

**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

**Request For a Standing Offer
Demande d'offre à commandes**

National Master Standing Offer (NMSO)
Offre à commandes principale et nationale (OCPN)

Canada, as represented by the Minister of Public Works and
Government Services Canada, hereby requests a Standing Offer
on behalf of the Identified Users herein.

Le Canada, représenté par le ministre des Travaux Publics et
Services Gouvernementaux Canada, autorise par la présente,
une offre à commandes au nom des utilisateurs identifiés
énumérés ci-après.

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/B	Date 2014-07-16
Client Reference No. - N° de référence du client E60HN-14FSRE	GETS Ref. No. - N° de réf. de SEAG PW-\$\$HN-334-65382
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 2014-08-26	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
Delivery Required - Livraison exigée See Herein	
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	
Security - Sécurité This request for a Standing Offer does not include provisions for security. Cette Demande d'offre à commandes ne comprend pas des dispositions en matière de sécurité.	

Instructions: See Herein

Instructions: Voir aux présentes

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

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PART 1 - GENERAL INFORMATION

1. Introduction

The Request for Standing Offers (RFSO) is divided into six parts plus annexes, as follows:

- Part 1: General Information: provides a general description of the requirement;
- Part 2: Offeror Instructions: provides the instructions applicable to the clauses and conditions of the RFSO;
- Part 3: Offer Preparation Instructions: provides offerors with instructions on how to prepare their offer to address the evaluation criteria specified;
- Part 4: Evaluation Procedures and Basis of Selection: indicates how the evaluation will be conducted, the evaluation criteria which must be addressed in the offer, the security requirement, if applicable, and the basis of selection;
- Part 5: Certifications: includes the certifications to be provided;
- Part 6: 6A, Standing Offer, and 6B, Resulting Contract Clauses:
- 6A, includes the Standing Offer containing the offer from the Offeror and the applicable clauses and conditions;
- 6B, includes the clauses and conditions which will apply to any contract resulting from a call-up made pursuant to the Standing Offer.

The Annexes include the List of categories/sub-categories, firm percentage discounts and Private Brands, the Mandatory Standing Offer Usage Report, and the Manufacturers Authorization Letter template and the Mandatory Criteria Response Template.

2. Summary

i) Requirement

To establish Regional Master Standing Offers (RMSO's) for the supply of Fire, Safety and Rescue Equipment (FSRE), including those Federal Stock Classes 4210 and 4240, on an "when required" basis.

It is anticipated that more than one RMSO will be issued containing the same or similar items. Users are required to contact the supplier holding a valid Standing Offer in their region for each manufacturer represented.

(ii) Identified Users

The Identified Users authorized to make call-ups against the Standing Offer include any government department, agency or Crown corporation listed in Schedules I, I.1, II, III, of the *Financial Administration Act*, R.S., 1985, c. F-11.

(iii) Standing offers duration.

For a period of twelve (12) months, from date of issuance of any resulting Standing offer plus the option for Canada, to extend for two (2) twelve (12) month periods, under the same terms and conditions.

(iv) Trade Agreements

The requirement is subject to the provisions of the World Trade Organization Agreement on Government Procurement (WTO-AGP), the North American Free Trade Agreement (NAFTA), and the Agreement on Internal Trade (AIT).

3. Security Requirement

There is no security associated with this requirement.

4. Debriefings

Offerors may request a debriefing on the results of the request for standing offers process. Offerors should make the request to the Standing Offer Authority within 15 working days of receipt of the results of the request for standing offers process. The debriefing may be in writing, by telephone or in person.

5. Key Terms

Delivered Duty Paid (DDP)

“Delivered Duty Paid” means the seller must pay for all of the costs related to transporting the goods and is responsible in full for the goods until they have been received and transferred to the buyer. This includes paying for the shipping, the duties and any other expenses incurred while shipping and importing the goods.

Manufacturer's Suggested Retail Price (MSRP)

For the purposes of this Standing Offer, Manufacturer's Suggested Retail Price (MSRP) is defined as any common price list provided by the manufacturers listed in Annex “A” directly, whether it be published or unpublished, it is the price suggested by the manufacturer for small quantity sales directly to the consumer. For this Standing Offer all offerors must provide the same identical MSRP as created by the manufacturer.

Common Canadian Manufacturer's Suggested Retail Price (MSRP)

For the purposes of this RMSO, Common Canadian Manufacturer's Suggested Retail Price (MSRP) is defined as MSRP in Canadian dollars. All offered MSRP must be provided in Canadian dollars.

Regional Master Standing Offer (RMSO):

For the purposes of this RFSO and subsequent RMSO, Canada is defined in the following regions:

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)

Private Brands

Private brands are defined as any product line which is solely distributed, either by the manufacturer directly or through a sole distribution partnership.

PART 2 - OFFEROR INSTRUCTIONS

1. Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the Request for Standing Offers (RFSO) by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Offerors who submit an offer agree to be bound by the instructions, clauses and conditions of the RFSO and accept the clauses and conditions of the Standing Offer and resulting contract(s).

The 2006 (2014-03-01) Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the RFSO.

Subsection 5.4 of 2006, Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, is amended as follows:

Delete: sixty (60) calendar days

Insert: ninety (90) calendar days

1.1 SACC Manual Clauses

Reference	Section	Date
A9130T	Controlled Goods Program	2011-05-16
B1000T	Condition of Material	2007-11-30
B4024T	No Substitute Products	2006-08-15

1.2 Controlled Goods

1. As the resulting contract may require the production of or access to controlled goods that are subject to the Defense Production Act, R.S. 1985, c. D-1, offerors are advised that within Canada only persons who are registered, exempt or excluded under the Controlled Goods Program (CGP) are lawfully entitled to examine, possess or transfer controlled goods. Details on how to register under the CGP are available at: <http://www.cgp.gc.ca>, and registration is carried out as follows:

- (a) When the RFSO includes controlled goods information or technology, the Offeror must be registered, exempt or excluded under the CGP before receiving the RFSO. Requests for technical data packages or specifications related to controlled goods

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- should be made in writing to the Standing Offer Authority identified in the RFSO and must contain the CGP registration number or written proof of exemption or exclusion of the Offeror and of any other person to whom the Offeror will give access to the controlled goods.
- (b) When the RFSO does not include controlled goods information or technology but the resulting contract may require the production of or access to controlled goods, the successful Offeror and any subcontractor who will be producing or accessing controlled goods must be registered, exempt or excluded under the CGP before examining, possessing or transferring controlled goods.
- (c) When the successful Offeror and any subcontractor proposed to examine, possess or transfer controlled goods are not registered, exempt or excluded under the CGP at time of contract award, the successful Offeror and any subcontractor must, within seven (7) working days from receipt of written notification of contract award, ensure that the required application(s) for registration or exemption are submitted to the CGP. No examination, possession or transfer of controlled goods must be performed until the successful Offeror has provided proof, satisfactory to the Standing Offer Authority, that the successful Offeror and any subcontractor are registered, exempt, or excluded under the CGP.

Failure to provide proof, satisfactory to the Standing Offer Authority, that the successful Offeror and any subcontractor are registered, exempt or excluded under the CGP, within thirty (30) days from receipt of written notification of contract award, will be considered a default under the resulting contract and the Standing offer will be set-aside, except to the extent that Canada is responsible for the failure due to delay in processing the application.

2. Offerors are advised that all information on the Application for Registration (or exemption) Form will be verified and errors or inaccuracies may cause significant delays and/or result in denial of registration or exemption.

