

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

LETTER OF INTEREST
LETTRE D'INTÉRÊT

Comments - Commentaires

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

Issuing Office - Bureau de distribution
Electrical & Electronics Products Division
11 Laurier St./11, rue Laurier
7B3, Place du Portage, Phase III
Gatineau, Québec K1A 0S5

Title - Sujet FIRE, SAFETY AND RESCUE EQUIPMENT	
Solicitation No. - N° de l'invitation E60HN-14FSRE/A	Date 2014-06-04
Client Reference No. - N° de référence du client E60HN-14FSRE	GETS Ref. No. - N° de réf. de SEAG PW-\$\$HN-334-65210
File No. - N° de dossier hn334.E60HN-14FSRE	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-06-20	
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: McLaughlin, Michael	Buyer Id - Id de l'acheteur hn334
Telephone No. - N° de téléphone (819) 956-3622 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	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	

**REQUEST FOR INFORMATION (RFI)
FIRE, SAFETY, RESCUE EQUIPMENT (FSRE) FOR PUBLIC WORKS AND
GOVERNMENT SERVICES (PWGSC) CLIENTS 2014**

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PART A: OBJECTIVES AND BACKGROUND

A1.0 PURPOSE

Canada is in the preliminary planning stages for the implementation of a new method of supply to facilitate the purchase of Fire, Safety and Rescue Equipment (FSRE), including those in Federal Supply Classes 4210 and 4240 respectively.

Prior to proceeding with the competitive process for the renewal of this commodity, PWGSC would like to solicit feedback from industry on how the procurement of this commodity can be improved.

Currently, PWGSC is looking at the benefits and challenges of the Supply Arrangement versus a Standing Offer method of supply for this commodity.

A2.0 OBJECTIVES OF THE RFI PROCESS

The purpose of this Request for Information (RFI) process is to provide information to industry regarding the requirement and to request interested parties to participate in consultation on the breadth and depth of the requirement.

The intent of the consultation process will be to share working draft documents with representatives from industry for input and/or for information purposes. Canada will consult with industry stakeholders regarding the following:

SECTION A : Introduction to Proposed Supply Arrangement Process

SECTION B : Method of Evaluation and Mandatory Criteria

SECTION C: Categories and Sub categories

SECTION D: Supplier Questions - Proposed Supply Arrangement Process

SECTION E: Introduction to the Current Standing Offer Agreement

SECTION F: Proposed Standing Offer Changes

SECTION G: Supplier Questions - Proposed Standing Offer

To that end, a list of questions has been provided at Sections "D" and "G", for your response. Note that the data requested is for information purposes only, and will allow Canada to determine the requirement based on supplier capability now and in the future. Quality of goods, cost-effectiveness and efficiency are critical to the success of the requirement.

A3.0 REQUIREMENTS DEFINITION

The information provided by Canada in this RFI is preliminary and may change. This RFI is not a bid solicitation nor will it be used to pre-qualify or otherwise restrict participation in the future competitive process. A contract will not result from this RFI.

A4.0 DEFINITIONS

Request for Information (RFI)	Request for Information (RFI) is used when the buyer is interested in receiving feedback from suppliers and may re-open or re-issue an opportunity as an open tender at a later day. RFIs may include attached documents.
Respondents	Respondents are any individual or entity that elects to provide a response to the Request for Information.
Supply Arrangement	<i>A Supply Arrangement is not a contract.</i> Supply arrangements include a set of predetermined mandatory conditions that will apply to bid solicitations and resulting contracts. They allow client departments to solicit bids from a pool of pre-qualified suppliers for specific requirements. This differs from standing offers that only allow client departments to accept a portion of a requirement already defined and priced.
Standing Offer	<i>A Standing Offer is not a contract.</i> It is an offer from a supplier to provide goods and/or services to clients at prearranged prices or pricing basis and under set terms and conditions for a specified period on an as-and-when requested basis. A separate contract is entered into each time a call-up is made against a Standing Offer. When a call-up is made, the terms and conditions are already in place and acceptance by Canada of the supplier's offer is unconditional. Canada's liability shall be limited to the actual value of the call-ups made within the period specified in the Standing Offer. There is no guarantee of work under the standing offer method of supply.

PART B: SUPPLIER SUBMISSION REQUIREMENTS**B1.0 SUBMISSION OF RESPONSES****B1.1 Number of Copies**

Responses may be submitted in either electronic version or in hard copy (**1 hard copy**).

B1.2 Location

Responses are not considered bids but, for expediency purposes, the PWGSC Bid Receiving Unit is the designated location where written responses shall be sent. However, electronic submissions are also acceptable and may be sent by email to the PWGSC Contracting Authority listed herein at Article B2.0.

Bid Receiving Unit
Public Works and Government Services Canada
Place du Portage
Level 0A1, Phase III
11 Laurier Street,
Gatineau, Québec K1A 1C9
Telephone: (819) 956-3370 Fax: (819) 997-9776

The Respondent's name, return address, RFI number and closing date should be clearly visible on the response. Responses to this RFI will not be returned.

B2.0 AUTHORITIES**B2.1 RFI Authority**

The Public Works Government Services Canada (PWGSC) RFI Authority is responsible for the management of the procurement and RFI process.

Michael McLaughlin

Electrical and Electronic Products Division
Acquisitions Branch, PWGSC
Place du Portage, Phase III, 7B3
11 Laurier Street
Gatineau, Québec K1A 0S5
Telephone: (819) 956-3622 Fax: (819) 953-4944
E-mail address: Michael.mclaughlin@tpsgc-pwgsc.gc.ca

B3.0 INDUSTRY RESPONSES

B3.1 Response Format

For ease of use and in order that the greatest value be gained from responses, Canada requests Respondents to follow the structure as detailed herein. There is no page limit on the information to be provided. Respondents are further requested to respond to the questions posted at Sections "D" and "G".

B3.2 Language of Response

Responses may be in English or French, at the preference of the respondent.

B3.3 Response Parameters

Respondents are reminded that this is an RFI and not an RFSO or RFSA and, in that regard, Respondents should feel free to provide their comments and/or concerns with their responses.

Canada reserves the right to seek clarifications from a Respondent for any information provided in response to this RFI, either by telephone, in writing or in person.

B3.4 Response Confidentiality

Respondents are requested to clearly identify those portions of their response that are proprietary. The confidentiality of each Respondent's response will be maintained. Items that are identified as proprietary will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the respondent do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all interested parties.

B3.5 One on One Sessions

In addition to submitting a written response, contractors are encouraged to schedule one-on-one sessions with the RFI Authority to discuss any questions that you might have with regards to the proposed RFSA/ RFSO process. Sessions will be held during the following time frames:

June 9th - June 20th 2014

Times will be allotted in one (1) hour increments and can be scheduled via teleconference or in person. Please contact the RFI authority via email to book.

SECTION A : Introduction to Proposed Supply Arrangement Process

What are Supply Arrangements?

A Supply Arrangement is a method of supply implemented by Public Works and Government Services Canada (PWGSC) to procure goods and services. Like Standing Offers, it is not a Contract and neither party is legally bound as a result of signing a Supply Arrangement alone.

