

**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**  
Special Projects/Projets Spéciaux  
11 Laurier St./11, rue Laurier  
Place du Portage/, Phase III  
Floor 10C1/Étage 10C1  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> RELOCATION SERVICES	
<b>Solicitation No. - N° de l'invitation</b> E60LM-110012/H	<b>Amendment No. - N° modif.</b> 006
<b>Client Reference No. - N° de référence du client</b> E60LM-110012	<b>Date</b> 2014-04-24
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$ZL-109-27473	
<b>File No. - N° de dossier</b> 109z1.E60LM-110012	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-05-13</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Stephen, Renee	<b>Buyer Id - Id de l'acheteur</b> 109z1
<b>Telephone No. - N° de téléphone</b> (819) 956-6973 ( )	<b>FAX No. - N° de FAX</b> (819) 956-2675
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

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Amendment 006 is raised to provide clarification and answers to received questions, and to extend the solicitation closing date to May 13, 2014 at 2:00 p.m.EDT.

Question 1:

1) Does the fuel surcharge apply to car carrier prices?

Answer 1:

As per Annex B - Basis of Payment; 3.1 & 3.2 (b), fuel surcharge applies to Tables 1(GAMS), 6 (PMV), & 10 (GAMS3PSP).

Question 2:

2) Does the HG&E FSC Calculator apply in addition to mileage rate?

Answer 2:

Fuel Surcharge is in addition to the bid rate; as per Annex B - Basis of Payment; 3.1 & 3.2 (b) fuel surcharge applies to Tables 1(GAMS), 6 (PMV), & 10 (GAMS3PSP).

Question 3:

3) Does vehicle rental costs apply in addition to the \$100 per day failure to respect the PMV TTG as specified in table 2 of Annex C, LD8

Answer 3:

No, the \$100/day replaces any charges for vehicle rental based on late delivery. Rental vehicle costs paid by the Van line to the member still apply for replacement vehicle while their vehicle is being repaired resultant from damage caused during the move.

Question 4:

4) After the 2 year fixed contract, how do we increase prices for the balance of the 4, 1 year term options.

a) NOTE: Many of the "long distance" moves are by Rail and as such we cannot control that part of the economics of the move. CPI will not cover the increased cost assessed to the car carriers by the railways.

b) Clarification is needed on the item above to be able to provide rates that can be utilized for potentially 6 years.

## Answer 4:

As per Annex B - Basis of Payment; 1.0 - General (f), PMV rates will be adjusted using the Economic Price Adjustment (EPA) Calculation.

If there is a significant increase in the cost of moves then the van lines may submit a business case for review by the IDC on any charges which are beyond their control in the long term and for which they may not be able to adequately forecast.

## Question 5:

5) On page 21 of 180 article 2.21 subsection c states "PMVs must be the family conveyance (not exceeding 20.80 cubic meters as defined in Annex E).

a) This cubic meter calculation eliminates a number of vehicles currently in the market. How will these vehicles be transported? There are vehicles that exceed this dimension that can be handled on conventional car carriers and or BI level rail cars. (example 2011 Dodge Ram 1500 4x2 Regular Cab Short Bed)

b) We would like to participate in those movements, however will not be able to within the restriction outlined above. Clarification needed.

## Answer 5:

Under Annex A - Statement of Work; Section 2 - Scope of Work (2.21 c)

## DELETE:

PMVs must be the family conveyance not exceeding (20.80 cubic meters as defined in Annex E);

## INSERT:

PMVs must be the family conveyance not exceeding 25 cubic meters;

The PMV Class table will be amended as follows. Any vehicle that does not correspond to one of the three PMV classes is the Shipper's responsibility.