1.3 Delivery Requirements Outside a CLCA

The resulting (Standing Offer/Contract) is not to be used for deliveries within a Comprehensive Land Claims Agreement (CLCA). All requirements for delivery within a CLCA are to be submitted to the Department of Public Works and Government Services for individual processing.

2. Submission of Offers

Offers must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the Request for Standing Offers.

Due to the nature of the offer, offers transmitted by email to PWGSC will not be accepted.

3. Enquiries - Request for Standing Offers

All questions must be submitted in writing to the Standing Offer Authority no later than ten (10) calendar days before the Request for Standing Offers (RFSO) closing date. Enquiries received after that time may not be answered.

Offerors should reference as accurately as possible the numbered item of the RFSO to which the enquiry relates. Care should be taken by offerors to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items 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 offerors do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all offerors. Enquiries not submitted in a form that can be distributed to all offerors may not be answered by Canada.

4. Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Offerors may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their offer, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the offerors.

5. Green Products/Material Management Environmental Practices

The Federal Government operations have an immediate, direct and significant impact on the environment. As a result of the growing concerns of Canadians for the environment, the Government of Canada has adopted a Code of Environmental Stewardship which outlines the

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government's commitment to a better environment. The Code of Environmental Stewardship is an integral element of the federal sustainable development agenda.

In the purpose to participate to the Government of Canada action plan in sustainable development, PWGSC wants to promote the integration of environmental considerations into departmental purchasing policies and practices and to assist client departments in the procurement of environmentally friendly products.

If suppliers offer green products in their catalogue, such products should be easily identifiable with a logo.

PART 3 - OFFER PREPARATION INSTRUCTIONS

1. Offer Preparation Instructions

Canada requests that offerors provide their offer in separately bound sections as follows:

Section I: Technical Offer (1 hard copy)

Section II: Financial Offer (1 hard copy)

Section III: Certifications (1 hard copy)

Prices/percentage discounts must appear in the financial offer only. No prices/percentage discounts must be indicated in any other section of the offer.

Canada requests that offerors follow the format instructions described below in the preparation of their offer.

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to that of the Request for Standing Offers.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process Policy on Green Procurement (<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>). To assist Canada in reaching its objectives, offerors should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

Technical Documentation

Upon request by the Standing Offer Authority, all clarification requests with respect to the Offeror's Offer must be received within 5 working days from date of request. Failure to comply will render your offer non-responsive.

Section I: Technical Offer

- Manufacturers Authorization Letters
- Manufacturer Contact Person
- Manufacturer's Suggest Retail Price List (MSRP)

Manufacturers Authorization Letters

Offerors must provide a recently completed Manufacturers Authorization Letter (See Annex "C") **for each manufacturer being offered per region**. The manufacturer's letters must be provided with the offer at time of bid closing. These letters must be under the letterhead of the manufacturer, signed by the representative indicated in the Offerors Technical Offer and should have the absolute authority to designate agents / distributors. Facsimile versions will not be accepted.

An Offeror cannot provide a percentage discount for a manufacturer that has not been validated by providing the Standing Offer Authority with a rightfully signed authorization letter.

Manufacturer Contact Person

As part of their Technical Offer, Offerors must identify a Manufacturer Contact Person for each manufacturers listed in their offeror, by region. The name and current contact details of each contact person must be provided in Annex "C"- Manufacturer Contact Person. PWGSC reserves the right to verify the accuracy of the contact information provided for the Manufacturer Contact Person.

It is the Offeror's responsibility to obtain the co-operation of the manufacturer, to agree to, and select only one (1) Manufacturer Contact Person, per region, to represent the manufacturer's products for this RFSO. The Manufacturer Contact Person must be the highest ranking authorized representative available, per region.

Manufacturer's Suggest Retail Price List (MSRP)

As part of their Technical Offer, Offerors must provide a copy of the most recent Canadian manufacturer's suggested retail price list (MSRP) at time of bid closing; for each manufacturer offered.

In the interests of Green Procurement and reducing Canada's paper consumption, **PWGSC strongly encourages offerors to submit their Canadian MSRP price lists electronically, at time of bid closing, either by standard USB flash drive or CD-rom. Acceptable software formats are as follows: PDF, MSWORD, EXCEL, WORDPRO.** Paper copies are also acceptable. Email copies will not be accepted.

Section II: Financial Offer

Offerors must submit their financial offer (percentage discount off of MSRP) in accordance with Annex "A". The total amount of Goods and Services Tax or Harmonized Sales Tax must be shown separately, if applicable.

Offerors may be required to provide, prior to issuance of any resulting Standing Offer, specific information with respect to their legal and financial status, to satisfy the requirement as stipulated in this solicitation.

Common Manufacturer's suggested retail pricing (MSRP) shall be accepted in Canadian dollars only.

1.4 Payment of Invoices by Credit Card

Canada requests that offerors complete one of the following:

- Government of Canada Acquisition Cards (credit cards) will be accepted for payment of invoices.

The following credit card(s) are accepted:

- VISA
 MasterCard

The Offeror is not obligated to accept payment by credit card.

Acceptance of credit cards for payment of invoices will not be considered as an evaluation criterion.

1.5 Exchange Rate Fluctuation

The requirement does not provide for exchange rate fluctuation protection. Any request for exchange rate fluctuation protection will not be considered and will render the offer non-responsive.

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Section III: Certifications

1.7 Certifications

Offerors must submit the certifications required under Part 5.

Section IV: Additional Information

1.8 Additional Information

1.8.1 Offeror Contacts

Name and telephone number of the person responsible for :

Call-ups:

Name:

Telephone:

Facsimile:

E-mail:

Delivery follow-up

Name:

Telephone:

Facsimile:

E-mail:

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

1. Evaluation Procedures

- (a) Offers will be assessed in accordance with the entire requirement of the Request for Standing Offers including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the offers.

Any proposal which fails to meet the following Mandatory Requirements will be deemed non-responsive and will not be given any further consideration.

The Offeror must submit a signed proposal. In the event of an offer submitted by a contractual joint venture, the bid shall either be signed by all members of the joint venture or a statement shall be provided to the effect that the signatory represents all parties of the joint venture.

The Offeror must submit firm percentage discounts as requested in Annex "A", GST/HST excluded, DDP (Origin Delivery and Duty Paid), Incoterms 2000.

Evaluation Criteria

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

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

Mandatory Criteria

To be eligible for issuance of a Standing Offer, Suppliers must meet ALL of the following Mandatory Criteria. Offerors must provide supporting documentation where requested. Simply stating that you meet each mandatory requirement is not sufficient to be deemed compliant. Responses to the following mandatory criteria must be provided under Annex "D" Mandatory Criteria Response Template.

Mandatory (1) Offerors 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 offered.

Mandatory (2) Offerors must have physical regional representation in at least one (1) of the following six (6) regions of Canada. Offerors will only be considered for issuance of a Standing Offer for regions in which they are physically located. For the purposes of the RMSO, '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) Offerors must provide the name, address and contact information for each person(s) responsible for each region they wish to be considered.

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

Mandatory (5) Of the following 3 main categories: Fire, Safety and Rescue, Offerors must be capable of providing a minimum of 80% of all listed sub-categories (as defined in Annex "A") in at least one (1) of the three (3) main categories.

Example: Capable of providing

- 80% of all Fire related sub-categories (F-01, F-02, F-03, F-04, F-05, F-06) and/or
- 80% of all Safety related sub-categories (S-01, S-02, S-03, S-04, S-05, S-06, S-07, S-08, S-09, S-10) and/or
- 80% of all Rescue related sub-categories (R-01, R-02, R-03, F-04)

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

Mandatory (7) The Offerors's Website must be view-able in both English and French languages.