Supply Arrangements include a set of predetermined mandatory criteria that will apply to bid solicitations and resulting contracts. They allow client departments to solicit bids from a pool (i.e source list) of pre-qualified suppliers for specific requirements.

When are supply arrangements used?

Supply Arrangements are used when goods or services are bought on a regular basis but when a standing offer is not suitable because of variables in the resulting call-ups (e.g when the commodity required cannot be adequately defined in advance). Individual requirements are procured competitively on an 'as-and-when' requested basis, which then results in a contract for goods.

Unlike Standing Offers, where unit pricing or percentage discounts are fixed for the duration of the S.O (up to 3 years), under a Supply Arrangement, competition occurs when a requirement is needed. As a result, supplier concerns over long term fixed pricing are alleviated.

How are Supply Arrangements issued?

Supply Arrangements are issued following a Request for Supply Arrangements (RFSAs) process. RFSAs are published on BuyandSell.gc.ca and suppliers who are interested in becoming eligible for individual bid solicitations under the Supply Arrangement are invited to submit a proposal to become pre-qualified suppliers. The list of pre-qualified suppliers is then used as a source list for procurement under the Supply Arrangement and only suppliers who are pre-qualified at the time of requirement are eligible to bid.

Types of Supply Arrangements

Supply Arrangements can be issued for national or regional use by departments or agencies. The geographic range and intended users are usually outlined in the Supply Arrangement.

Resulting Contracts from a Supply Arrangement

Client departments will be responsible for preparing contracts within the scope of the Fire, Safety and Rescue Equipment Supply Arrangement.

For requirements with an estimated value over \$25,200 and thus subject to the trade agreements, a Notice of Proposed Procurement (NPP) will be published on BuyandSell.gc.ca, to alert other potential suppliers to the opportunity to qualify and submit a bid for future Supply Arrangement requirements. The NPP does not authorize non-qualified bidders to provide a bid for current Supply Arrangement requirements, it only provides companies the opportunity to pre-qualify for future Supply Arrangement needs.

Supply Arrangements include a set of predetermined mandatory conditions that apply to subsequent bid solicitations and contracts. Only the client department's requirement, quantity and price will need to be determined.

Financial limitations

PWGSC will set the contracting limits for the client department as defined in the Supply Arrangement.

The proposed financial limitations under the Supply Arrangement are as follows:

- A) For specific requirements where the estimated value does not exceed \$500.00, bid solicitations may be directed by the Identified User (IU) to any one (1) or more of the Supply Arrangement holders within the specific Sub-category. This limit includes the Goods and Services or Harmonized Sales Tax and delivery charges.
- B) For specific requirements where the estimated value is between \$500.00 and \$25,200 bid solicitations are to be issued by the Identified User (IU) to a minimum of three (3) Supply Arrangement holders within the specific Sub-category. This limit includes the Goods and Services or Harmonized Sales Tax and delivery charges.
- C) For specific requirements where the estimated value is between \$25,200 and \$60,000 bid solicitations are to be issued by the Identified User (IU) to ALL Supply Arrangement holders within the specific Sub-category. The Identified User (IU) will also be required to post an NPP (Notice of Proposed Procurement) on BuyandSell.gc.ca for all requirements meeting this criterion for a minimum period of ten (10) days.
- E) The Supply Arrangement cannot be used for any requirement where the estimated value exceeds \$60,000 (all inclusive).

SECTION B : Mandatory Criteria and Method of Evaluation

Suppliers interested in being apart of the Fire, Safety and Rescue equipment Supply Arrangement will be invited to submit a proposal to become pre-qualified suppliers. In order for a bidder to pre-qualify under the Supply Arrangement, they will have to meet All of the following mandatory evaluation criterion:

Mandatory Criteria:

1) Out of the following 3 main categories: Fire, Safety and Rescue, a supplier must be capable of providing a minimum of 90% of all listed sub-categories in at least one (1) of the three (3) main categories.

Example: capable of providing 90% of all Fire related sub-categories (F-01, F-02, F-03, F-04, F-05, F-06) and/or 90% of all Safety related sub-categories (S-01, S-02, S-03, S-04, S-05, S-06, S-07, S-08, S-08, S-09, S-10,) and/or 90% of all Rescue related sub-categories (R-01, R-02, R-03, F-04).

2) Suppliers must provide a toll free telephone number.

3) Suppliers must provide a company Website.

4) The supplier's Website must be accessible in both English and French languages.

5) The Supplier's Website must possess either an online 'Product Search function' (i.e a search tool) or a web link(s) to all available online product catalogues. (Note: Users **MUST** be able to view/search for all available products via the company website.)

6) Suppliers must have physical regional representation in at least two (2) of the following six (6) regions of Canada. 'Physical regional representation' is defined as possessing either a branch, warehouse or office with at least one (1) employee physically and permanently located in the defined region.

1. Pacific Region (BC)
2. Western Region (AB, SK & MB)
3. Ontario Region
4. Quebec Region
5. National Capital Region
6. Atlantic Region (NB, PEI, NS, NFLD)

7) Suppliers must provide the name, address and contact information for each person(s) responsible for each region they wish to be considered. Suppliers will only be considered for issuance of a Supply Arrangement for regions in which they are physically located.

8) Suppliers must provide written authorization from each offered manufacturer, confirming that they are approved to distribute the manufacturer's product lines for each region they identify under mandatory criterion six (6).

9) Suppliers must comply with General Environmental Criteria (GEC). The Bidder must complete the following chart. It is mandatory that Bidders meet a minimum of four of the seven criteria listed.

Green practices within supplier's organization:	Insert a check mark for each criteria that is met
Promotes a paperless environment through directives, procedures and/or programs.	
All documents are printed double sided and in black and white for day to day business activity unless otherwise specified by your client.	
Paper used for day to day business activity has a minimum of 30% recycled content and has a sustainable forestry management certification.	
Utilizes environmentally preferable inks and purchase remanufactured ink cartridges or ink cartridges that can be returned to the manufacturer for reuse and recycling for day to day business activity.	
Recycling bins for paper, newsprint, plastic and aluminium containers available and emptied regularly in accordance with local recycling program.	
A minimum of 50% of office equipment has an energy efficient certification.	
Registered to ISO 14001 or has an equivalent environmental management system in place.	

10) For reasons of either extreme emergency or natural disaster, suppliers must provide the name, title and contact information for person(s) responsible for 24 hour emergency Sales/support. In the event that your organization does not have one (1) individual person responsible for such enquiries, a 24h emergency hotline number will also be acceptable.

Method of Evaluation:

In order for a bidder to pre-qualify under the Supply Arrangement, they will have to meet All ten (10) of the mandatory evaluation criteria. Once the evaluation process is complete and it has been determined that the supplier has met all 10 mandatory evaluation criteria, they will then be deemed compliant and pre-qualified under the Fire, Safety and Rescue Equipment Supply Arrangement per their represented region(s). This pre-qualification will then allow the supplier to compete for Fire, Safety and Rescue requirements for regions in which they are physically located.

