

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

SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION

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

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

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Marine Machinery and Services / Machineries et
services maritimes
11 Laurier St. / 11, rue Laurier
6C2, Place du Portage
Gatineau
Québec
K1A 0S5

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| Title - Sujet BUOY TENDING SERVICES | |
| Solicitation No. - N° de l'invitation FP999-130002/A | Amendment No. - N° modif. 004 |
| Client Reference No. - N° de référence du client FP999-130002 | Date 2013-12-02 |
| GETS Reference No. - N° de référence de SEAG PW-\$\$ML-016-23986 | |
| File No. - N° de dossier 016ml.FP999-130002 | CCC No./N° CCC - FMS No./N° VME |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-12-06 | |
| Time Zone Fuseau horaire Eastern Daylight Saving Time EDT | |
| F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/> | |
| Address Enquiries to: - Adresser toutes questions à: Wilkie, Neil | Buyer Id - Id de l'acheteur 016ml |
| Telephone No. - N° de téléphone (819) 956-0579 () | FAX No. - N° de FAX (819) 956-0897 |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: | |

Instructions: See Herein

Instructions: Voir aux présentes

| | |
|--|--|
| Delivery Required - Livraison exigée | Delivery Offered - Livraison proposée |
| Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur | |
| Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur | |
| Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie) | |
| Signature | Date |

Solicitation No. - N° de l'invitation

FP999-130002/A

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

FP999-130002

Amd. No. - N° de la modif.

004

File No. - N° du dossier

016mlFP999-130002

Buyer ID - Id de l'acheteur

016ml

CCC No./N° CCC - FMS No/ N° VME

This amendment 004 is raised to provide answers to questions submitted by interested parties.
See attached PDF document.

Canadian Coast Guard Alternate Service Delivery of Aids to Navigation Initiative Questions and Answers following the Industry Days

| Q# | Questions | Answers |
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| 1 | What are the insurance requirements for contractors? | It is expected that there will be no prescribed requirement for insurance; however, the contractor is advised to discuss this with their insurance company to determine if insurance coverage is advisable and what level of insurance is appropriate. |
| 2 | What liabilities does the contractor have in the event of an incident/accident associated with a buoy in his contract area? | Financial liability will be limited to the total value of the contract e.g. for a contract which is 5 years long with 2 options for an additional year and the annual value is \$10,000, the maximum liability would be \$50,000 for the first 5 years, \$60,000 during the first option year and \$70,000 during the second option year. |
| 3 | Regarding required response times shown in Annex.A, SOW (statement of work), what if there are factors outside the contractor's control, for example poor water conditions due to weather or a delay caused by waiting for Coast Guard to provide replacement equipment, will the contractor still have to meet the times indicated? | The required response times shown in the Letter of Interest Annex A document (Section 6.2.1) assume that the contractor is able to obtain replacement materials and safely travel to the buoy location to complete the work - if there are situations outside the contractor's control such as unsuitable weather conditions or material delays caused by Coast Guard, adjustments will be made to the target response time. |
| 4 | Regarding required response times shown in Annex.A, SOW (statement of work), is the required maximum response time(e.g. 4 days) calendar days or business days? | Calendar days |
| 5 | Are Fishing vessels suitable for buoy tending? Are any current contractors using Fishing Vessels? If a Fishing Vessel is already certified, does it need additional or separate certification to do buoy tending? | Fishing vessels may be suitable for buoy tending operations and there are already many Fishing vessels on the east coast that perform buoy tending operations for Coast Guard under contract. Fishing Vessel certification is different than certification as a commercial vessel - once a Fishing Vessel is used commercially on operations other than fishing, other regulations apply to it and the vessel must meet these. It is possible for a vessel to have dual usage and dual certification. |
| 6 | Sect. 4 of the SOW states: " <i>Proof of ownership of vessels to be used, or written permission for their use on a 24 hour, 7 days per week basis, from the owner during the life of the contract</i> " - as the response time is 4 or 6 days, this could be an impediment for someone who wants to lease or subcontract to someone else as the vessel owner may want some flexibility. | Coast Guard will review this requirement and, if revised, will update it in the Request for Proposal (RFP) documents used for tendering in December. |

