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Public Works and Government Services / Travaux  
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Des Acquisitions Kingston  
86 Clarence Street, 2nd floor  
Kingston  
Ontario  
K7L 1X3  
Bid Fax: (613) 545-8067

**Revision to a Request for a Standing Offer**  
**Révision à une demande d'offre à commandes**

Regional Individual Standing Offer (RISO)  
Offre à commandes individuelle régionale (OCIR)

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 / Travaux  
publics et services gouvernementaux  
Kingston Procurement  
Des Acquisitions Kingston  
86 Clarence Street, 2nd floor  
Kingston  
Ontario  
K7L 1X3

<b>Title - Sujet</b> Ground Handling Service	
<b>Solicitation No. - N° de l'invitation</b> W0125-12T003/A	<b>Date</b> 2012-10-24
<b>Client Reference No. - N° de référence du client</b> W0125-2-T003	<b>Amendment No. - N° modif.</b> 002
<b>File No. - N° de dossier</b> KIN-2-38107 (620)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$KIN-620-5927	
<b>Date of Original Request for Standing Offer</b> <b>Date de la demande de l'offre à commandes originale</b> 2012-09-20	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-11-08</b>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Porter, Marta M.	<b>Buyer Id - Id de l'acheteur</b> kin620
<b>Telephone No. - N° de téléphone</b> (613) 547-7587 ( )	<b>FAX No. - N° de FAX</b> (613) 545-8067
<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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**Amendment 002 to Solicitation - Ground Handling Service****Questions from bidders with response back from Public Works and Government Services Canada.**

**Question 1:** In the RFP on page 10 of 35, MT3 states the following:

Resumes: The Offeror must provide with their offer, resumes of all proposed personnel (minimum 5 personnel plus an on-site supervisor for a total of six (6) personnel as per the Basis of Payment).

Resumes for all proposed personnel must clearly demonstrate experience on a minimum one (1) project within the past three (3) years (from the RFSO closing date) and where project is defined as providing ground handling services, specifically, washing and cleaning Hercules aircraft.

The restriction of "within the last 3 years" and "specifically washing and cleaning Hercules aircraft" does not allow for a fair and open completion. This limits the response to the RFP to only one, the incumbent. We request that the time be extended to at least 6 years and the project definition to washing and cleaning aircraft.

**Answer 1:** The time has been extended to read "within the past six (6) years" and the project definition has been amended to read "on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft". Please refer to the amended Mandatory Technical Criteria.

**Question 2:** In the RFP on page 10 of 35, MT2 states the following:

Company Profile: Offeror must provide with their offer, documentation to prove that the legal entity which is submitting the offer has performed a minimum of one (1) project within the past three (3) years from the RFSO closing date) and where project is defined as providing similar Ground Handling services specifically washing and cleaning Hercules Aircraft.

If the company is providing the resumes of individuals whom have the expertise and the experience, why would the company require that as well? The services provided by the resources are the focus as they are providing the actual work and company is providing oversight and contract management. In order to make this a fair and open competition, we request that this MT2 be amended to read the following:

Company Profile: Offeror must provide a company profile to verify its knowledge of managing and performing the required services. Details of at least one (1) project undertaken in the last three (3) years must be submitted with the bid.

**Answer 2:** The Company Profile has been amended to read the following. Please refer to the amended Mandatory Technical Criteria:

"Offeror must provide with their offer, documentation to prove that the legal entity which is submitting the offer has managed and performed a minimum of four (4) full aircraft washes on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft within the past six (6) years (from the RFSO closing date)."

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**Question 3:**

Confirm if this contract is for both C-130 J model and Legacy E/H?

**Answer 3:**

The J is not included, however E and H model Hercs are included.

**Question 4:**

In order to provide the appropriate cleaning product, could you provide the approved list C-12-010-040/TR-021?

**Answer 4:**

The approved cleaning compounds are compounds conforming to MIL-C-85570 Type II or MIL-PRF-87937 Type II or III or IV. The Type used is dependant upon which area(s) of the aircraft is to be cleaned.

**Question 5:**

MT2 requires the company which is submitting the bid, to have 1 project within the past 3 years from the RFSO closing date, and where the project is defined as providing similar Ground Handling services, specifically washing and cleaning Hercules aircraft.

The entity bidding on this requirement is providing the resumes of individuals whom have the experience. The service is provided by the individual and the company is providing the contract vehicle for them to work. I request you remove the requirement of the company requiring experience in washing Hercules aircraft.

**Answer 5:**

The Company Profile has been amended to read the following. Please refer to the amended Mandatory Technical Criteria:

“Offeror must provide with their offer, documentation to prove that the legal entity which is submitting the offer has managed and performed a minimum of four (4) full aircraft washes on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft within the past six (6) years (from the RFSO closing date).”

**Question 6:**

MT3 requires the individual resumes to be submitted, need to have experience with 1 project in the last 3 years where project is defined as providing Ground Handling services, specifically washing and cleaning

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Hercules aircraft.