Those Suppliers who fail to meet all 10 mandatory evaluation criteria and/or anyone else who might have missed the initial pre-qualification, will be allowed to try again at a later date, for inclusion under the Supply Arrangement. These additional opportunities to qualify will follow the same 10 mandatory criteria as outlined originally and will be posted on BuyandSell.gc.ca at a future date and time.

SECTION C : Categories and Sub-categories

Prior to proceeding with the renewal process, PWGSC has reviewed the content of Appendix “A” that forms part of the current system. This review has resulted in new editions to Appendix “A”. This Appendix “A” is intended to form part of the upcoming Request For Supply Arrangement or Standing Offer.

PWGSC invites Industry to review Appendix “A” and to supply PWGSC with names of Manufacturers that they believe should be removed, edited or added to a specific sub-category. For each new recommended Manufacturer, we require that supporting information be provided, such as a product description, and their website address, allowing us to validate that their line of business respects the intent of the Supply Arrangement or Standing Offer. In an effort to support PWGSC's Green initiative, paper product catalogues will not be accepted.

For each sub-category, there is a detailed product description under each heading:

Example :

<u>F-05</u>	<u>Ladders</u>
	Ridged ladders, expanding ladders, escape ladders, rope ladders, rolling ladders, dual sided ladders, telescopic ladders, ladder jacks, ladder bumpers, ladder mounts, ladder accessories.

This list is included to define types of products meant for inclusion under the sub-category. If your offered manufacturer's product is not identified under this general product description, then it does not fall under that particular sub-category and thus should not be suggested for inclusion.

FAILURE TO PROVIDE SUPPORTING DOCUMENTATION FOR EACH NEW ADDITIONAL MANUFACTURER WILL RENDER THE SUPPLIER NON-COMPLIANT AND AS SUCH THEIR SUGGESTIONS WILL NOT BE CONSIDERED.

The categories are defined as followed:

Categories		Definition
	Includes	Excludes
Fire Fighting Equipment F-01 to F-06	Sub-categories listed in Appendix "A"	All Fire Department rated clothing (i.e. helmets, jackets, pants, gloves, boots) fire alarms, smoke alarms
Safety Equipment S-01 to S-10	Sub-categories listed in Appendix "A"	All Fire Department rated clothing (i.e. helmets, jackets, pants, gloves, boots) clothes, coveralls, first aid kits, sunscreen, insect repellent
Rescue Equipment R-01 to R-04	Sub-categories listed in Appendix "A"	All Fire Department rated clothing (i.e. helmets, jackets, pants, gloves, boots) Clothing, coveralls, shoes, Boots

The following is a list of current manufacturers included in the Fire, Rescue and Safety Equipment system Appendix “A”. Each new suggested manufacturer must be clearly identified under the ‘Suggested Manufacturer’ column of each relevant sub-category.

No services are to be included in any resulting Supply Arrangement or Standing Offer.

Category: Fire Fighting Equipment (F-01 to F-06)

Appendix “A”		
4210	Fire Fighting Equipment includes the following:	<u>SUGGESTED MANUFACTURERS</u>
F-01	Fire hoses, hose nozzles, hose couplings, camlocks, caps and plugs, elbow connections, fire house ramps, hose winders, flanges, strainers, valves, gaskets, gauges, jacks, racks, airbag lifting kits, claw tools, axes and related hand extrusion/ forcible entry tools, fire hydrant wrenches, buckets.	
	Action	
	Akron	
	Angus	
	ARP Ltd.	
	Associated Fire Inc.	
	Buchanan	
	Class 1	
	Dixon	
	Elkhart Brass	
	Genfir	
	Hasbra	
	Hastings Brass Ltd.	
	Intelagard	
	IRP	
	Key Fire Hose	
	Kochek Ltd.	
	Mercedes Textiles Ltd.	
	National Fire Equipment	
	National Foam	
	Niedner	
	Northline	
	POK Fire Fighting Equipment	

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	Protek Fire Fighting Equipment	
	Pyrene	
	Red Head Brass	
	Scotty FireFighter	
	Snap Tite Hose Inc.	
	Task Force Tips	
	United Fire Inc.	
	Wajax	
	WF Darley	
	Ziamatic	
F-02	Portable Fire Pumps High volume pumps, mid range pumps, high pressure pumps, high pressure-volume pumps, de-watering pumps, floating pumps, backpack pumps, hand pumps, portable pump accessories.	<u>SUGGESTED MANUFACTURERS</u>
	Akron	
	B&A Mfg. Co.	
	CET	
	Hale	
	DARLEY	
	Hudson	
	John Deere Pumps Ltd.	
	Ottawa Brass	
	Peerless Pumps Ltd.	
	Reddy-Buffaloes Pumps	
	Thibeault Pumps Ltd.	
	Tohatsu Pumps Ltd.	
	TYCO Pumps	
	Waterous Pumps Ltd	
<u>F-03</u>	Firefighting foam & Equipment Class A foams, Class B foams, Foam agents, handline nozzles and eductors, foam solution test instruments, monitors, master foam monitor nozzles, Air-Aspirating foam nozzles, portable foam carts, foam stations.	<u>SUGGESTED MANUFACTURERS</u>
	3M	
	Akron	
	Angus	

	Ansul	
	Chubb Ltd.	
	Elkhart Brass Ltd.	
	Envirofoam Technologies	
	FireTrol	
	Genefir	
	Hastings Brass	
	Intelagard	
	Intern'l Fire & Gas	
	Mi-Cell	
	National Fire Equipment	
	National Foam Ltd.	
	Pinnacle	
	POK FireFighting Equipment	
	ProGear Ltd.	
	Protek Firefighting	
	Pyrene Ltd.	
	Scotty FireFighter	
	Touch N Seal	
	TYCO Ltd.	
<u>F-04</u>	<u>Hose Testers</u> Fire hose outlet tester, portable flow and pressure meter, hydrostatic test pump, line cage, hose tester accessories.	<u>SUGGESTED MANUFACTURERS</u>
	Akron Brass	
	ANGUS	
	Areo-Fire	
	Delta Hydro Corp.	
	Dixon	
	Flamefighter Corporation	
	GFE	
	Niedner	
	Rice Hydro Equipment	
	Steel Fire Equipment Ltd.	
	Triad Sales Ltd.	