**Canadian Coast Guard Alternate Service Delivery of Aids to Navigation Initiative
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| 7 | Is a "roll-over" (stability) test or assessment mandatory? | No, not for everyone. Please refer to Transport Canada, Marine Safety webpage or contact a Transport Canada office. |
| 8 | Is there a mandatory requirement for "limited master" certification? | Vessel manning and Crew Qualifications are prescribed by Transport Canada and depend on a variety of factors such as the size and type of vessel and location of work (e.g. near coastal, sheltered waters etc.). Refer to Transport Canada, Marine Safety webpage or contact a Transport Canada office. |
| 9 | If we previously had a stability assessment done for our vessel, do we need to get another one so we can bid? | If the previous assessment was based on buoy tending operations and there has been no change in conditions e.g. same weigh of anchor being lifted etc., then the stability assessment should be adequate. |
| 10 | I am a contractor who currently holds a contract with Coast Guard in the Maritimes and I'm interested in continuing in this work. I understand that the Request for Proposal will be posted online but I don't have a computer - can I be notified and receive the documents in the mail as happened before? | Coast Guard is in communication directly with current contractors to ensure they will continue to have access to this information. If you are not a current contractor and wish to receive a paper copy of the Request for Proposal, please call 613-301-0059 or mail your request to the attention of Joelle Pilon at 200 Kent Street, Ottawa, ON K1A 0E6. |
| 11 | I am a contractor who currently holds a contract with Coast Guard in the Maritimes and I'm interested in continuing in this work. Can I find out which contracts expire in 2014? | This information will be included in the Request for Proposal (RFP) documents used for tendering in December which will be posted at the buyandsell webpage. |
| 12 | For Letter of Interest costing submission (S-2), are outages paid separately from the main contract at the hourly rate? | No, Outages are to be costed as a fixed item. At the Request for Proposal stage in December 2013, historical outage records will be provided for each contract zone. In the Letter of Interest only one outage history was provided, as an example. If providing costs for outage response at the Letter of Interest stage, please provide assumptions e.g. assumed 5 outages which involve 30 hours of 'on-water' work. |
| 13 | For Letter of Interest costing submission (S-2) Coast Guard is asking for a 1 year cost estimate for planned servicing, which is the replacement of moorings which occurs every 5 years (Central & Arctic Region) - will we assume that 20% of them will be done in 2014? what if they have already been done before the contract is awarded? | The Letter of Interest costing submission is understood to be a 'best guess' estimate which will assist Coast Guard in planning for the Request for Proposal stage. Please assume that 20% of the mooring replacements will be done each year for this exercise. Actual mooring replacement schedules will be provided in the Request for Proposal documentation which is more detailed than information provided in the Letter of Interest documentation. |

Canadian Coast Guard Alternate Service Delivery of Aids to Navigation Initiative Questions and Answers following the Industry Days

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| 14 | For the Request for Proposal will the contractor have to bid on all the contract areas in one region? | No, a contractor can bid on one or more or all contract areas in a region or nationally. |
| 15 | What is the schedule for replacement of moorings (planned servicing) in each contract area? | Detailed mooring replacement schedules will be provided in the Request for Proposal documentation which is more detailed than information provided in the Letter of Interest documentation. |
| 16 | Does the mooring replacement work ("planned servicing") have to be done 20% a year or once every 5 years (for Central & Arctic)? | For a Coast Guard Base or depot's area of operation, the replacement is 20% a year (in the Great Lakes sector of Central & Arctic Region which includes all of Ontario). As Coast Guard is funded to replace the material at this rate, it's not possible to make a major change to this such as replacing 100% in one year. Note that the same principle applies to other parts of the country which have different cycles e.g. 25% each year on the west coast. |
| 17 | If we haven't been involved in buoy tending before how can we establish an hourly rate or other cost estimates that you're asking for? | The Letter of Interest costing submission is understood to be a 'best guess' estimate which will assist Coast Guard in planning for the Request for Proposal stage. You can include any assumptions you make or note that your estimates are based on preliminary timeframes for the work. |
| 18 | For the Letter of Interest feedback, is Canadian Coast Guard (CCG) asking for feedback on the structure and size of the contract areas? If I am interested in doing a smaller number of buoys in my area than is shown in the Letter of Interest can I submit this? | Yes, Coast Guard is asking for feedback on the structure of the contract area. If you are interested in a smaller number of buoys, please provide this as a suggestion for a smaller contract area. If revisions to contract areas are not received the same ones will be used for the Request for Proposal stage - please note that the Coast Guard will first consider the bids that will include one or more complete contract area. Should there be no bids for a full contract area, we will consider the other bids. |