The current incumbent is the only company providing these services in Trenton in the past 3 years, which would mean that they are the only one that could respond. As this does not allow for a fair and open competition, I request that the the time be extended to at least 6 years, and the project definition to washing and cleaning aircraft.

**Answer 6:**

The time has been extended to read "within the past six (6) years" and the project definition has been amended to read "on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft". Please see the amended Mandatory Technical Criteria.

**Question 7:**

In the RFP, MT3 states the resumes submitted have to have experience with 1 project in the last 3 years where project is defined as providing ground handling services, specifically, washing and cleaning Hercules aircraft.

As there has only been 1 company providing these services in Trenton in the past 3 years, this requirement would mean that they are the only one that could respond. This does not allow for a fair and open competition. We request that the time be extended to at least 6 years and the project definition to washing and cleaning aircraft - not requiring only Hercules aircraft.

**Answer 7:**

The time has been extended to read "within the past six (6) years" and the project definition has been amended to read "on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft". Please see the amended Mandatory Technical Criteria.

**Question 8:**

In the RFP on page 10 of 35, MT2 requests the legal entity which is submitting the offer has performed a minimum of one (1) project within the past three (3) years from the RFSO closing date) and where project is defined as providing similar Ground Handling services specifically washing and cleaning Hercules Aircraft. Again, we request that the requirement be changed to washing and cleaning aircraft (not only Hercules) and that the timeframe be extended to at least 6 years.

**Answer 8:**

The Company Profile has been amended to read the following. Please refer to the amended Mandatory Technical Criteria:

"Offeror must provide with their offer, documentation to prove that the legal entity which is submitting the offer has managed and performed a minimum of four (4) full aircraft washes on Hercules Aircraft or other

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multi-engine transport or multi-engine passenger aircraft within the past six (6) years (from the RFSO closing date).”

**Question 9:**

During the site visit it was stated that DND would be responsible for bringing the aircraft into the hanger for washing.

The RFP, Annex D labelled Insurance Requirement paragraph 1 states: the contractor is required to have automobile insurance. If the contractor is not going to be involved with the aircraft movement why would the contractor require automobile insurance?

**Answer 9:**

Automobile Insurance is required if the contractor comes onto Canada's premises to perform his work with his own vehicle. It is not restricted only to aircraft movement to the hangar.

**Question 10:**

During the site visit it was stated that DND would be providing the chemicals/soap to washing the aircraft which is controlled by DND in the boiler room. In the RFP page 23 of 35 paragraph 4.3.1, it states the contractor would be providing the chemicals.

Can you confirm that the contractor will not be providing the chemicals?

**Answer 10:**

The soap at 1 hanger is not necessarily the correct soap for the Hercules CC130. The contractor will insert the soap approved for CC130 use. Storage space will be provided.

**Amendment 002 is also being raised to amend the following:**

**REFER:** PART 4-Evaluation Procedures and Basis of Selection,1.1 Technical Evaluation, 1.1.1 Mandatory Technical Criteria

**DELETE:** In its Entirety

**INSERT:** PART 4-Evaluation Procedures and Basis of Selection,1.1 Technical Evaluation, 1.1.1 Mandatory Technical Criteria

Failure to meet any of the following mandatory criteria at bid closing will render your submission non-responsive and it will be given no further consideration.

<b>Mandatory Technical Criteria</b>	
<b>MT1</b>	Provision of pricing as requested in Annex B, Basis of Payment.
<b>MT2</b>	<b>Company Profile:</b> Offeror must provide with their offer, documentation to prove that the legal entity which is submitting the offer has managed and performed a minimum of four (4) full aircraft washes (as defined in the Statement of Work) on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft within the past six (6) years (from the RFSO closing date).
<b>MT3</b>	<b>Resumes:</b> The Offeror must provide with their offer, resumes of all proposed personnel (minimum 5 personnel plus an on-site supervisor for a total of six (6) personnel as per the Basis of Payment).  Resumes for all proposed personnel must clearly demonstrate experience on a minimum of four (4) full aircraft washes (as defined in the Statement of Work) on Hercules Aircraft or other multi-engine transport or multi-engine passenger aircraft within the past six (6) years (from the RFSO closing date).

**REFER:** Annex "A"-Statement of Work, 3.0 General Requirements, 3.2 Location of Work Site, Section 3.2.3

**DELETE:** In its Entirety

**INSERT:** Annex "A"-Statement of Work, 3.0 General Requirements, 3.2 Location of Work Site, Section 3.2.3

Specified work is to be carried out in 1 Hanger, Bay 1 on the north side of Highway #2.

**This amendment is also issued to reflect the change from Eastern Daylight Savings Time (EDT) to Eastern Standard Time (EST) on November 4th, 2012.**

**If your tender has already been forwarded and you wish to revise same, this revision should be faxed and reach the bid receiving area before the closing date. The tender number and the closing date are to be shown on the first page of your fax.**