<u>F-05</u>	<u>Ladders</u>	<u>SUGGESTED MANUFACTURERS</u>
	Ridged ladders, expanding ladders, escape ladders, rope ladders, rolling ladders, dual sided ladders, telescopic ladders, ladder jacks, ladder bumpers, ladder mounts, ladder accessories.	
	Alco-Lite Ladders Ltd.	
	Aluminium Ladder Company	
	Barber-Colman Ltd.	
	Carl Thibault Inc.	
	Duo safety	
	Quikstep Foldable Products	
	Redden Equipment Ltd.	
	Safelines Ltd.	
	Steel Fire Equipment Ltd	
	Ziamatic Inc.	
<u>F-06</u>	<u>Fire Extinguishers and related equipment</u>	<u>SUGGESTED MANUFACTURERS</u>
	Water extinguisher, foam extinguisher, dry chemical (powder) extinguisher, carbon dioxide extinguisher, vaporizing liquid (non-halon clean agents) extinguisher, Halon, wet chemical, Class D extinguisher, powders, liquids, fire extinguisher cases, hangers, brackets and accessories.	
	Amerex Corporation	
	Ansul Incorporated	
	Brady Canada	
	Diamond	
	Fire-Tek	
	Flag	
	Genfir	
	Herbert Williams Firefighting Equipment Ltd.	
	Kidde Canada (Pyrene/Angus)	
	Niedner	
	Ottawa Brass	
	Pyrochem	
	Steel Fire Equipment	

Category: Safety Equipment (S-01 to S-10)

4240	Safety Equipment	SUGGESTED MANUFACTURERS
S-01	Confined space breathing/ Gas detection Equipment Supplied air respirators, emergency breathing supply system, air masks, portable air supply systems, positive pressure full mask, constant flow airline respirator, Duo-twin airline respirator, supply hood, constant flow airline accessories, air cylinders, communications systems (Voice Amplifier), respirator mask and filters, dust mask, disposable gas tight suit, Air purifying respirators, accessories. Gas detection equipment, air quality detection equipment, CO/ C02 detectors/ testers, multigas detectors, smoke detectors	
	3M	
	Aearo	
	AE Ralston LTD.	
	Air Systems International	
	Allegro	
	American AirWorks	
	Avon ISI	
	Bilsom Ltd.	
	Biomarine Industries	
	Breathing Air Systems	
	Bullard Ltd.	
	Can-Sling	
	Capital Safety Group of Canada	
	Chase Ergonomics Ltd.	
	CMC Rescue	
	Compaire Ltd.	
	Dalloz	
	DBI Sala	
	Draegar	
	Emmet Corporation	
	Ergodyne	
	Georgia Steel Ltd.	
	Hammer Head Industries	
	Industrial Scientific	
	J E Lortie Inc.	
	Jordair Ltd.	

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CCC No./N° CCC - FMS No/ N° VME

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	L&R Mfg. Co.	
	Matisec Ltd.	
	Mechanics Wear	
	Miller Safety	
	Moldex Ltd.	
	MSA	
	North	
	Novacon	
	Obusforme Ltd.	
	Ocenco Inc.	
	Occupational Health Dynamics	
	OK-1 Products Ltd.	
	O-TWO Medical Technologies Inc.	
	PMI	
	Ralston Inc.	
	Safety Equipment America	
	Scott	
	SKC	
	Sperian	
	Supercan Industries	
	Survivair	
	Trident Compressors	
	TSI	
	Uvex Ltd.	
	Winsafe/ Fallsoft	
	Ziamatic	
<u>S-02</u>	Protective Gloves	<u>SUGGESTED MANUFACTURERS</u>
	Handwear and accessories	
	3M	
	Air Boss International	
	Ansell	
	BCL	
	BDG	
	Decade	
	Dupont	
	Ergodyne	
	FSI NORTH	
	Gander	
	Ganka	
	HexArmor	

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	Impacto	
	Jomac	
	Kimberley Clark	
	Laurentide	
	Mapa Gloves	
	Marigold	
	Mechanix Wear	
	Microflex Corp.	
	National Safety Apparel	
	North Safety	
	Oberon	
	Perfect Fit	
	QRP	
	Ranpro	
	Salisbury	
	Sperian (Bacou-Dalloz)	
	Superior Glove Work LTD.	
	Techtrade	
	Valeo	
	Viking	
	Wells Lamont	
S-03	Head Protection	SUGGESTED MANUFACTURERS
	Headwear and accessories	
	3M	
	Action West Ltd.	
	Aearo	
	AGO Industries	
	Belleville Protective Gear	
	Bilsom Ltd.	
	Bullard	
	Cairns Ltd.	
	Draeger	
	ERB Products	
	Fibermetal	
	Fitzwright Ltd.	
	Globe	
	Gransfors Bruks Inc.	
	Helsafe Industries Ltd.	
	Jackson Safety	
	Kolder Canada Ltd.	

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CCC No./N° CCC - FMS No/ N° VME

	Lakeland Fire	
	Lion Apparel Ltd.	
	MarMac Ltd.	
	MiCil Industries	
	Miller	
	MSA	
	Mustang Industries	
	National Safety Apparel	
	North	
	Pacific Helmets	
	Petzel	
	Quaker Safety Ltd.	
	Safeco Mfg. Co.	
	Safedesign Ltd.	
	Safety Express	
	Securitex	
	Sellstrom	
	Sperian, (Bacou Dalloz)	
	Steadfast Industries	
	Trellborg AB	
	Workrite	
S-04	Ear Protection Ear muffs, plugs and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	3M	
	Aearo	
	Aero	
	Bilsom Ltd.	
	Custom Protect Ear	
	Dalloz	
	Earmark Inc.	
	Elvex	
	Gateway Safety Ltd.	
	Howard Leight	
	Invisio	
	Moldex	
	MSA	
	Dalloz Safety	
	Next Link Ltd.	
	Norhammer Ltd.	

	North Safety	
	Peltor	
	Sonomax Ltd.	
	Sordin	
	S.E.D. Design Ltd	
<u>S-05</u>	Safety Storage Cabinets, lockers, drums, barrels, boxes, bins, sheds, hazmat stations, spill containment pallets, drum cradles, cans, pails, containers and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	CanRoss Eagle	
	Eagle	
	Enpac	
	Herbert Williams	
	JustRite	
	Loraday	
	North Safety	
	Quatrex	
	SPC Sorbent Products	
	Spilkleen	
	Universal Drum	
	Vidmar	
<u>S-06</u>	Signage Signs, labels, stickers, cones, pylons, vests, flags, tapes, safety barriers, sign holders, traffic wands and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	3M	
	Accuform Signs	
	ALLEGRO	
	Botach Ltd.	
	Brady	
	Brightstar	
	CIL-ORION	
	Cyalume	
	Electric Flare Ltd.	
	Flexolite	
	Fulton Industries	
	GDS Signs Ltd.	

Solicitation No. - N° de l'invitation

E60HN-14FSRE/A

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur

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	House of Kang Ltd.	
	Inter. Sew Right Ltd.	
	Jackson Safety	
	Koehler/Bright Star Ltd.	
	Mag-Lite Ltd.	
	Nite Ize Ind.	
	North Safety	
	Pack-A-Cone	
	Reflexite	
	Road Tech. Mfg. Co.	
	Rubbermaid	
	Seam	
	Signis	
	Stream Light Ltd.	
	Top Tape	
	Wasip	
<u>S-07</u>	Eye Protection Spectacles, goggles, masks, shields, Welding visors, cases and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	3M	
	Aearo	
	American All Safe	
	AO Safety	
	Bradley	
	Crews	
	Dalloz	
	E.S.S. Systems Inc.	
	Emergency First Aid Ltd.	
	Encon	
	Fendall Corp.	
	Fibermetal	
	Gateway Products Ltd.	
	Guardian Co. Ltd.	
	Haws	
	Kimberly Clark	
	MSA	
	North Safety	
	Prescription Safety	
	Pyramex	

	Speakman	
	Spectacles	
	Sperian	
	Talott	
<u>S-08</u>	Portable wash stations & Basins	<u>SUGGESTED MANUFACTURERS</u>
	Portable safety shower stations, eyewash stations, basins and accessories.	
	3M	
	Aearo	
	American All Safe	
	AO Safety	
	Bradley	
	Crews	
	Dalloz	
	E.S.S. Systems Inc.	
	Emergency First Aid Ltd.	
	Encon	
	Fendall Corp.	
	Fibermetal	
	Gateway Products Ltd.	
	Guardian Co. Ltd.	
	Haws	
	Kimberly Clark	
	MSA	
	North Safety	
	Prescription Safety	
	Pyramex	
	Speakman	
	Spectacles	
	Sperian	
	Talott	
	Quatrex Inc.	
	Ross Chemphamma Ltd.	
	Safetec	
	SPC Sorbent Products	
	Spill Kleen	
	SpillTech	
	Tennessee Mat	
	UltraTech International Inc.	