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| 19 | Networking to get to know smaller players so that industry can contact them for subcontracting would be useful - can Canadian Coast Guard (CCG) provide the list of companies that currently have a contract for buoy tending; also, can Coast Guard provide the list of companies or individuals who have expressed interest in this new opportunity? | Existing contracts with values over \$10,000 are published on Department of Fisheries and Oceans Canada (DFO)'s internet page as part of regulated disclosure, the information includes the name of the contractor; these can be found at http://www.dfo-mpo.gc.ca/pd-cp/index_e.asp ; note that the code for buoy tending work is 4464. With regards to providing a list of company name(s) that might be interested in bidding on this project, the Crown cannot directly comply with this request. The Privacy Act of Canada requires Public Works and Government Services Canada (PWGSC) to respect the privacy rights of Canadian companies by limiting the collection, use and disclosure of corporate information without their personal consent. However, what Canada intends to do for coordination and help of small businesses is to provide access to the ASD Inquiries email for the following process- "If a contractor wishes to communicate with another contractor, they will be invited to contact Canada via email (ASD Buoy Inquiry email) and give Canada their coordinates that we would transfer to the requested contractor (all that in privacy) and ask the contractor to communicate if they wish to do business together". The ASD Buoy Inquiry e-mail address is ASD_Buoy_Inquiries@DFO-MPO.GC.CA . This process is strictly voluntary. |
| 20 | As the Maritimes area has gone from 180 contract areas to 55 it would be helpful have a list that details the 55 areas and how many of the former contract areas are now integrated into the new areas as well as the end dates for these contracts. | Complete information for the relationship between new and old contract areas in the Maritimes will be included in the Request for Proposal to be issued in December. |
| 21 | Can Coast Guard provide the cost for them to currently complete this work where they carry it out themselves? | While Coast Guard tracks its cost to deliver programs by region and nationally this information is not available by contract area. |
| 22 | Can we get the history of what work is involved in each work area? E.g. at commissioning, how many buoys have to be retaped or repositioned etc.? | Information of this type and detail will be provided in the Request for Proposal (RFP) documents used for tendering in December which will be posted at the buyandsell webpage . |
| 23 | What kind of facility is required for lantern storage? | A storage facility which is dark and non-condensing (dry); temperature must be maintained above freezing. |

Canadian Coast Guard Alternate Service Delivery of Aids to Navigation Initiative Questions and Answers following the Industry Days