Mandatory (8) The Offerors'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 RMSO products via the Offeror's website.)

Mandatory (9) For reasons of either extreme emergency or natural disaster, Offerors's 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 (10) Offerors's 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.

Mandatory (11) Offerors must comply with General Environmental Criteria (GEC). Offerors must meet a minimum of four (4) of the seven (7) criteria listed.

Green practices within supplier's organization:	Insert a checkmark 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 aluminum 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	

Note to Offerors: Any Offeror who fails to provide the manufacturer's most recent common price list (MSRP) effective at date of bid closing or provides inconsistent pricing from that of what the manufacturer has provided to the majority of its distributors, will be deemed non-compliant, removed from the process and will not be considered any further for that specific manufacturer.

FAILURE TO COMPLY WITH ANY ONE OF THE MANDATORY CRITERIA WILL RENDER YOUR OFFER NON-RESPONSIVE.

2. Evaluation Methodology:

Offerors must offer MSRP percentage discounts under the terms and conditions specified herein, for categories described in Annex "A".

Annex "A"

The percentage discounts for those categories of items described at Annex "A" will be evaluated in descending order of firm percentage discounts from the Manufacturer's most current common Canadian price list (MSRP) at time of bid closing.

2.1 Pricing Basis

The Offeror must quote percentage discount off of common MSRP. The MSRP must be in Canadian dollars, DDP Delivered Duty Paid (6 regions of Canada), Applicable Taxes extra, as applicable. Freight charges to destination and all applicable Custom duties and Excise taxes must be included.

3. Basis of Selection

Offeror's who meet all eleven (11) mandatory criteria and offeror the greatest percentage discount by manufacturer, by region, by sub-category in Annex "A", will be recommended for issuance of a Standing Offer.

1. All responsive offers will be considered.
2. In the event of identical firm percentage discounts offered, two (2) Standing Offers will be issued for that particular manufacturer, in that sub-category, in that region.
3. Only Offerors with the greatest discount, by manufacturer, per sub-category, per region, will be issued a Standing Offer.
4. Only those Manufacturers for which PWGSC has received a minimum of two (2) responsive offers per sub-category, per region will be considered for the RMSO and inclusion in Annex "A".
5. Offerors will only be eligible to provide "Private Brands" for sub-categories in which they are issued a Standing Offer.

PART 5 - CERTIFICATIONS

Offerors must provide the required certifications and documentation to be issued a standing offer.

The certifications provided by offerors to Canada are subject to verification by Canada at all times. Canada will declare an offer non-responsive, will have the right to set-aside a standing offer, or will declare a contractor in default, if any certification is found to be untrue whether during the offer evaluation period, during the Standing Offer period, or during the contract period.

The Standing Offer Authority will have the right to ask for additional information to verify the Offeror's certifications. Failure to comply with this request will also render the Offer non-responsive or may result in the setting aside of the Standing Offer or will constitute a default under the Contract.

1. Mandatory Certifications Required Precedent to Issuance of a Standing Offer

1.1 Code of Conduct and Certifications - Related documentation

By submitting an offer, the Offeror certifies that the Offeror and its affiliates are in compliance with the provisions as stated in Section 01 Code of Conduct and Certifications - Offer of Standard Instructions 2006. The related documentation therein required will assist Canada in confirming that the certifications are true.

1.2 Federal Contractors Program for Employment Equity - Standing Offer Certification

By submitting an offer, the Offeror certifies that the Offeror, and any of the Offeror's members if the Offeror is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list (http://www.labour.gc.ca/eng/standards_equity/eq/emp/fcp/list/inelig.shtml) available from HRSDC-Labour's website.

Canada will have the right to declare an offer non-responsive, or to set-aside a Standing Offer, if the Offeror, or any member of the Offeror if the Offeror is a Joint Venture, appears on the "FCP Limited Eligibility to Bid" list at the time of issuing of a Standing Offer or during the period of the Standing Offer.

Federal Contractors Program for Employment Equity - Certification

Canada will also have the right to terminate the Call-up for default if a Contractor, or any member of the Contractor if the Contractor is a Joint Venture, appears on the “FCP Limited Eligibility to Bid” list during the period of the Contract.

The Offeror must provide the Standing Offer Authority with a completed annex Federal Contractors Program for Employment Equity - Certification, before the issuance of a Standing Offer. If the Offeror is a Joint Venture, the Offeror must provide the Standing Offer Authority with a completed annex Federal Contractors Program for Employment Equity - Certification, for each member of the Joint Venture.
” (<http://www.tpsgc-pwgsc.gc.ca/app-acq/lc-pl/lc-pl-eng.html#a31>) document on the Departmental Standard Procurement Documents Web site.

2. Financial Capability

SACC Manual clause M9033T (2011-05-16) Financial Capability

3. General Environmental Criteria Certification

By submitting the Offer the Offeror certifies that it meets, and will continue to meet throughout the duration of any resulting contract, the requirements identified in the General Environmental Criteria Table found herein;

This certification does not relieve the bid from meeting all mandatory technical evaluation criteria detailed in Part 4.

By submitting the bid, the bidder certifies that the information submitted in the General Environmental Criteria table found herein is accurate and complete.

PART 6 - STANDING OFFER AND RESULTING CONTRACT CLAUSES

A. STANDING OFFER

1. Offer

1.1 The Offeror offers to fulfill the requirement in accordance with the Requirement at Annex "A".

2. Security Requirement

There is no security requirement applicable to this Standing Offer.

3. Standard Clauses and Conditions

All clauses and conditions identified in the Standing Offer and resulting contract(s) by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

3.1 General Conditions

2005 (2014-03-01) General Conditions - Standing Offers - Goods or Services, apply to and form part of the Standing Offer.

3.2 Standing Offers Reporting

The Offeror must compile and maintain records on its sales of Fire, Safety and Rescue goods to the federal government under contracts resulting from the Standing Offer. This data must include all purchases, including those paid for by a Government of Canada Acquisition Card.

The Offeror must provide this data in accordance with the reporting requirements detailed in Annex "B". If some data is not available, the reason must be indicated. If no goods or services are provided during a given period, the Offeror must still provide a "nil" report.

The data must be submitted on a bi-annual basis to the Standing Offer Authority.
The bi-annual reporting dates are defined as follows:

First report due: April 1st

Second report due: September 30th

The data report must be submitted to the Standing Offer Authority no later than five (5) calendar days after the end of the reporting period.

4. Term of Standing Offer

4.1 Period of the Standing Offer

The period for making call-ups against the Standing Offer is from _____ to _____ inclusive.

4.2 Extension of Standing Offer

If the Standing Offer is authorized for use beyond the initial period, the Offeror offers to extend its offer for an additional two (2) twelve month periods, from _____ to _____ under the same conditions and at the same percentage discounts specified in the Standing Offer.

The Offeror will be advised of the decision to authorize the use of the Standing Offer for an extended period by the Standing Offer Authority fifteen (15) days before the expiry date of the Standing Offer. A revision to the Standing Offer will be issued by the Standing Offer Authority.