	Vetter GMBH Ltd.	
<u>S-09</u>	Portable Ventilation Fans Hoods, blowers, box, floor and tilt drum fans, flexible ducting, fan filters & screens, confined space ventilation and blowers, intake & exhaust flanges, accessories.	<u>SUGGESTED MANUFACTURERS</u>
	Air Systems Intern'l	
	Airking	
	Allegro	
	Bullard Mfg. Co. Ltd.	
	Canarm	
	Curtis Wright Ltd.	
	Dayton Motor	
	Echo Tools Ltd.	
	FSI North America	
	J. Neils Ent.	
	Leader Fan	
	Milwaukee Tools	
	Port-a-Cool	
	Qmark-Marley Industrial	
	RamFan Industries	
	Super Vac	
	T.A. Pelsue	
	Tempest	
	Unifire	
<u>S-10</u>	Lighting Portable lighting kits, string lights, beacons, flood lights, flashlights, headlamps, stands, Hand/Work/Trouble lights, lighting cases and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	BK Botach Ltd.	
	Black Hawk	
	DURACELL	
	ENERGIZER	
	Eveready Ltd.	
	Fulton Ltd.	
	Garrity	
	GE Lighting Canada	

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	Grace	
	Kohler/Brightstar	
	LIND Equipment LTD	
	Mag-Lite Ltd.	
	Pelican	
	Petzl Ltd.	
	Rayovac	
	Streamlight	
	Sunlite Safety products	
	UK Kenitics Ltd.	

S-01 Excludes all products relating to airborne (pilot), diving and medical equipment.

S-10 Excludes: Commercial lighting fixtures and lamps, Fixed Emergency Lighting, Exit lighting, indoor/outdoor Security lighting, motion sensors etc.

Category: Rescue Equipment (R-01 to R-04)

4240	Rescue Equipment	<u>SUGGESTED MANUFACTURERS</u>
<u>R-01</u>	Man-Down Alarms	
	Draeger	
	Grace	
	MSA	
	Scott	
<u>R-02</u>	<u>Rescue Equipment & Training Aids</u>	<u>SUGGESTED MANUFACTURERS</u>
	Backboards, ropes, pulleys, blocks, stretchers, rescue hauling kits, rigging, harnesses, straps, splints, carabiners, webbing, ascenders, rope bags, retrieval kits, splints, seatbelt cutters, evacuation chairs, confined space tripod/ davit arms/ winches, tool holders & accessories.	
	Training Aids: mannequins, simulaids	
	Air Systems Intern'l	
	AMBU	
	American Rescue Technology	
	Associated Fire	
	Atlantic Braids	
	Canada Cordage	
	Cancord Ltd.	
	Can-Sling	
	Carleton Rescue Ltd.	
	Charlies Horse	
	CMC Rescue Ltd.	
	Code 4 Fire & Rescue	
	Dalloz	
	DBI	
	Emergency First Aid Ltd.	
	Evac Chair	
	Ergo-Dyne	
	Ferno	
	FSI North America	
	Holmatro	
	INTERNATIONAL STRETCHER SYSTEMS	
	Junkin	
	Laerdal	
	Life-Safer Inc.	
	Lifesaving Society Inc. / ACTAR	

	Marsars	
	MSA	
	Medex	
	NASCO/SIMULAIDS	
	Niedner	
	Nike Hydraulics	
	Norleans Technologies	
	North	
	Petzl Inc.	
	PMI	
	Res-Q-Jack	
	Res-Q-Tech Ltd.	
	RN Mfg.	
	Safecross	
	Skedco Ltd.	
	Task Force Tips	
	UCL Ltd.	
	Wasip	
	Winsafe / Fallsoft	
<u>R-03</u>	Fall Arrest Equipment Tie-back shock absorbing lanyards, boom belts, sure stop lanyards, tool lanyards, arcsafe harnesses, full body safety harness, self retracting lanyards, self-locking hubs, rear front side and shoulder attachments, restraint lanyards, spreader bars, connector straps/ cables, accessories. Pole climbing equipment: belts, climbers and gaff guards, foot plates pads, holsters, pole straps and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	Can-Sling	
	Capital Safety Group of Canada	
	Carleton Rescue Inc.	
	CMC Rescue Ltd.	
	Dalloz	
	DBI-Sala	
	Fall Stop	
	J.E. Lortie	
	Marsars	
	MSA	

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	North	
	Petzl Inc.	
	PMI	
	Protecta	
	R.I.T. Rescue	
	Sellstrom	
	UCL Industries	
	Winsafe / Fallsoft	
	Yates	
<u>R-04</u>	Extrication Tools & Struts Kits Hydraulic Rescue Tools, hydraulic pumps, power units, hand pumps, cutters heads, spreader heads, ram heads, combination tool heads, wrenches, hoses and wheels, rescue saws, cutting blades/wheels and extrication accessories, Strut kits, strut extensions, swivel base, rigid base, strut regulator, air hoses, deployable raker rail system, monopod/pulley kits, shoring hammer, lifting bags, air cushions, vehicle stabilizing kits, and accessories.	<u>SUGGESTED MANUFACTURERS</u>
	American Rescue Technology	
	Curtis-Wright	
	Holmatro	
	Hurst Ltd.	
	Mechanix Wear	
	Paratech	
	Power Hawk	
	Rescue 42	
	Res-Q-Jack	
	Res-Q Tech Ltd.	
	Team Equipment	
	TNT Rescue	
	Ziamatic Corp.	

SECTION D: Supplier Questions - Proposed Supply Arrangement (S.A) Process

Note to Industry: When providing your responses to the following questions, please ensure to indentify the appropriate section (D) and the question number.

Process

Question # 1: After reviewing the following information with respect to Supply Arrangements, do you now understand how a Supply Arrangement would work? If not, please provide any questions you might have.

Question # 2: Do you foresee any reasons why you would not be able to participate in a Supply Arrangement process? If yes, please explain what those might be.

Mandatory Evaluation Criteria

Question # 3: Is the following Mandatory Criteria "Must provide a minimum of 90% of all listed sub-categories in any one (1) of the three (3) main categories: Fire, Safety and Rescue" overly restrictive? If yes, Why?