| Q# | Questions | Answers |
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| 24 | Define "secure" laydown area? What specifically does this include? | Area should be secured against theft of materials. If lanterns are stored, then a locked building should be provided. For larger materials such as chain, buoys and anchors, a flat area should be provided as well as a fenced lockable compound. |
| 25 | Will contractor get training in lantern use/care; and will contractor be provided with specialised equipment such as lantern programmer? | Initial familiarisation with lanterns will be provided by Coast Guard but it is expected that contractors will become familiar with the equipment by working with suppliers. Supply of specialised equipment such as lantern programmers is being assessed; information on this will be included in the Request for Proposal (RFP) documents used for tendering in December which will be posted at the buyandsell webpage. |
| 26 | How will the Request for Proposal deal with the issue of sparing, with regards to buoys, chains anchors and lanterns. Could the contractors get the buoys directly from the manufacturer? | Coast Guard will provide all materials to the contractor. |
| 27 | What equipment does a contractor need to use Canadian Coast Guard (CCG)'s mobile data system? | A PC computer (either desktop or laptop) running under Windows 7 or XP is required to use the mobile version of Coast Guard's data system. |
| 28 | I am a contractor who currently holds a contract with Coast Guard in the Maritimes and I'm interested in continuing in this work. The new contract areas Coast Guard is proposing are too big - fishers who are contractors will not have time to take on additional areas - will Coast Guard consider keeping the contract areas small so that fishers can continue to bid on the work? | Coast Guard is seeking input on this issue - detailed and specific information such as particular recommended contract areas and reasons for why these should be set up, is requested. Coast Guard will assess all information received. |
| 29 | Where are the six vessels that Coast Guard is decommissioning because of contracting out this work? Is it possible to rent or purchase one or more of them ? | The CCGS Tracy , CCGS Ile Saint-Ours , CCGS Traverse , CCGS Cove Isle and CCGS Caribou Isle are in Central and Arctic Region and the CCGS Harp is in Atlantic Region. For renting or purchasing a vessel, please see response to question number 57. |
| 30 | Will large buoys be contracted out in the future? | No for the moment. |

Canadian Coast Guard Alternate Service Delivery of Aids to Navigation Initiative Questions and Answers following the Industry Days

| Q# | Questions | Answers |
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| 31 | Does this initiative impact the existing relationship between the Harbour Authorities and Coast Guard in Newfoundland. | Harbour Authorities carry out buoy tending under contract for Coast Guard in some regions. Coast Guard is making some changes to contracts which previously existed: 1. Larger contract areas are being proposed 2. Longer contract terms are being proposed 3. Coast Guard is requiring that contractors with vessels which are less than 15GT must enrol in Transport Canada's 'Small Commercial Vessel Compliance Program' (known as the Blue Decal Program). |
| 32 | Can we have more time to bid? | No, as the timelines don't permit it. |
| 33 | What will happen to the information that we submit to Canadian Coast Guard (CCG) /PW for the Letter of Interest? | Coast Guard and Public Works and Government Services Canada (PWGSC) will use information received from interested parties to refine and improve the statement of work; in particular Coast Guard and Public Works and Government Services Canada (PWGSC) are interested in input related to: i) structure of contract areas, ii) length of contract period, and iii) comments on options related to storage and transportation of materials, as well as any other comments. Canadian Coast Guard (CCG) and Public Works and Government Services Canada (PWGSC) will not publish information received from companies, other than questions and answers which provide clarification on the initiative. |
| 34 | Will Canadian Coast Guard (CCG) require Bid Bonds, Performance Bonds or Labour Bonds? | No, these bonds will not be required. |
| 35 | Can we get examples of what the contract will look like ? (terms & conditions). | <i>Answer to come</i> |
| 36 | Are there established work procedures related to the deployment and retrieval of buoys ? | Refer to Appendix A.5 which provides some general guidelines on buoy handling. Vessel owners are expected to develop their own procedures as these vary widely depending on the type of equipment and method being used. |
| 37 | How are contractors to position buoys ? | Refer to Sect. 5 of Annex A - Differential Global Positioning (DGPS) is the primary positioning method; where this is not available, GPS in combination with another positioning method can be used. The information for positioning is provided to the contractor on the Buoy Data Card (see Appendix A.2 for an example of a Buoy Data Card. |