Under Annex B - Basis of Payment; Section 2 - Service Rates (Table 5 to Annex B – PMV Classes)

## DELETE:

PMV Class	Description
Class 1	Passenger cars and SUV less than 152.146 cm (59.9 in)
Class 2	Truck or similar (Height is >152.146 cm (59.9 in)
Class 3	Large SUV/Truck (length + width is >723 cm (284.65 in) or Length is >558.8 cm (220 in)

INSERT:

PMV Class	Description
Class 1	Passenger cars less than 1.60M in height and max. 14 Cubic Meters (CBM)
Class 2	Truck or similar less than 2.0M in height and max. 17 CBM
Class 3	Large SUV/Truck up to ¾ tonne rating. Greater than 2.00M in height but not exceeding 2.13M. Max. 25 CBM.

Question 6:

6) Need to change page 21 of 180 article 2.21 subsection c which states

a) "PMVs must be the family conveyance (not exceeding 20.80 cubic meters as defined in Annex E).

b) It should read "PMVs must be the family conveyance and must not exceed 81 inches high"

c) The grids need to modified as per below:

Current:

PMV Class	Description
Class 1	Passenger cars and SUV less than 152.146 cm (59.9 in)
Class 2	Truck or similar (Height is >152.146 cm (59.9 in)
Class 3	Large SUV/Truck (length + width is >723 cm (284.65 in) or Length is >558.8 cm (220 in)

Proposed:

PMV Class	Description
Class 1	Passenger cars only less than 150.8125 cm (59.372 in) in Height
Class 2	Van/CUV/SUVTruck or similar. Height is >150.8125 cm but < 213.36 cm (> 59.375 but < 84.00 in) & Length is not greater that 530.352 cm (208.80 in).
Class 3	Van/CUV/SUVTruck or similar. Height is >150.8125 cm but < 213.36 cm (> 59.375 but < 84.00 in) & Length is greater that 530.352 cm (208.80 in).

Answer 6:

The PMV Class table has been amended as per answer to question 5.

Question 7:

Please Amend: 2.4 (F) If the independent mechanical inspection reveals that the damage claimed is not transport related, any associated costs will not be paid by the contractor/car carrier.

## Answer 7:

In the event of a mechanical damage which is not noticeable without putting the vehicle on a hoist or is not noticed at the time of completing the VCR (could be due to poor lighting, not washing, etc.). The shipper will report the issue within the prescribed time frame (2.21 H ii) and if the damage is move related, may add the cost of towing, inspection, etc. to the claim.

Under Annex E - HG&E Replacement Cost Protection and Personal Motor Vehicle Protection Coverage; Section 2 - Personal Motor Vehicles (PMV) Protection Coverage and Valuation (2.4f)

## DELETE:

When a PMV was operating normally at origin, the Contractor may be liable for any mechanical or electrical malfunction of the PMV such as malfunction of or damage to the engine, drive train, transmission, suspension or exhaust system even if no external damage or proof of abuse/mishandling is evident. Problems of this nature must be reported to the Contractor within 48 hours of delivery. In the event of a disagreement, the Contractor shall hire, at their own expense, a certified mechanic or an independent professional insurance adjuster to investigate the circumstances surrounding the damage.

## INSERT:

When a PMV was operating normally at origin, the Contractor may be liable for any mechanical or electrical malfunction of the PMV such as malfunction of or damage to the engine, drive train, transmission, suspension or exhaust system even if no external damage or proof of abuse/mishandling is evident. Problems of this nature must be reported to the Contractor within 2 business days of delivery. If the damage is assessed to be move-related by the mechanic, then all associated costs may be added to the claime (e.g. Towing, inspection, repair).

## Question 8:

8) Please Amend: 2.21 (H) ii the shipper has 24 hr (excluding weekend/holidays) to report any new damage not included on the day of delivery.

## Answer 8:

Geography requires that for some towns cities the shipper needs more time to locate a car wash if not cleaned before delivery and if necessary locate a mechanic to do an inspection.

The shipper needs 2 business days (excluding weekends/holidays) to have the vehicle checked and notice any damage. It can take time to get onto a hoist and some places may not work on certain days of the week.

Under Annex A - Statement of Work; Section 2 - Scope of Work (2.21h)

## DELETE:

Article in its entirety.