5. Authorities

5.1 Standing Offer Authority

The Standing Offer Authority is:

Mike McLaughlin
 Public Works and Government Services Canada
 Acquisitions Branch
 Logistics, Electrical, Fuel and Transportation Directorate
 "HN" Division
 7B3, Place du Portage, Phase III
 11 Laurier Street
 Gatineau, QC, K1A 0S5

Telephone : (819) 956-3622
 Facsimile: (819) 953-4944
 E-mail address: michael.mclaughlin@pwgsc-tpsgc.gc.ca

The Standing Offer Authority is responsible for the establishment of the Standing Offer, its administration and its revision, if applicable. Upon the making of a call-up, as Contracting Authority, he is responsible for any contractual issues relating to individual call-ups made against the Standing Offer by any Identified User.

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5.2 Project Authority

The Project Authority for the Standing Offer is identified in the call-up against the Standing Offer.

The Project Authority is the representative of the department or agency for whom the Work will be carried out pursuant to a call-up against the Standing Offer and is responsible for all the technical content of the Work under the resulting Contract.

5.3 Offeror's Representative

Name and telephone number of the person responsible for :

Call-ups:

Name: will be inserted at standing offer

Telephone No. will be inserted at standing offer

Facsimile No. will be inserted at standing offer

E-mail address: will be inserted at standing offer

Delivery follow-up

Name: will be inserted at standing offer

Telephone No. will be inserted at standing offer

Facsimile No. will be inserted at standing offer

E-mail address: will be inserted at standing offer

6. Identified Users

The Identified Users authorized to make call-ups against the Standing Offer include any government department, agency or Crown corporation listed in Schedules I, I.1, II, III, of the *Financial Administration Act*, R.S., 1985, c. F-11.

7. Call-up Procedures

Before getting started:

- A) Identify the need/ requirement
- B) Research the requirement, decide which product best suits your need
- C) Identify who the manufacturer is
- D) Ensure the chosen manufacturer is approved for use under Annex "A"

Step 1: When a requirement is identified, the user must identify the manufacturer of the requirement and ensure that they are approved under the RMSO by appearing in the appropriate sub-category under Annex "A." If approved, the identified user must then contact the offeror who holds the S.O, in the appropriate sub-category and region, requesting unit pricing and delivery for that particular manufacturer. It is the responsibility of the User to identify to the S.O holder that the request is part of the RMSO for Fire, Safety and Rescue Equipment. This is done by identifying the appropriate Standing Offer number on all quote requests and call-up forms.

If the S.O holder is unable to fulfil the need, the identified user is required to document its file appropriately, then choose an equivalent manufacturer approved under the RMSO and repeat step 1.

Step 2: If the S.O holder is able to fulfil the need, the call-up is placed with the S.O holder. Users must ensure the following information is included with all quote and/or call-up request forms:

- 1) The appropriate Standing Offer number
- 2) The common MSRP unit price
- 3) The required Standing Offer MSRP percentage discount
- 4) The unit price with the required percentage discount subtracted
- 5) Ensuring no additional shipping charges are included.

8. Call-up Instrument

The Work will be authorized or confirmed by the Identified User(s) using form PWGSC-TPSGC 942, Call-up Against a Standing Offer.

9. Limitation of Call-ups

A) For Standing Offer (S.O) holder 'standard manufacturer' product lines listed under Annex "A":

The call-up limitation is \$100,000.00 including all applicable taxes

B) For Standing Offer (S.O) holder 'Private Brand' product lines listed under Annex "A":

The call-up limitation is \$5000.00 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 \$100,000.00 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 \$100,000.00 individual requirement limitation is not exceeded. The total value of an individual requirement is the sum of all S.O 'standard manufacturer product lines' and 'Private Brands,' to be purchase through the RMSO, including all applicable taxes.

Requirements above \$100,000.00 but below \$400,000.00

For individual requirements exceeding \$100,000, but below \$400,000, the Identified User **MUST** obtain written approval from the Standing Offer Authority before proceeding with the call-up. The Identified User must submit a copy of the S.O quote, call-up request and all supporting documentation to the Standing Offer Authority for review and written approval. Call-up requests above the call-up limitation will be reviewed on a case by case basis and approval to exceed the \$100,000.00 limitation is not guaranteed.

Requirements above \$400,000.00

Should an individual requirement above \$100,000.00 not be approved by the Standing Offer Authority or exceed the Call-up limitation of \$400,000.00, a detailed funded requisition (9200) must be submitted to PWGSC for processing as a separate requirement in accordance with PWGSC standard policies and procedures.

Requirements shall not be broken into a number of call-ups for the purpose of requisitioning pursuant to the Standing Offer.

10. Priority of Documents

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If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the call up against the Standing Offer, including any annexes;
- (b) the Standing Offer;
- (c) the general conditions 2005 (2010-01-11) - Standing Offers - Goods
- (d) the general conditions 2010A (2008-05-12) Goods (Medium Complexity);
- (e) Annex "A" Firm percentage discount offered from the manufactures MSRP
- (f) Annex "B" Mandatory Standing Offer Usage Reports
- (g) Annex "C" Manufacturers Authorization Letters
- (h) Annex "D" Mandatory Criteria Response Template
- (i) the Offeror's offer dated: _____ (*insert date of offer*),

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12. Certifications

12.1 Compliance

Compliance with the certifications and related documentation provided by the Offeror is a condition of authorization of the Standing Offer and subject to verification by Canada during the term of the Standing Offer and of any resulting contract that would continue beyond the period of the Standing Offer. In the event that the Offeror does not comply with any certification, provide the related documentation or if it is determined that any certification made by the Offeror in its offer is untrue, whether made knowingly or unknowingly, Canada has the right to terminate any resulting contract for default and set aside the Standing Offer.

13. Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Part 6B. RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from a call-up against the Standing Offer.

1. Requirement

The Contractor must provide the items detailed in the call-up against the Standing Offer.

2. Standard Clauses and Conditions

2.1 General Conditions

2010A (2014-03-01) General Conditions - Goods (Medium Complexity) apply to and form part of the Contract.

2.2 SACC Manual Clauses

SACC Reference	Section	Date
B1501C	Electrical Equipment	2006-06-16
B7500C	Excess Goods	2006-06-16

3. Term of Contract

3.1 Delivery Date

Delivery must be completed in accordance with the call-up against the Standing Offer.

3.1 Period of the Contract

The Work must be completed in accordance with the call-up against the Standing Offer.

3.2 SACC Manual Clauses

SACC Reference	Section	Date
A9006C	Defence Contract	2012-07-16
A9131C	Controlled Goods Program	2011-05-16
B4060C	Controlled Goods	2011-05-16

4. Payment

4.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm price, calculated based on Annex "A" of the Standing Offer firm percentage discount offered from the Manufacturers Suggested Retail Price applicable, as approved by the Standing Offer Authority; in Canadian dollars, (DDP) **Delivered Duty Paid** Incoterms 2000, Goods and Services Tax (GST) or Harmonized Sales Tax (HST) is extra, if applicable.

4.2 SACC Manual Clauses

SACC Reference	Section	Date
A9116C	T1204 - Information Reporting by Contractor	2007-11-30
A9117C	T1204 - Direct Request by Customer Department	2007-11-30
C2608C	Canadian Customs Documentation	2012-07-16
D0050C	End User Certificate	2007-05-25
G1005C	Insurance	2008-05-12

4.5 Payment by Credit Card

The following credit cards are accepted: _____ and _____.

5. Invoicing Instructions

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.
2. Invoices must be distributed as follows:
 - (a) as indicated in the "special instructions" block on the Call-up Against a Standing Offer form.