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| 38 | For the mooring inspection can the inspection be done by a diver rather than lifting the complete buoy assembly? This would reduce the maximum weight to be lifted. | Divers can complete work which doesn't require lifting of materials |
| 39 | If my vessel is certified in Europe, do I have to get a new certification in Canada? | First your ship needs to be registered in Canada. Then it has to be compliant with Canadian regulations. The regulations vary depending on the vessel size. Refer to Transport Canada, Marine Safety webpage or contact a Transport Canada office. |
| 40 | If I have never had my vessel inspected before how do I know if it meets the regulations? | If your vessel is over 15 GT it requires inspection, therefore we assume this question relates to a vessel less than 15 GT. Transport Canada's 'Small Vessel Compliance Program', otherwise known as the 'Blue Decal' Program is a self-check list which will guide the vessel owner in assessing whether the vessel is compliant with applicable regulations. |
| 41 | The TC Blue Decal Program is not fair. As it is self-checking program, and there is not much follow-up from TC, some contractors could use it and still not be compliant with the regulations. | Coast Guard is requiring enrolment in the Blue Decal Program as a mandatory minimum to bid - other assessment methods will be used to ensure that vessels being used are adequate. |
| 42 | Is it necessary to fill in these templates (S-1 and S-2)? If our company did not respond to the Letter of Interest, are we still allowed to respond to the Request for Proposal? It won't disqualify us? | It is not necessary to complete them and it is not a requirement for the Request for Proposal which is a separate process. |
| 43 | Are you including spars in the definition of buoys? | Yes, the scope is all buoys which are 1.4m diameter or less (spars included). |
| 44 | You were talking about outage response times. How often does Coast Guard fall outside those particular response times? | Coast Guard has targets for 'reliability' which measure an overall system (multiple buoys) operational availability and we meet these targets both regionally and nationally. From time to time there can be an individual outage which provides a challenge to address for reasons of remoteness or material shortage. Coast Guard strives to minimise these occasions. |
| 45 | Will you take the lowest bidder? | The Request for Proposal is a competitive process. All proposals will be assessed, the bidder who is technically compliant (i.e. meets all mandatory requirements) and has the lowest cost is normally awarded the contract. |

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| 46 | Do we have both choices (individual areas in full or just a few buoys within an area)? | At the Letter of Interest stage Coast Guard is seeking input on how to set up the contract areas - once we assess all the feedback we will revise the contract areas. At the Request for Proposal stage, bidders may make a proposal from one full contract area, on more than one full contract area or on all of the contract areas in there entirety. A bidder may also submit a proposal for only a specified number of buoys within a contract area, but please take note of the answer to question 18. |
| 47 | Will Canadian Coast Guard (CCG) provide us with a list of potential material suppliers or will Canadian Coast Guard (CCG) be responsible for providing the spares? | Coast Guard will provide all materials to the contractor. |
| 48 | Are year round buoys part of the contract ? | Yes they are part of the contract if there are 1.4 m or less. |
| 49 | When contract is awarded how does the contractor get paid? Once a year? | Twice a year, the contractor will submit an invoice after commissioning and another later in the year after decommissioning. |
| 50 | Regarding the steel to plastic buoy conversion, will Canadian Coast Guard (CCG) be managing the changes? | Yes, at the Request for Proposal stage, we will publish all the buoy conversion dates and all the contract areas affected by the changes. |
| 51 | Regarding SIPA, can I fill the reports in English or because it is Quebec, does it have to be in French? | As this is a contract with the Federal Government and we work in both official languages, you can fill out the form in the language of your choice. |
| 52 | Does each buoy have its own small GPS ? | No. This would require major investments and the Coast Guard isn't ready financially. |
| 53 | Can we use a zodiac to perform the replacement of a lantern? | Yes, any vessel that is compliant with applicable regulations can be used; in addition, applicable Health and Safety regulations will apply to the operation. |
| 54 | If a buoy is lost on shore and its counterweight or chain are worn out, what do we do with it? | Any materials which are known or suspected to be defective or worn out are to be returned to the Coast Guard depot. |
| 55 | Can a contractor do some contract areas himself and subcontract some others ? | It is the contractor's own decision - a contractor may be a sole contractor or can be in partnership with other vessel owners or may be a sub-contractor or prime contractor to another contractor. The key point is that all vessels, crew and operations involved in the work must comply with applicable regulations. |
| 56 | What is happening with the buoy tendering vessels of the Coast Guard ? | Six of the Coast Guard specialised buoy tendering vessels are being scheduled to be stopped. |