Question # 4: Is the following Mandatory Criteria "Suppliers must physically posses regional representation in at least two (2) of the following six (6) regions of Canada to be overly restrictive? If yes, explain why.

Question # 5: Is the mandatory criteria " Must meet four (4) of the seven (7) General Environmental Criteria (GEC)" to be overly restrictive? If yes, what types of Environmental Protocols have you implemented in your organization?

Question # 6: Under a Supply Arrangement, suppliers are encouraged to suggest new manufacturers and product lines, based on the Supply Arrangements Authority's discretion. How many times per year do you recommend this update should be available?

Question # 7: Under a future Fire, Safety and Rescue Equipment Supply Arrangement, what additional sub-categories, under the current main categories Fire, Safety and Rescue, do recommend would be beneficial to the Crown to consider?

Financial Limitations

Question # 8: What are your thoughts on the proposed financial limitations?

\$0 to \$500 = Client to invite a minimum of one (1) or more S.A suppliers to bid within the identify sub-category.

\$500 to \$25,200 = Client to invite a minimum of three (3) or more S.A suppliers to bid within the identify sub-category.

\$26K - \$60K = Client to invite all S.A suppliers to bid within the identify sub-category.

Question # 9: Is the sole source limit of \$500 per requirement too low? If so, please explain why?

Question # 10: As a supplier, would you prefer to compete for all requirements under \$500? Or is the sole source limit of \$500 reasonable?

SECTION E: Introduction to the Current Standing Offer Agreement

Background:

What are standing offers?

A standing offer is not a contract. A standing offer is an offer from a potential supplier to provide goods at prearranged prices, under set terms and conditions. It is not a contract until the government issues a "call-up" against the standing offer. The government is under no actual obligation to purchase until that time.

When are standing offers used?

Standing offers are used to meet recurring needs when departments or agencies are repeatedly ordering the same goods. They may also be used when a department or agency anticipates a need for a variety of goods or services for a specific purpose; however, the actual demand is not known and delivery is to be made when a requirement arises.

Standing offers are most suited to goods that can be clearly defined to allow suppliers to offer firm pricing.

How are standing offers issued?

The process of issuing a standing offer is subject to the normal contracting policies and procedures (including procedures required under the trade agreements). Suppliers bid on standing offers in the same way they bid on other bid solicitations.

When a standing offer is issued to a company, that company is offering to provide certain goods at specified prices over a specified period of time. If and when the government issues a call-up against the standing offer, only then do you have a contract for the amount indicated in the call-up.

Types of standing offers

There are generally five types of standing offers issued by PWGSC. The type used depends on the geographical area involved (for example, regional or Canada-wide) and the number of federal departments or agencies involved. For the purposes of Fire, Safety and Rescue equipment requirement, PWGSC issued a National Master Standing Offer (NMSO), used by most departments or agencies throughout all of Canada (excluding CLCA's).

National Master Standing Offer for Fire, Safety and Rescue Equipment

In 2011, PWGSC issued the National Master Standing Offer (NMSO) for Fire, Safety and Rescue Equipment (FSRE). The NMSO was for one (1) year, with two (2) twelve (12) month option periods.

Basis of Selection

In order to be issued a Standing Offer, suppliers had to meet all of the mandatory requirements, and offer the greatest percentage discount off of the common Manufacturer's Suggested Retail Price list(MSRP) by manufacturer ,per sub-category.

Mandatory Requirements

To be eligible for issuance of a Standing Offer, Suppliers had to meet ALL of the following Mandatory Requirements:

Mandatory (1) Suppliers had to provide a copy of the most recent common manufacturer's suggested retail price list(MSRP) at time of bid closing; for each manufacturer they represented.

Mandatory (2) Suppliers had to provide written approval from each Manufacturer, authorizing the supplier to sell their products nationally.

Mandatory (3) Suppliers had be capable of providing a minimum of 90% of the manufacturers products, for at least one (1) of the twenty four (24) identified sub-categories.

Mandatory (4) Suppliers had to possess a toll-free telephone number and Website.

Mandatory (5) Suppliers had to base their percentage discounts off of the same identical common price list (MSRP) as provided directly by the Manufacturer to the supplier, at time of bid closing.

For the purposes of the Standing Offer evaluation, the Manufacturer's Suggested Retail Price List (MSRP) was defined as any common price list provided by the manufacturers directly, whether it be published or unpublished, it was the price suggested in Canadian dollars, by the manufacturer for small quantity sales directly to the consumer. For the Standing Offer, all suppliers had to provide the same identical MSRP as created by the manufacturer.

Financial Evaluation

Upon meeting all of the mandatory requirements, the supplier's percentage discount off of common MSRP was then evaluated. The percentage discounts were compared by manufacturer, per sub-category and ranked 1,2 &3, from greatest discount down. The top three (3) suppliers with the greatest percentage discount, were then ranked # 1,2 &3 and issued a Standing Offer for that manufacturer in that specific sub-category.

Standing Offer Structure

The structure of the NMSO is comprised of three (3) main categories of equipment: Fire, Safety and Rescue. Within those 3 categories, there are 24 specific sub-categories. Under each sub-category, there is a list of approved manufacturers and 3 corresponding Standing offer holders, ranked 1,2 & 3 for each. The following is an example of the ranking system.

Example A: Ranking System

Main Category: Fire

Sub-category F-01: Fire Hoses	Manufacturer Name	Ranked # 1	Ranked #2	Ranked #3
	Acme Fire Hose Inc.	Company "A" 50% off	Company "B" 40% off	Company "C" 30% off
	Beta Fire Hoses Int.	Company "B" 55% off	Company "C" 50% off	Company "A" 45% off
	Carter Fire Hoses Ltd.	Company "C" 20% off	Company "A" 15% off	Company "B" 10% off

SECTION F: Proposed Standing Offer Changes

Based upon feedback from client departments, as well as input from current Standing Offer holders, PWGSC is proposing potential changes to the current NMSO structure, which is believed will help alleviate client confusion, as well as streamline the overall Fire, Safety and Rescue Equipment procurement process.

The following is a list of potential areas of change to the current NMSO:

- 1) More defined mandatory criteria
- 2) Elimination of the ranking system
- 3) Changes to the bi-annual MSRP update.
- 4) National Standing Offer Structure
- 5) Introduction of 'Private Brands'

Basis of Selection

In order to be issued a Standing Offer, suppliers would have to meet all of the mandatory requirements, and offer the greatest percentage discount off of the common Manufacturer's Suggested Retail Price list(MSRP) by region, by manufacturer and by sub-category.

Mandatory Criteria

A minimum of two (2) offerors for each manufacturer, per region, per sub-category, must be received in order for the manufacturer to be considered for inclusion under the NMSO. To be eligible for issuance of a Standing Offer, Suppliers would have to meet ALL of the following Mandatory Criteria:

Mandatory (1) Suppliers must provide a copy of the most recent Canadian common manufacturer's suggested retail price list(MSRP) at time of bid closing; for each manufacturer they're offering.