6. SACC Manual Clauses (Delivery)

SACC Reference	Section	Date
D2000C	Marking	2007-11-30
D2001C	Labelling	2007-11-30
D6010C	Palletization	2007-11-30
D3010C	Dangerous Goods/Hazardous Products	2012-07-16
D3015C	Dangerous Goods/Hazardous Products	2007-11-30
B1505C	Shipment of Hazardous Materials	2006-06-16
D9002C	Incomplete Assemblies	2007-11-30

7. Bi-Annual MSRP Update Mechanism

Percentage discounts provided by each Standing Offer holder will remain fixed for the duration of the Standing Offer. However, Offerors will be given an opportunity to update the Manufacturer's suggested retail price lists (MSRP) on a bi-annual basis to accommodate manufacturer price adjustments.

Updates to the MSRP lists will only be accepted on or before the following dates and must be reviewed and approved by the Standing Offer Authority prior to implementation.

1st submission: April 1st

2nd submission: October 1st

It is the responsibility of each Standing Offer holder to obtain the updated MSRP list directly from the manufacturer and pass it along to the Standing Offer Authority for review. The S.O Authority will 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 will either reject or approve each proposed MSRP update. Once a decision has been made, the Standing Offer Authority will then notify Standing Offeror holders in writing.

Note to Offeror: Standing Offer holders using updated price lists not approved by the Standing Offer Authority, will have Canada set-aside their Standing Offer.

8. Delivery Requirements Outside a Comprehensive Land Claims Settlement Area

The resulting Standing Offer is not to be used for deliveries within a Comprehensive Land Claims Settlement Area (CLCSA). All requirements for delivery within a CLCSA are to be submitted to the Department of Public Works and Government Services for individual processing.

ANNEX "A"
FIRM PERCENTAGE DISCOUNT OFF OF
MANUFACTURERS SUGGESTED RETAIL PRICING (MSRP)

Offerors are requested to provide their percentage discounts, per manufacturer, per sub-category, for each region they wish to be considered for by completing the following Annex. Offerors will only be considered for issuance of a Standing Offer for regions in which they are physically located.

The Regions are defined as follows:

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)

Annex "A" is organized as follows: There are 3 main categories under the RFSO, with 20 sub-categories.

Main Category Description	Sub-category Description
Fire F-01 to F-06	F-01: Fire Fighting Equipment F-02: Portable Fire Pumps F-03: Firefighting foam & Equipment F-04: Hose Testers F-05: Ladders F-06: Fire Extinguishers and related equipment
Safety S-01 to S-10	S-01: Confined space breathing/ Gas detection Equipment S-02: Protective Gloves S-03: Head Protection S-04: Ear Protection S-05: Spill Containment, Prevention & Storage S-06: Signage S-07: Eye Protection S-08: Portable Wash Stations/Basins S-09: Portable Ventilation Fans S-10: Lighting
Rescue R-01 to R-04	R-01: Man-down Alarms R-02: Rescue Equipment & Training Aids R-03: Fall Arrest Equipment R-04: Extrication Tools & Struts Kits

Please provide your corresponding MSRP percentage discount for each offered manufacturer in the appropriate 'Region' column, by Sub-category.

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

		Proposed Regional Discounts (%)					
Manufacturer		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
4210	Fire Fighting Equipment includes the following:						
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						
	Airboss Defense Ltd.						
	Angus						
	AHS American						
	Productos Mesa						
	Associated Fire Inc.						
	Buchannan						
	Bullard						
	Class 1						
	Checkers						
	Dixon						
	Endurance Marine						
	E.I Du Pont Canada						
	Elkhart Brass						
	Fire - Dex, LLC						
	Genfir						
	G HJUKSTROM LTD						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	North American Fire Hose						
F-01	Hastings Brass Ltd.						
	Honeywell First Responder Ltd						
	Intelgard						
	IRP						
	Key Fire Hose						
	Kochek Ltd.						
	Lakeland						
	Mercedes Textiles Ltd.						
	National Fire Equipment						
	National Foam						
	Niedner						
	Dixon/ Northline						
	Ottawa Brass						
	Paratech Inc						
	PIP Canada						
	POK Fire Fighting Equipment						
	Protek Fire Fighting Equipment						
	Pyrene						
	Red Head Brass						
	Safedesign Apparel Ltd.						
	Scotty FireFighter						
	Snap Tite Hose Inc.						
	Task Force Tips						
	Tingley Rubber Group						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	United Fire Inc.						
F-01	Wajax						
	Waterrax						
	WF Darley						
	Wildfire Environmental Inc.						
	Ziamatic						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
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.						
	Akron						
	B&A Mfg. Co.						
	BE Pressure						
	CET						
	Hale						
	DARLEY						
	Hudson						
	John Deere Pumps Ltd.						
	Ottawa Brass						
	Peerless Pumps Ltd.						
	Reddy-Buffaloes Pumps						
	Fudji Rabbit/Shibauw (Thibeault Pumps Ltd).						
	Tohatsu Pumps Ltd.						
	TYCO Pumps						
	Waterax						
	Wildfire Environmental Inc.						
	Waterous Pumps Ltd						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
F-03	<u>Firefighting foam & Equipment</u> 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.						
	3M						
	Akron						
	Angus						
	Ansul						
	Bullex Ltd.						
	Chubb Ltd.						
	Elkhart Brass Ltd.						
	Envirofoam Technologies						
	FireTrol						
	Genefir						
	Hastings Brass						
	Intelagard						
	Intern'l Fire & Gas						
	Kidde Fire Trainers 2014						
	Mi-Cell						
	National Fire Equipment						
	National Foam Ltd.						
	MADD Dog						
	Pinnacle						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
<u>F-03</u>	POK FireFighting Equipment						
	ProGear Ltd.						
	Protek Firefighting						
	Pyrene Ltd.						
	Scotty FireFighter						
	Solberg Foam						
	Touch N Seal						
	TYCO Ltd.						

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<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
<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.						
	Akron Brass						
	ANGUS						
	Areo-Fire						
	Delta Hydro Corp.						
	Dixon						
	Flamefighter Corporation						
	GFE						
	Niedner						
	Rice Hydro Equipment						
	Steel Fire Equipment Ltd.						
	Triad Sales Ltd.						

		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
<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.						
	AGF Equipment						
	Alco-Lite Ladders Ltd.						
	Aluminium Ladder Company						
	Barber-Colman Ltd.						
	Carl Thibault Inc.						
	CET - Ladder						
	Duo safety						
	Featherlite Ladders						
	Quikstep Foldable Products						
	Redden Equipment Ltd.						
	Safelines Ltd.						
	Steel Fire Equipment Ltd						
	Ziamatic Inc.						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
F-06	<u>Fire Extinguishers and related equipment</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)						
	Leader Group North America						
	Niedner						
	Ottawa Brass						
	Pyrochem						
	Steel Fire Equipment						

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

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
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, pressure demand airline respirators, 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						
	3M (Quest)						
	Aearo/3M						
	AE Ralston LTD.						
	Air Systems International						
	Allegro						
	Aldham Americas						
	American AirWorks						
	Amaircare Corporation						
	Avon ISI						
	BioSystems / Honeywell						
	Biomarine Industries						

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-01	Breathing Air Systems						
	Bilsom/Honeywell						
	Bullard Ltd.						
	BW technologies/ Honeywell						
	Can-Sling/ Capital Safety						
	Concept Controls						
	Capital Safety Group of Canada						
	Cardiac Science						
	Chase Ergonomics Ltd.						
	CMC RescueCompaire Ltd.						
	Dalloz/ Honeywell						
	DBI Sala/ Capital Safety						
	Cerex Monitoring Solutions						
	Draegar						
	E.I Dupont Ltd.						
	Emmet Corporation						
	Ergodyne						
	Fire Sentry						
	FLIR Systems Ltd.						
	GASCO						
	Gastec Corporation						
	Georgia Steel Ltd.						
	GE Morpho						
	GFG Instrumentation						
	Hammer Head Industries						
	Honeywell/ Sperian						
	Honeywell Analytics						