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| 57 | Will these vessels be sold to the buoy tending companies ? | If they are to be sold, they will be offered on the Crown government asset distribution Canada webpage, and will be sold to the highest bidder. |
| 58 | When will these vessels be available for sale? | Final scheduling is not available from Canadian Coast Guard (CCG) Fleet; it is anticipated that scheduling will become available sometime after the new buoy tending contracts are in place. |
| 59 | Can we have the specifications of those vessels? | Yes, detailed information is available on the vessels at Coast Guard's website at the 'Find a vessel' page; use the following vessel list to search for the information using the name or part of the name: CCGS COVE ISLE , CCGS CARIBOU ISLE , CCGS TRAVERSE , CCGS HARP , CCGS ILE SAINT-OURS and CCGS TRACY . |
| 60 | Why are we changing things? | Because this practice has proven to be efficient in the old Maritimes region and Canadian Coast Guard (CCG) is expanding this practice across Canada in a sustainable way. |
| 61 | What % of buoy work is currently contracted out in Coast Guard? | In Atlantic Region 90% is contracted, in Central & Arctic 7%, in Western region 51%. This represents the percentage of contracted out buoys which are 1.4m diameter or less, it does not include larger buoys. Regional boundaries are listed on Coast Guard's webpage www.ccg-gcc.gc.ca/eng/CCG/Home |
| 62 | What % of buoys is contracted to Harbour Authorities? | In Atlantic Region 10.3% is contracted to Harbour Authorities, in Central & Arctic region less than 1.3%, in Western region 0%. This represents the percentage of buoys already under contract. Regional boundaries are listed on Coast Guard's webpage www.ccg-gcc.gc.ca/eng/CCG/Home |

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| 63 | <p>For the scope of work option 1 where buoys are stored at Canadian Coast Guard (CCG)'s depot, do we have to unload and load the buoys or does Canadian Coast Guard (CCG) unload and load them?</p> | <p>If stored at the Canadian Coast Guard (CCG) depot Coast Guard would load the materials at the depot – the contractor (or designate) will be responsible for securing the load. The platform the contractor provides for transportation must be compliant with all applicable regulations, e.g. trailers must be roadworthy, suitable for carrying the loading of material onto trailers or marine vessels they believe to be unsafe. Unloading at Contractor's storage area would be completed by the contractor. Please note that what we are looking for with respect to this issue (storage / transportation) is feedback on all aspects of the 2 scenarios – transportation, costs, scheduling etc., so comments on other possible options are welcome.</p> |
| 64 | <p>Where you indicate that there are removable lanterns on the buoys that are removed for winter what are their sizes and weights?</p> | <p>Coast Guard uses lanterns from a variety of manufacturers such as Tideland, Sealite and Carmanah. Information on their products can be found on their webpage and model numbers will be provided in the request for proposal (RFP) documentation. As a guide, the diameter of the lanterns are normally 200 to 300 mm (9" to 10"), heights can vary from about 225 mm (9") to 400mm (16") and the units weights can vary from 2 kg (3 lbs) to 25 kg (55 lbs).</p> |

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| 65 | Annex A, page 3, Section 1.0, Option 2 refers to “materials... transported by Canadian Coast Guard (CCG) to Contractor’s secure storage area... during...contract.” What is the required size of this storage area? | <p>The size of storage area depends on the number of contract areas being considered i.e. the number of buoys, as well as the type of buoys. For example, an area that only has year round buoys needs minimal space for buoys as they are never removed from the water. For seasonal buoys which are lifted each year, storage is required for the buoy, the chain and the anchor. Dimensions for buoys are included in Appendices B and C. Indoor space is required for winter storage of lanterns (this applies to seasonal buoys only) – the space needs to be dry and dark; the number of lanterns to be removed is indicated on the applicable coversheet in Appendix C. Otherwise, space is needed for mooring materials (chain & fittings such as shackles etc.) supplied by Coast Guard to complete the mooring replacements each year (this is completed on year round buoys only - see Appendix C for the percentage of buoy moorings to be changed each year). Some space would be required for surplus material slated for disposal (damaged buoy or worn chain), this should be minimal.</p> |
| 66 | What format do we have to use for the S-3 form? | You can use any format. |