Mandatory (2) Suppliers must have physical regional representation in at least two (2) of the following six (6) regions of Canada. For the purposes of the NMSO, 'Physical regional representation' is defined as possessing either a branch, warehouse or office with at least one (1) employee physically and permanently located in the defined region.

1. Pacific Region (BC)
2. Western Region (AB, SK & MB)
3. Ontario Region
4. Quebec Region
5. National Capital Region
6. Atlantic Region (NB, PEI, NS, NFLD)

Mandatory (3) Suppliers must provide the name, address and contact information for each person(s) responsible for each region they wish to be considered. Suppliers will only be considered for issuance of a Standing Offer for regions in which they are physically located.

Mandatory (4) Suppliers must provide written approval from each Manufacturer, authorizing the supplier to sell their products, per region.

Mandatory (5) Of the following 3 main categories: Fire, Safety and Rescue, a supplier must be capable of providing a minimum of 90% of all listed sub-categories in at least one (1) of the three (3) main categories, in at least two (2) regions.

Example: capable of providing 90% of all Fire related sub-categories (F-01, F-02, F-03, F-04, F-05, F-06) in at least two (2) regions and/or 90% of all Safety related sub-categories (S-01, S-02, S-03, S-04, S-05, S-06, S-07, S-08, S-08, S-09, S-10,) in at least two (2) regions and/or 90% of all Rescue related sub-categories (R-01, R-02, R-03, F-04) in at least two (2) regions.

Mandatory (6) Suppliers must provide a toll-free telephone number and Web Address.

Mandatory (7) The supplier's Website must be viewable in both English and French languages.

Mandatory (8) The Supplier's Website must possess either an online 'Product Search function' (i.e a search tool) or a web-link(s) to all available online product catalogues. (Note: Users MUST be able to view/search for all available products via the company website.)

Mandatory (9) Suppliers must comply with General Environmental Criteria (GEC). The Bidder must complete the following chart. It is mandatory that Bidders meet a minimum of four of the seven criteria listed.

Green practices within supplier's organization:	Insert a check mark for each criterion that is met
Promotes a paperless environment through directives, procedures and/or programs.	
All documents are printed double sided and in black and white for day to day business activity unless otherwise specified by your client.	

Paper used for day to day business activity has a minimum of 30% recycled content and has a sustainable forestry management certification.	
Utilizes environmentally preferable inks and purchase remanufactured ink cartridges or ink cartridges that can be returned to the manufacturer for reuse and recycling for day to day business activity.	
Recycling bins for paper, newsprint, plastic and aluminium containers available and emptied regularly in accordance with local recycling program.	
A minimum of 50% of office equipment has an energy efficient certification.	
Registered to ISO 14001 or has an equivalent environmental management system in place.	

Mandatory (10) For reasons of either extreme emergency or natural disaster, suppliers must provide the name, title and contact information for person(s) responsible for 24 hour emergency Sales/support. In the event that your organization does not have one (1) individual person responsible for such enquiries, a 24h emergency hotline number would also be acceptable.

Mandatory (11) Suppliers must base their percentage discounts off of the same identical Canadian common price list (MSRP) as provided directly by the Manufacturer to all suppliers, at time of bid closing.

Method of Evaluation:

In order to be issued a Standing Offer, suppliers will have to meet All eleven (11) of the mandatory evaluation criteria. Once it has been determined that the supplier has met all 11 mandatory evaluation criteria, their percentage discount off of Canadian MSRP will then be evaluated.

A minimum of two (2) offerors for each manufacturer, per region, per sub-category, must be received in order for the manufacturer to be considered for inclusion under the NMSO.

The Supplier with the greatest discount, by manufacturer, per sub-category, per region, will be recommended for issuance of a Standing Offer. The supplier is only required to be successful in one (1) region to be recommended for a Standing Offer.

Example: Sub-category F-01: Fire Hoses

	S.O Holder Pacific Region (BC)	S.O Holder Western Region (AB, SK & MB)	S.O Holder Ontario Region (ON)	S.O Holder Quebec Region (QC)	S.O Holder NCR Region (NCR)	S.O Holder Atlantic Region (NB, PEI, NS, NFLD)
Manufacturer Name						
Acme Fire Hose Inc.	Company "A" 50% off	Company "A" 50% off	Company "C" 30% off	Company "C" 30% off	Company "B" 28% off	Company "E" 25% off

In the above example, Company "A" would be the Standing Offer holder for Acme Fire Hose Inc. in the Pacific and Western regions. However, Company "C" would hold the S.O for Acme Fire Hose in the Ontario and Quebec Region. Company "B" would hold the S.O for Acme Fire Hose in the National Capital Region (NCR) and Company "E" would hold the S.O for Acme Fire Hoses in the Atlantic Region.

S.O holders would only be authorized to provide their products under the NMSO for regions in which they hold the standing offer.

Proposed Ranking System

PWSGC is proposing the elimination of the current 1,2&3 ranking system, per manufacturer, per sub-category, and transitioning to a single S.O holder per manufacturer, per sub-category.

Example: Proposed Ranking System Change

Main Category: Fire

Sub-category F-01: Fire Hoses	Manufacturer Name	S.O Holder
	Acme Fire Hose Inc.	Company "A" 50% off
	Beta Fire Hoses Int.	Company "B" 55% off
	Carter Fire Hoses Ltd.	Company "C" 20% off

This proposed change is designed to eliminate client confusion with respect to properly identifying the appropriate Standing Offer holder for call-ups. As there will be only one (1) identified Standing Offer holder for each manufacturer, per sub-category, the call-up process will be much more straightforward and clear.

Bi-annual Canadian MSRP Update

Under the current NMSO structure, S.O holders are requested to submit MSRP updates to the Standing Offer Authority for review and approval, on a bi-annual basis. In order for an MSRP price list to be considered, it must be provided by ALL three (3) ranked Standing Offer holders, per manufacturer, per-sub category. Consensus on the proposed changes among those three (3) ranked S.O holders must also be achieved in order for a MSRP update to be reviewed by the Standing Offer Authority. The S.O Authority must then review each MSRP update and determine its reasonableness. By reviewing current commodity prices using the Consumer Price Index (CPI) as a reference tool, the S.O Authority would either approve or reject each proposed MSRP update.

With respect to the proposed changes to the ranked system (see above), as there would only be one (1) S.O holder per manufacturer, per sub-category, only the single Standing offer holder would be required to submit MSRP updates to the Standing Offer Authority for review and approval. This new structure would save time, eliminate dissension among the ranked S.O holders, as well as ensure the most up to date MSRP list is being utilized by both the S.O holder and client departments.

National Standing Offer Structure

Under the current NMSO, Standing Offer holders are required to provide their products, shipping included, across all regions of Canada, regardless of where they are physically located within the country. This present structure has caused problems within the call-up process as some regionally based Standing Offer holders have refused to ship items across the country due to exorbitant shipping costs. This refusal has led to a loss of Standing Offer product coverage across certain areas of Canada.

PWGSC is proposing a shift from a national based system, to a regional based system. Under this proposed system, Standing Offers would be issued on a regional basis. Offerors would be required to provide their Canadian MSRP discount, per manufacturer, per sub-category, per region (Offerors will require physical representation in at least (2) of the six (6) regions of Canada). The Offeror with the greatest discount, by region, per manufacturer, per sub-category, would then be issued a Standing Offer.