## INSERT:

h. Delivery: The Contractor shall:

- i. contact the Shipper to arrange delivery once the PMV has arrived at destination;
- ii. wash/clean the PMV prior to delivery. The vehicle shall be clean to enable the Shipper to perform the inspection.
- iii. inspect the PMV in the presence of the Shipper to compare the condition of the vehicle with the VCR prepared at origin. Any variations must be clearly annotated on the VCR and be signed by both the Shipper and the Contractor;
- iv. send copy of signed and dated VCR to the DTA within 5 business days after delivery; (this establishes the delivery date);
- v. advise the Shipper to report additional new damages not noted on the VCR on the day of delivery no later than two (2) business days after delivery (delivery is defined as when the vehicle is in the possession of the shipper or the shipper's representative)

such as:

- (1). Failure to wash a vehicle before delivery shall not preclude a claim when the vehicle is washed and reveals damage;
- (2). when unseen damage is found, such as undercarriage; and
- vi. provide starting assistance for non-running vehicles at the time of delivery to the Shipper (i.e. battery boosting).

## Question 9:

9) The language should have a "limitation on mileage < 10 km" added to the vehicle after delivery has occurred.

## Answer 9:

We have no way of knowing how far the vehicle may have to be driven to take to a car wash station (particularly in winter when it is not possible for the vehicle to be washed outside), or a mechanic for an inspection, particularly if a hoist is required.

## Question 10:

10) Does the fuel surcharge apply to car carrier prices, in addition to the mileage rate.

## Answer 10:

Please see answers to questions 1 and 2.

## Question 11:

11) Does vehicle rental costs apply in addition to the \$100 per day failure to respect the PVM TTG as specified in table 2 of Annex C LD8.

Answer 11:

Please see answer to question 3.

Question 12:

12) After the 2 year fixed contract, how do we increase prices for the balance of the 4-1 year term options. Many of our long distance moves are by Rail and as such we can not control that part of the economics of the move. CPI will not cover the increased cost assessed to the car carriers by the railways. We require clarification on how we can provide rates for potentially a total of 6 years.

Answer 12:

Please see answer to question 4.

Question 13:

13) On page 21 of 180 article 2.21 subsection c states "PMVs must be the family conveyance (not exceeding 20.80 cubic meters as defined in Annex E). How will these vehicles be transported. There are a number of vehicles that exceed this dimension that can be handled on conventional car carriers and or bi level rail cars. As such we would like to participate in those movements. (example 2011 Dodge Ram 1500 4x2 Regular Cab Short Bed). We suggest:

Need to change page 21 of 180 article 2.21 subsection c which states, PMVs must be the family conveyance (not exceeding 20.80 cubic meters as defined in Annex E) to read: "PMVs must be the family conveyance and must not exceed 81 inches high". In addition add to the current Class 3 PMV Description "not exceeding 205.74 cm in height (81 in)". This will allow us to participate in Large Truck moves that exceed 20.80 cubic meters as above.

Answer 13:

The PMV Class table has been amended as per answer to question 5.

Question 14:

14) Pages 12/13 of 74 under paragraph 5.6.1 Financial Evaluation and 5.6.2 Rate Table: both reference the "Surcharge for moves originating in the US" We believe these two reference should read:

"Surcharges for moves to/from or Intra-U.S" as per Table 2 and the subsequent BOP-3.6 reference.

Answer 14:

Noted, these will be amended as follows:

Under Attachment 1 to Part 3 - Presentation of Business Distribution Proposal; 5.6 Financial Evaluation (5.6.1)

DELETE:

Surcharge for moves originating in the United States

INSERT:

Surcharges for moves to/from or Intra-U.S

Under Attachment 1 to Part 3 - Presentation of Business Distribution Proposal; 5.6 Financial Evaluation (5.6.2)

DELETE:

Surcharge for moves originating in the US

INSERT:

Surcharges for moves to/from or Intra-U.S

Question 15:

15) Table 8 Storage-In-Van (SIV): This table appears to be missing from the Basis of Payment section of the contract.