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	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	Industrial Scientific						
	Interscan Corporation						
S-01	Invision Communications						
	ION Science Inc						
	J E Lortie Inc.						
	Jordair Ltd.						
	Kanomax						
	Kappler						
	Landtec						
	Laurus						
	L&R Mfg. Co.						
	Manning Systems						
	Matisec Ltd.						
	Mechanics Wear						
	Medicom						
	MDA						
	Miller by Honeywell						
	Moldex Ltd.						
	MSA						
	North by Honeywell						
	Novacon						
	Obusforme Ltd.						
S-01	Ocenco Inc.						
	Occupational Health Dynamics						
	OK-1 Products Ltd.						
	O-TWO Medical Technologies Inc.						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	Petzel						
S-01	PMI						
	QuietPRO / Honeywell						
	Ralston Inc.						
	RAE Systems/ Honeywell						
	Safety Equipment America						
	Safer Systems						
	Safety Instruments						
	Sensear Inc.						
	Sensidyne LP						
	Scott						
	SKC						
	Sperian						
	Honeywell (Sperian)						
	Supercan Industries						
	Honeywell (Survivair)						
	Honeywell Analytics						
	Trident Compressors						
	TSI Inc						
	Uvex Ltd. / Honeywell						
	US Safety						
	Vulcain						
	Winsafe/ Fallsaft						
	Zefon						
	Zoll						
	Ziamatic						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-02	<u>Protective Gloves</u>						
	Handwear and accessories						
	3M						
	Air Boss International						
	Ansell						
	BCL						
	BDG						
	Decade						
	Dupont						
	Ergodyne						
	FSI NORTH						
	Fibre-Metal						
	Gander						
	Ganka						
	Glove Crafters Inc.						
	HexArmor						
	Honeywell/ Sperian						
	Impacto						
	Jomac						
	Kimberley Clark						
	Laurentide Gloves Inc.						
	Mapa Gloves						
	Marigold						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	Medicom						
	Mechanix Wear						
S-02	Microflex Corp.						
	National Safety Apparel						
	North Safety/ Honeywell						
	Oberon						
	Perfect Fit/ Honeywell						
	Protective Industrial Products						
	QRP						
	Ranpro						
	ReadySafe						
	Salisbury						
	Sperian (Bacou-Dalloz)						
	Superior Glove Work LTD.						
	Showa-Best Gloves Inc.						
	Techtrade						
	Valeo						
	Viking						
	Perfect Fit by Honeywell						
	Warwick Mills						
	Wells Lamont						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-03	<u>Head Protection</u> Headwear and accessories						
	3M						
	Action West Ltd.						
	Aearo/ 3M						
	AGO Industries						
	Belleville Protective Gear						
	Bilsom / Honeywell						
	Bullard						
	Cairns/ MSA						
	Draeger						
	Degil Safety Products						
	Dentec Safety Inc.						
	Dynamic Safety Products						
	ERB Products						
	Fibermetal						
	Fitzwright Ltd.						
	Globe						
	Gransfors Bruks Inc.						
	Helsafe Industries Ltd.						
	Howard Leight						
	Jackson Safety						
	Kolder Canada Ltd.						
	Lakeland Fire						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-03	Lion Apparel Ltd.						
	MarMac Ltd.						
	MiCil Industries						
	Miller/ Honeywell						
	MSA						
	Mustang Industries						
	National Safety Apparel						
	North / Honeywell						
	Pacific Helmets						
	Petzl						
	Pigeon Mountain Industries						
	Protective Industrial Products						
	Quaker Safety Ltd.Weise22						
	Safedesign Ltd.						
	Safety Express						
	Sellstrom						
	Sperian, (Bacou Dalloz) Honeywell						
	Steadfast Industries						
	Trellborg AB						
	Thermo Heat						
	Thermo Cool						
	Workrite						

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-04	<u>Ear Protection</u> Ear muffs, plugs and accessories.						
	3M						
	Aearo/ 3M						
	Bilsom Ltd.						
	Custom Protect Ear						
	Earmark Inc.						
	Gateway Safety Ltd.						
	Howard Leight /Honeywell						
	Honeywell QuietPRO						
	Hellburg						
	Invisio						
	Moldex						
	MSA						
	Dalloz Safety						
	Next Link Ltd.						
	Norhammer Ltd.						
	North Safety / Honeywell						
	Peltor / 3M						
	ReadySafe Products						
	Sensear Inc.						
	Sonomax Ltd.						
	Tasco						

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-05	<p align="center"><u>Spill Containment, Prevention & Storage</u></p> <p>Cabinets, lockers, drums, barrels, boxes, bins, sheds, hazmat stations, spill kits & containment pallets, drum cradles, cans, pails, containers, containment berms & barriers, chemical and granular sorbents, Sorbent booms, pads pillows, socks, acid neutralizers, liquid solidifiers and accessories.</p>						
	Axiom Oilfield Solutions						
	Bradley						
	CanRoss Eagle						
	SEI Industries						
	Enpac						
	Herbert Williams						
	JustRite						
	Loraday						
	North Safety / Honeywell						
	National Packaging Services						
	Quatrex						
	Rupture Seal						
	SPC Sorbent Products						
	Spilkleen						
	Universal Drum						
	Vidmar						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	Youngstown Barrel and Drum						

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-06	<u>Signage</u> Signs, labels, stickers, cones, pylons, vests, flags, tapes, safety barriers, sign holders, traffic wands and accessories.						
	3M						
	Accuform Signs						
	ALLEGRO						
	Botach Ltd.						
	Brady						
	Brightstar / Koehler						
	CIL-ORION						
	Cyalume						
	Dynamic Safety						
	Electric Flare Ltd.						
	Flexolite						
	Fulton Industries						
	GDS Signs Ltd.						
	House of Kang Ltd.						
	Inter. Sew Right Ltd.						
	Jackson Safety						
	Koehler/Bright Star Ltd.						
	Mag-Lite Ltd.						
	Nite Ize Ind.						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	North Safety						
S-06	Northern Light Technologies						
	Pack-A-Cone						
	Protective Industrial Products						
	ReadySafe Products						
	Reflexite						
	Road Tech. Mfg. Co.						
	Rubbermaid						
	Safe and Sound						
	Seam						
	Signis						
	Strategic Sourcing						
	Stream Light Ltd.						
	Top Tape						
	Wasip						

