAREHOUSING HANDLING CHARGES</u><br>(domestic crating and international crating excluded)   | \$__ /hourly rate<br>(charged on a<br>fifteen minute segment.) |
|    | <u>WAREHOUSING HANDLING OVERTIME</u><br>(domestic crating and international crating excluded)  | \$__ /hourly rate<br>(charged on a<br>fifteen minute segment.) |
| 3. | <u>DOMESTIC CRATING and/or INTERNATIONAL CRATING</u><br>(including material and labor)   | \$__ /cubic foot   |
| 4. | <u>TRANSPORTATION</u><br>i) Local delivery<br>(one person and one vehicle)   | \$__ /hourly rate  |
|    | ii) Extra person   | \$__ /hourly rate  |
| 5. | <u>THIRD PARTY SERVICES</u><br>(only including postage, envelopes,<br>and out-of-town transportation)  | at cost plus __% markup<br>( 5% at maximum)                    |
| 6. | <u>TAKING PHYSICAL INVENTORY</u><br><u>AS REQUESTED BY THE IDENTIFIED USER</u>   | \$__ /hourly rate  |

Solicitation No. - N° de l'invitation

E60LM-110016/B

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

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Amd. No. - N° de la modif.

006

File No. - N° du dossier

1m001E60LM-110016

Buyer ID - Id de l'acheteur

1m001

CCC No./N° CCC - FMS No/ N° VME

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**Annex "B"**

**Basis of Payment**

**Option Year 1**

**For the period from April 1, 2015 to March 31, 2016**

Prices quoted are firm for the period of the Standing Offer. The rates submitted are to be inclusive of all fees and expenses for the full terms of the Standing Offer. Rates exclude GST/HST.

1. STORAGE \$\_\_ /monthly/  
cubic foot  
(all inclusive, including provision of reports)  
Storage to be charged on the following basis:
  - actual cubic feet: goods received less goods removed.
  - actual number of days: full monthly charge for 30 days,  
prorated monthly charge for less than 30 days.
  
2. WAREHOUSING HANDLING CHARGES \$\_\_ /hourly rate  
(domestic crating and international crating excluded) (charged on a  
fifteen minute segment.)  
  
WAREHOUSING HANDLING OVERTIME \$\_\_ /hourly rate  
(domestic crating and international crating excluded) (charged on a  
fifteen minute segment.)
  
3. DOMESTIC CRATING and/or INTERNATIONAL CRATING \$\_\_ /cubic foot  
(including material and labor)
  
4. TRANSPORTATION  
i) Local delivery \$\_\_ /hourly rate  
(one person and one vehicle)  
  
ii) Extra person \$\_\_ /hourly rate
  
5. THIRD PARTY SERVICES at cost plus \_\_% markup  
(only including postage, envelopes, ( 5% at maximum)  
and out-of-town transportation)
  
6. TAKING PHYSICAL INVENTORY  
AS REQUESTED BY THE IDENTIFIED USER \$\_\_ /hourly rate

**Annex "B"****Basis of Payment****Option Year 2****For the period from April 1, 2016 to March 31, 2017**

Prices quoted are firm for the period of the Standing Offer. The rates submitted are to be inclusive of all fees and expenses for the full terms of the Standing Offer. Rates exclude GST/HST.

- |    |   |  |
|----|---|--|
| 1. | <u>STORAGE</u><br>(all inclusive, including provision of reports)<br>Storage to be charged on the following basis:  | \$___/monthly/<br>cubic foot                                   |
|    | <ul style="list-style-type: none"> <li>• actual cubic feet: goods received less goods removed.</li> <li>• actual number of days: full monthly charge for 30 days,<br/>prorated monthly charge for less than 30 days.</li> </ul> |  |
| 2. | <u>WAREHOUSING HANDLING CHARGES</u><br>(domestic crating and international crating excluded)  | \$___/hourly rate<br>(charged on a<br>fifteen minute segment.) |
|    | <u>WAREHOUSING HANDLING OVERTIME</u><br>(domestic crating and international crating excluded)   | \$___/hourly rate<br>(charged on a<br>fifteen minute segment.) |
| 3. | <u>DOMESTIC CRATING and/or INTERNATIONAL CRATING</u><br>(including material and labor)  | \$___/cubic foot   |
| 4. | <u>TRANSPORTATION</u>   |  |
|    | i) Local delivery<br>(one person and one vehicle)   | \$___/hourly rate  |
|    | ii) Extra person  | \$___/hourly rate  |
| 5. | <u>THIRD PARTY SERVICES</u><br>(only including postage, envelopes,<br>and out-of-town transportation)   | at cost plus ___% markup<br>( 5% at maximum)                   |
| 6. | <u>TAKING PHYSICAL INVENTORY</u><br><u>AS REQUESTED BY THE IDENTIFIED USER</u>  | \$___/hourly rate  |

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1m001

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## 2. Questions and Answers

### Question 1:

How can PWGSC determine what the maximum third party charges should be by putting a 5% cap on it. You require the offeror to have a computerized postage machine "ascent by Pitney Bowes" is what most people in this business have. This type of unit searches for the lowest price, certainly to the governments advantage whether it is Canada Post or any other carrier or transport service. The cost to have this is not the same for all of the offeror's . It is not fair to all offerors that PWGSC puts a fixed rate that all parties must comply with regardless of what their cost to provide this service is. Plus the fact that it takes the Government 3 to 4 months to pay their bills which really makes this totally unrealistic.

### Answer 1:

There is no change in the cap of 5% for item 5. THIRD PARTY SERVICES in Annex "B" Basis of Payment.

### Question 2:

Prorated Storage. Can you supply some information as to what percentage of the storage is in for less than 30 days? This is crucial information for any warehouse to determine what it's cost per cubic foot should be on a contract like this. The price per cubic foot will be much higher then what it should be if we are left guessing?

### Answer 2:

There is no information available as to what percentage of the storage is in for less than 30 days. There is no change in Item 1. STORAGE in Annex "B" Basis of Payment

**All other terms and conditions remain unchanged.**