Answer 15:

Please see Annex B - BoP; 2.4 - Storage in Van (SIV) Rate

Question 16:

16) Table 6 PMV Protection Coverage: This table appears to be missing from the Basis of Payment section of the contract.

Answer 16:

Please see Annex B - BoP; 2.5 - All-inclusive PMV Rates (b)

Question 17:

17) Section 2-Service Rates and All-Inclusive PMV Rates: to eliminate ambiguity and potential contract misinterpretation, may we suggest that wording to the effect of "any other services or materials that are required" be removed from the Basis of Payment section?

Answer 17:

Under Annex B - Basis of Payment; Section 2 - Service Rates (2.0 a)

DELETE:



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and any other service or materials that are required to prepare for the transport of the HG&E shipment;

Under Annex B - Basis of Payment; Section 2 - Service Rates (2.5 a)

DELETE:

and any other services that are required for the transport of the PMV that are not otherwise specified

Question 18:

18) How will the Government handle unsubscribed business if, after "round two", there is not 100% subscription to the business?

Answer 18:

If there is unsubscribed business after "round two" of the business distribution, the short-fall will be re-tendered.

Question 19:

19) 2.5 p - This statement should be removed as it suggests a process to handle services that are excluded from the SOW, thereby directly or inadvertently binding the Contractor to perform excluded services. There should not be a contractual directive related to anything already determined to be an exclusion to the Contract.

Answer 19:

Under Annex A - Statement of Work; Section 2 - Scope of Work (2.5 p)

DELETE:

p. provide quotes in writing to the shipper for any services excluded under this contract

INSERT:

p. provide quotes in writing to the shipper for any services excluded under this contract, if the Contractor agrees to provide the service. The Shipper must be advised that these services are not provided under the HGMS contract and the charges are the sole responsibility of the Shipper.

Question 20:

20) It is very possible that the Contractor will not have the fuel receipts available. If the unit is full prior to scaling, it easily could have been fueled prior to the load day, or by another agent crew member, or at a automated fueling station where the receipts are generally sent direct to the company. In addition, the receipt for fuel might not prove that the tanks are full as there would be no way to show how much fuel was in the tank before fueling took place. Visual inspection of the tank would likely be the only true way

to determine if the Contractor is compliant. Since 2.8.a ensures that the Contractor is compliant, 2.8.b does not seem warranted.

Answer 20:

This will remain unchanged; the QCI inspector can look at tanks and for fuel tickets. The Contractor has a sufficient amount of time to provide fuel tickets if needed.

Question 21:

21) Though we understand the need for a reweigh tolerance, there are a number of factors that impact a final scaled weight. The Contractor should not be triple penalized for variances outside the tolerance. We suggest leaving the tolerance rule and removing any associated monetary penalty and VI impact, we do accept being paid at the lower of the two scaled weights provided that there are no issues related to the scale operation outside of the Contractor's control.

Answer 21:

The reweight is the only tool available to prove to Auditor General that the proper weight is being paid. Monitoring has showed that there are continued issues with scaled weight which prevents moving to other methods of determining weight. Authorized scales have their weight independently checked by the provinces.

Under Annex C - Service Failures; Table 2 of Annex C – Liquidated Damages

DELETE:

SERVICE FAILURE		Monetary Imposition (and Value Index Impact)	REFERENCE
LD11	Exceeded allowable weight tolerance standard on re-weigh	\$2.00/lb variance and payment of scale charges (3)	Annex A 2.13 c

INSERT:

SERVICE FAILURE		Monetary Imposition (and Value Index Impact)	REFERENCE
LD11	Exceeded allowable weight tolerance standard on re-weigh	\$2.00/lb for the amount exceeding the allowed weight tolerance (reweight is less than the weight on the bill of lading) (3)	Annex A 2.13 c

Question 22:

22) Permitting supplemental and modified claims cause unnecessary settlement delays, and would impede customer satisfaction. Furthermore, it is difficult, if not impossible for an Underwriter to insure a

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Contractor with so many open-ended risks. Shipper should be limited to one claim submission within the 90 day period.