		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-07	<u>Eye Protection</u> Spectacles, goggles, masks, shields, Welding visors, cases and accessories.						
	3M						
	Aearo / 3M						
	American All Safe						
	AO Safety / 3M						
	Bradley						
	Bacou-Dalloz / Honeywell						
	Bolle Safety						
	Crews						
	Dalloz / Honeywell						
	Dynamic Safety						
	E.S.S. Systems Inc.						
	Emergency First Aid Ltd.						
	Encon						
	Fendall Corp.						
	Fibermetal / Honeywell						
	Gateway Products Ltd.						
	Guardian Co. Ltd.						
	Haws						
	Kimberly Clark						
	MSA						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-07	North Safety / Honeywell						
	Pyramex						
	Speakman						
	Sperian / Honeywell						
	Talott						
	US Safety						
	Uvex / Honeywell						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-08	<u>Portable Wash Stations & Basins</u> Portable safety shower stations, eyewash stations, basins and accessories.						
	3M						
	Aearo / 3M						
	A-MED						
	American All Safe						
	AO Safety / Honeywell						
	Bradley						
	Crews						
	Dalloz						
	Dynamic Safety Products						
	E.S.S. Systems Inc.						
	Emergency First Aid Ltd.						
	Encon						
	Fendall Corp. / Honeywell						
	Fibremetal / Honeywell						
	Gateway Products Ltd.						
	Guardian Co. Ltd.						
	Haws						
	Honeywell						
	Kimberly Clark						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	MSA						
	North Safety / Honeywell						
S-08	Prescription Safety						
	Prevor Ltee.						
	Pyramex						
	Speakman						
	Spectacles						
	Sperian / Honeywell						
	Talott						
	Quatrex Inc.						
	Ross Chemphamma Ltd.						
	Safetec						
	SPC Sorbent Products						
	Spill Kleen						
	SpillTech						
	Tennessee Mat						
	UltraTech International Inc.						
	Vetter GMBH Ltd.						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
S-09	<u>Portable Ventilation Fans</u> Hoods, blowers, box, floor and tilt drum fans, flexible ducting, fan filters & screens, confined space ventilation and blowers, intake & exhaust flanges, accessories.						
	Air Systems Intern'l						
	Airking						
	Allegro						
	Bullard Mfg. Co. Ltd.						
	Canarm						
	Power Hawk Technologies Inc.						
	Dayton Motor						
	Echo Tools Ltd.						
	FSI North America						
	J. Neils Ent.						
	Leader Fan						
	Leader Group North America						
	Milwaukee Tools						
	Port-a-Cool						
	Power Hawk Technologies Inc.						
	Qmark-Marley Industrial						
	RamFan Industries						
	Super Vac						

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		Proposed Regional Discount (%)					
	Manufacturer	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	T.A. Pelsue						
	Tempest						
S-10	Lighting Portable lighting kits, string lights, beacons, flood lights, flashlights, headlamps, stands, Hand/Work/Trouble lights, lighting cases and accessories.						
	Akron Brass						
	Air Systems International						
	Black Hawk						
	DURACELL						
	ENERGIZER						
	Eveready Ltd.						
	Fulton Ltd.						
	GE Lighting Canada						
	Kohler/Brightstar						
	Mag-Lite Ltd.						
	Northern Light Technologies						
	Pelican						
	Petzl Ltd.						
	Rayovac						
	RVA-Lighting and Masts						
	Streamlight						

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		Proposed Regional Discount (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	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.

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

		Proposed Regional Discounts (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-01	<u>Man-Down Alarms</u>						
	Draeger						
	Grace						
	MSA						
	Scott						

		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-02	<u>Rescue Equipment & Training Aids</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 / Capital Safety						
	Capital Safety Group Canada						
	Carleton Rescue Ltd.						
	Charlies Horse						
	CMC Rescue Ltd.						
	Code 4 Fire & Rescue						
	Dalloz / Honeywell						

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		Proposed Regional Discounts (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-02	DBI Sala / Capital Safety						
	DMM						
	Dynamic						
	Emergency First Aid Ltd.						
	Evac Chair						
	Ergo-Dyne						
	Ferno						
	FSI North America						
	Holmatro						
	Honeywell /						
	INTERNATIONAL STRETCHER SYSTEMS						
	Junkin						
	Laerdal						
	Life-Safer Inc.						
	Lifesaving Society Inc. / ACTAR						
	Marsars						
	MSA						
	Medex						
	Miller by Honeywell						
	NASCO/SIMULAIDS						
	Niedner						
	Nike Hydraulics						
	Norleans Technologies						
	North safety / Honeywell						

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		Proposed Regional Discounts (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-02	Petzl Inc.						
	PMI						
	Res-Q-Jack						
	Res-Q-Tech Ltd.						
	RN Mfg.						
	Safecross						
	Skedco Ltd.						
	Task Force Tips						
	UCL Ltd.						
	Wasip						
	Wesco						
	Winsafe / Fallsoft						
	Yates						

		Proposed Regional Discounts (%)					
	<u>Manufacturer</u>	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-03	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.						
	3M						
	Buckingham						
	Can-Sling						
	Capital Safety Group of Canada						
	Carleton Rescue Inc.						
	CMC Rescue Ltd.						
	Daloz						
	DBI-Sala						
	Dynamic Safety						
	Ergodyne						
	Fall Stop						
	J.E. Lortie						
	Jelco						
	Klein						
	Marsars						

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		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
	Miller						
R-03	MSA						
	North Safety / Honeywell						
	Petzl Inc.						
	PMI						
	Protecta						
	R.I.T. Rescue						
	Sala						
	Sellstrom						
	UCL Industries						
	Wesco						
	Winsafe / Fallsoft						
	Yates						

		Proposed Regional Discounts (%)					
<u>Manufacturer</u>		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
R-04	<p><u>Extrication Tools & Struts Kits</u></p> <p>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,</p> <p>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.</p>						
	American Rescue Technology						
	Power Hawk Technologies						
	Holmatro						
	Hurst Ltd.						
	Mechanix Wear						
	Paratech						
	Power Hawk						
	Rescue 42						
	Res-Q-Jack						
	Res-Q Tech Ltd.						
	TNT Rescue						
	Ziamatic Corp.						

Note to Offerors: All products offered under subsequent S.O's must meet the following Standards; NIOSH (National Institute for Occupational Safety and Health), CSA (Canadian Standards Associations), UL (Underwriters Laboratory), ULC (Underwriters Laboratory Canada), or NFPA (National Fire Protection Association) certifications as Appropriate.

No pharmaceuticals and medical supplies are to be provided against any resulting Standing Offer. Pharmaceuticals and medical supplies include the following:

- a) items for the medical and related professions;
- b) drugs, chemicals of medicinal grade, and preparations subject to the Food and Drugs Regulations, the Controlled Drugs and Substances Act and the Narcotic Control Regulations, which may be listed in the Canadian Formulary (CF), the United States Pharmacopoeia (USP), the National Formulary (NF), the British Pharmacopoeia (BP) and the British Pharmacopoeia Codex (BPC);
- c) medicated cosmetics and toiletries;
- d) surgical dressing materials;
- e) medical and surgical instruments, equipment and supplies;
- f) first aid kits and related items;

Other exclusions:

- a) Other equipment, supplies already covered by other standing offer agreements.
- b) Fire fighting gloves, boots, helmets, jackets, pants, turnout gear;
- c) Infection control products, SCBA testing instruments, Consoles,
- d) Heat tracers, Thermal Imaging Cameras (TIC) and accessories;
- g) No services are to be included in any resulting Standing Offer.

Private Brands

Offerors are requested to provide the names, descriptions and copies of the most recent Canadian MSRP for all 'Private Brands' they wish to submit for review and potential inclusion under the RMSO. Offerors must also clearly identify below, in which sub-category they wish their Private Brand to be considered under Annex "A", along with the corresponding MSRP percentage discount.

This information will then be reviewed by the Standing Offer Authority to ensure each Private Brand respects the intent of the RMSO. PWGSC reserves the right to reject any private brand that does not meet the intent of the RMSO.

Offerors will only be permitted to include their 'Private brands' under the sub-category and region in which they are awarded a Standing Offer.