Example: Regional Standing Offerors

Main Category: Fire - Sub-Category F-01: Fire Hoses

Manufacturer Name	S.O Holder Pacific Region	S.O Holder Western Region	S.O Holder Ontario Region	S.O Holder Quebec Region	S.O Holder NCR Region	S.O Holder Atlantic Region
Acme Fire Hose Inc.	Company "A" 50% off	Company "B" 47% off	Company "C" 45% off	Company "D" 55% off	Company "E" 47% off	Company "D" 55% off
Beta Fire Hoses Int.	Company "B" 55% off	Company "C" 50% off	Company "C" 45% off	Company "C" 45% off	Company "C" 45% off	Company "C" 55% off
Carter Fire Hoses Ltd.	Company "C" 20% off	Company "A" 15% off	Company "B" 10% off	Company "A" 35% off	Company "A" 65% off	Company "F" 45% off

As per the above example, Company "A" offered the greatest percentage discount (50% off) under sub-category F-01: Fire Hoses, for Acme Fire Hose Inc in the Pacific Region. Company "A" would then only be permitted to provide Acme Fire Hose Inc products, shipping included, to areas within the Pacific Region. Should a requirement for Acme Fire Hose Inc become available in the National Capital region (NCR), the call-up would then be directed to Company "E", for they hold the S.O for Acme Fire hoses Inc under the NCR region, at a discount of 47% off.

Standing Offer holders would only be permitted to provide goods in regions in which they hold a Standing Offer.

Introduction of 'Private Brands'

To ensure a competitive process, and fulfill the required 1,2&3 ranking system, the previous NMSO required PWGSC to receive a minimum of 3 compliant bids per manufacturer, for inclusion under the NMSO. Unfortunately, this mandatory requirement prevented Canada from taking advantage of financial savings associated with Distributor 'Private Brands.' Since these types of brands were solely distributed by the brand owner, the minimum 3 bids could not be attained.

However, since PWGSC is proposing the elimination of the ranking system, the inclusion of private brands is now being considered. Under this proposed change, during the Request for Standing Offer(RFSO) phase, Offerors would be encouraged to provide the names and description of the private brands they wish to submit for inclusion, including where they should be included under Annex "A". This information would then be reviewed by PWGSC to ensure the Private Brands respect the intent of the proposed Standing Offer

The following is a breakdown of how the proposed inclusion of 'private brands' would work:

As per the aforementioned proposed structure, at the RFSO phase, Offerors would be required to provide their MSRP discount, per manufacturer, per sub-category, per region (Offerors will require physical representation in at least (2) of the six (6) regions of Canada). The Offeror with the greatest discount, by region, per manufacturer, per sub-category, would then be issued a Standing Offer.

Example: A

Main Category: Fire

Sub-category F-01A: Fire Hoses

	Fire Hoses: Call-up Limitation is 60K	S.O Holder Ontario Region
	Manufacturer	
F-01A	Acme Fire Hose Inc.	Company "A" 50% off
	Beta Fire Hoses Int.	Company "B" 55% off
	Carter Fire Hoses Ltd.	Company "C" 20% off

Along with the Offerors regular Canadian MSRP discounts, they would also be requested to include a copy of their own Canadian MSRP list for 'Private Brands', along with the associated percent discount offered.

PWGSC would then identify in Annex "A", by sub-category, along with the approved list of manufacturers, a separate section for approved Private Brands. The winner of the Sub-category, per region, would be permitted to provide their Private brand, for that particular sub-category, with a reduced call-up limit.

Example: B

Main Category: Fire

Sub-category: F-01: Fire Hoses

	Fire Hoses: Call-up Limitation is 60K	S.O Holder Ontario Region
	Manufacturer	
F-01A	Acme Fire Hose Inc.	Company "A" 50% off
	Beta Fire Hoses Int.	Company "B" 55% off
	Carter Fire Hoses Ltd.	Company "C" 20% off
	Fire Hoses: Private Brands: Call-up Limitation is 5K	
	Manufacturer	
F-01B	Sturdy Hose by Company "A"	Company "A" 50%
	Best Hose by Company "B"	Company "B" 70%
	Ultimate Hose by Company "C"	Company "C" 30%

However, as per the above example, the individual call-up limitation for Private brands would be decreased from 60k to 5k per call-up. Since 'Private Brands' are being procured on a non-competitive basis, the call-up limitation is decreased.

Call-up Limitations

A) For regular manufacturers (i.e F-01A), listed under Annex "A": The call-up limitation is \$60K

B) For 'Private Brand' manufacturers (i.e F-01B), listed under Annex "A": The call-up limitation is \$5K.

For an individual requirement, a call-up against the Standing Offer must not exceed \$60,000.00, including all applicable taxes.

Individually, S.O defined 'Private brands' with or without S.O 'regular manufacturer products' may be purchased up to a maximum value of \$5,000 including all applicable taxes, as long as the \$60,000.00 individual requirement limitation is not exceeded.

'Private brands' will be permitted up to a maximum value not exceeding 100 percent of the pre-tax total value of all products, as long as the \$60,000.00 individual requirement limitation is not exceeded. The total value of an individual requirement is the sum of all S.O 'regular manufacturer products' and 'Private Brands,' to be purchase through the FSRE S.O, including all applicable taxes.

SECTION G: Supplier Questions - Standing Offers

Note to Industry: When providing your responses to the following questions, please ensure to indentify the appropriate section (G) and the question number.

Question # 1: After reviewing the following information with respect to Standing Offers, do you understand how a Standing Offer would work? If not, please provide any questions you might have.

Question # 2: As outlined above, are the proposed Mandatory Requirements for Standing Offers to be overly restrictive? If yes, please identify in particular which proposed mandatory requirements you believe are unreasonable and explain why.

Question # 3: Do you foresee any reasons why you would not be able to participate in a Standing Offer process, regardless of the proposed changes? If yes, please explain what those might be.

Question # 4: Do you foresee any issues with the proposed elimination of the 1,2&3 Standing Offer ranking system? If yes, please elaborate.

Question # 5: What are your thoughts on the proposed changes to the Bi-annual MSRP update mechanism?

Question # 6: Do you foresee any problems or issues with respect to the proposed MSRP update mechanism? If yes, please explain.

Question # 7: What are your thoughts on the proposed transition from a National based Standing Offer, to a Regional based Standing Offer?

Question # 8: Would a regional based structure (RMSO) allow you to provide a more competitive percentage discount off of MSRP considering shipping will be primarily local?

Question # 9: What are your thoughts on the proposed inclusion of Industry Private Brands? Do you foresee an obstacles with respect to this potential inclusion?

Question # 10: After carefully reviewing all the information as outlined under "Introduction to Proposed Supply Arrangement Process" and "Proposed Changes to the Current Standing Offer Process"

A) Which proposal do you feel would be best suited for the supply of Fire, Safety and Rescue equipment to the Federal Government?

B) From a suppliers perspective, which proplal would be easiest to manage?