Answer 22:

The time-frame will remain unchanged. As per Annex A - Statement of Work; Section 2 - Scope of Work; articles 2.6, 2.18, and 2.19, the Contractor is required to provide services for which damages are documented. In cases where these services are not performed (e.g. unpacking, split shipment) then the shipper may need to submit more than one claim, as the loss or damage would not be immediately apparent.

Question 23:

23) What is considered a Move Order Challenge? Can this item be removed or rewritten to address a specific type of Move Order challenge?

Answer 23:

Annex A - Statement of Work; Rule 2 - Move Order Challenges (2.2) provides an opportunity for the Contractor to challenge information on the move order (e.g. distance vehicle class). It is not intended to address a particular type of move such as local or long haul or long term storage type of move.

Question 24:

24) Why are only some of the Basis of Payment Tables entitled to a possible increase or decrease related to CPI? Should all rates and rate tables be reflected in this section?

Answer 24:

The only two rates that are not subject to EPA and CPI are the Replacement Cost protection and the Vehicle Protection Cost. Canada expects that experience and careful handling of the HG & E and PMVs will reduce the claims against RCP and VP and should therefore not increase the RCP and VP rates. Proper training, higher service standards will reduce the risk of claims.

Under Annex B - Basis of Payment; Section 1 - General (1.0 f)

DELETE:

GAMS, SIT, SIV, LTS, Warehouse Handling, Cartage, PMV, and GAMS3PSP Rates:

INSERT:

GAMS, SIT, Warehouse Handling, Cartage, LTS, SIV, PMV, Hourly Rates, Surcharge for move to/from or Intra-US, Re-pack After Customs Inspection, and GAMS3PSP Rates:

Question 25:

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25) Since packing material and insurance costs can be drastically impacted by more than just general inflation, consideration should be given to increase rates if the Contractor provides supporting documentation.

Answer 25:

The contract has a provision for submission of a business case to show why the EPA is not sufficient to cover increased costs.

Question 26:

26) Will the \$100 per day for a delay in the delivery of a PMV be charged to the Contractor in addition to the vehicle rental costs that are provided to the Shipper? If so, this means that the Contractor (or its third party Car Carrier) is financially impacted 2 times and the Contractor's Value Index results and business share will also see a negative impact. Can the imposition of a Service Failure be removed since the Statement of Work clearly identifies the requirements to cover the Shipper's car rental costs for the duration of the delay?

Answer 26:

Please see answer to question 3.

Question 27:

27) After the initial two-year contract term, the Basis of Payment indicates that the PMV rates will increase or decrease based on the EPA formula. The application of this calculation does not fall in line with Car Carrier Industry standards causing difficulty in obtaining pre-determined rates schedules that meet the Government's requirements. Since the Contractor is required to provide PMV transportation as part of the contract, can the terms be amended to review the Car Carrier's potential cost changes after the second year?

Answer 27:

Please see answer to question 4.

Question 28:

28) article 2.21 subsection c mentions PMV size limits (e.g. not exceeding 20.80 cubic meters). How will vehicles that fall outside of this size be transported?

Answer 28:

Please see answer to question 5.

Question 29:

Solicitation No. - N° de l'invitation

E60LM-110012/H

Amd. No. - N° de la modif.

006

Buyer ID - Id de l'acheteur

109zl

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

E60LM-110012

File No. - N° du dossier

109zlE60LM-110012

CCC No./N° CCC - FMS No/ N° VME

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29) under Delivery 4.v. there is a requirement to send a copy of the signed and dated Vehicle Condition Report to the DTA within 5 business days after delivery. What is the need for this additional function when the VCR would normally be sent along with the move documents at the time of invoicing?

Answer 29:

Canada requires a copy to be sent to the DTA as the process for invoicing is different for each of the three IDC entities.

Question 30:

30) Do the required rate tables for the movement of PMV's need to include their applicable Fuel Surcharge or would the Fuel Surcharge Table also apply to the PMV rates?

Answer 30:

Please see answers to questions 1 and 2.

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