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

F-01	<u>Fire Fighting Equipment</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							
F-02	<u>Portable Fire Pumps</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

F-03	<u>Firefighting foam & Equipment</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

F-04	<u>Hose Testers</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

F-05	<u>Ladders</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

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F-06	<u>Fire Extinguishers</u>	Proposed Regional Discounts (%)					
		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

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

S-01	<u>Confined space breathing/ Gas detection Equipment</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

S-02	<u>Protective Gloves</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

S-03	<u>Head Protection</u>	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							

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S-04	<u>Ear Protection</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

S-05	<u>Spill Containment, Prevention & Storage</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							

S-06	<u>Signage</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

S-07	<u>Eye Protection</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

S-08	<u>Portable Wash Stations/Basins</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

S-09	Portable Ventilation Fans	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

S-10	Lighting	Proposed Regional Discounts (%)					
		Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region
1							
2							
3							
4							
5							

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

R-01	<u>Man-down Alarms</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

R-02	<u>Rescue Equipment & Training Aids</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

R-03	<u>Fall Arrest Equipment</u>	Proposed Regional Discounts (%)					
	Proposed Private Brand	Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							

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R-04	Extrication Tools & Struts Kits	Proposed Regional Discounts (%)					
		Pacific Region	Western Region	Ontario Region	Quebec Region	NCR Region	Atlantic Region
1							
2							
3							
4							
5							

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Annex "B"

Mandatory Standing Offer Usage Reports

The Offeror must compile and maintain records on its sales of Fire, Safety and Rescue goods to the federal government under contracts resulting from the Standing Offer. This data must include all purchases, including those paid for by a Government of Canada Acquisition Card.

The Offeror must provide this data in accordance with the reporting requirements detailed herein. If some data is not available, the reason must be indicated. If no goods are provided during a given period, the Offeror must still provide a "nil" report.

The data must be submitted on a bi-annual basis to the Standing Offer Authority.

The bi-annual reporting dates are defined as follows:

First report due: January 30th

Second report due: June 30th

The data report must be submitted to the Standing Offer Authority no later than five (5) calendar days after the end of the reporting period

(The electronic 'Usage Report' will be provided after Standing offer award)

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Annex “C” Manufacturers Authorization Letters

Offerors must provide a recently completed Manufacturers Authorization Letter (See below) for EACH manufacturer being offered, per region. The manufacturer's letters must be provided with the offer at time of bid closing. These letters must be under the letterhead of the manufacturer, signed by the representative indicated in the Offerors Technical Offer and should have the absolute authority to designate agents / distributors.

The Manufacturers Authorization Letter template must not be modified and be used in its entirety to create the manufacturers authorization letters used in your submission.

An Offeror cannot provide a percentage discount for a manufacturer that has not been validated by providing the Standing Offer Authority with a rightfully signed authorization letter.

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Manufacturers Authorization Letter Template

Department of Public Works and
Government Services Canada
Place du Portage Phase III,
11 Laurier St., 7B3
Gatineau, Quebec
K1A 1C9

Date

Attention: Mike McLaughlin

Reference: E60HN-14FSRE

This letter certifies that 'Insert Offerors Company Name' is an authorized dealer of 'Insert Manufacturers Company Name' products and is approved to supply our Fire, Safety and Rescue Equipment to the Government of Canada through the RMSO E60HN-14FSRE.

The offeror named above is authorized to sell the manufacturer named above in the following Region(s): (indicate "X" where applicable)

Atlantic (NL, NS, PE, NB)	<input type="checkbox"/>	Québec	<input type="checkbox"/>	National Capital Region	<input type="checkbox"/>
Ontario	<input type="checkbox"/>	West (MB, SK, AB)	<input type="checkbox"/>	Pacific (BC)	<input type="checkbox"/>

'Insert Manufacturers Company Name' guarantees that it has directed its products to be organized in the identical sub-categories for all Offerors authorized for the same product lines.

Main Category Description	Sub-category Description
Fire F-01 to F-06	F-01: Fire Fighting Equipment F-02: Portable Fire Pumps F-03: Firefighting foam & Equipment F-04: Hose Testers F-05: Ladders F-06: Fire Extinguishers and related equipment
Safety S-01 to S-10	S-01: Confined space breathing/ Gas detection Equipment S-02: Protective Gloves S-03: Head Protection S-04: Ear Protection S-05: Spill Containment, Prevention & Storage S-06: Signage S-07: Eye Protection S-08: Portable Wash Stations/Basins S-09: Portable Ventilation Fans S-10: Lighting
Rescue R-01 to R-04	R-01: Man-down Alarms R-02: Rescue Equipment & Training Aids R-03: Fall Arrest Equipment R-04: Extrication Tools & Struts Kits

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'Insert Manufacturers Company Name' has agreed to utilized "MSRP" as a pricing base point as indicated on the supplied common MSRP price list and guarantees that all requesting Offerors have been provided the identical common MSRP for their product lines.

'Insert Offerors Company Name' has agreed to identify a Manufacturer Contact Person for each manufacturer, by region. The name and current contact details of each contact person are provided below.

Manufacturers Contact Person:

Manufacturer: _____
 Region: _____
 Contact Name: _____
 Title: _____
 Telephone No. _____
 Facsimile No. _____
 E-mail address: _____

Best Regards,
[Signature]

Name of Highest Ranking
Authorized Representative
Title,
Manufacturers Company Name
Phone number
E-mail address

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Annex "D" Mandatory Criteria Response Template

Mandatory (1) Offeror 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 offered.

Compliant	Non-compliant

Mandatory (2) Offeror must have physical regional representation in at least one (1) of the following six (6) regions of Canada. Please indicate, with an (x), which regions you are presently located in:

Region of Canada	Confirmation of Representation
Pacific Region (BC)	
Western Region (AB,SK, MB)	
Ontario Region	
Quebec Region	
National Capital Region	
Atlantic Region (NB,PEI, NS, NFLD)	

Mandatory (3) Offeror must provide the name, address and contact information for each person(s) responsible for each region they wish to be considered for:

Region of Canada	Contact Name	Address	Telephone
Pacific Region (BC)			
Western Region (AB,SK, MB)			
Ontario Region			
Quebec Region			
National Capital Region			
Atlantic Region (NB,PEI, NS, NFLD)			

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

Compliant	Non-compliant

Mandatory (5) Of the 3 main categories: Fire, Safety and Rescue, Offerors must be capable of providing a minimum of 80% of all listed sub-categories in at least one (1) of the three (3) main categories, in at least one (1) region. Please indicate, with an (x), which sub-categories you are capable of providing:

Main Category Description	Sub-category Description	Capable of Providing
Fire F-01 to F-06	F-01: Fire Fighting Equipment	
	F-02: Portable Fire Pumps	
	F-03: Firefighting foam & Equipment	
	F-04: Hose Testers	
	F-05: Ladders	
	F-06: Fire Extinguishers and related equipment	
Safety S-01 to S-10	S-01: Confined space breathing/ Gas detection Equipment	
	S-02: Protective Gloves	
	S-03: Head Protection	
	S-04: Ear Protection	
	S-05: Spill Containment, Prevention & Storage	
	S-06: Signage	
	S-07: Eye Protection	
	S-08: Portable Wash Stations/Basins	
	S-09: Portable Ventilation Fans	
	S-10: Lighting	
Rescue R-01 to R-04	R-01: Man-down Alarms	
	R-02: Rescue Equipment & Training Aids	
	R-03: Fall Arrest Equipment	
	R-04: Extrication Tools & Struts Kits	

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

Toll-free Telephone #	Internet Web Address

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

Compliant	Non-compliant

Mandatory (8) The Offerors's Website must possess either an online 'Product Search function' (i.e a search tool) or a web-link(s) to all available product catalogues. Please indicate, with an (x), which selection is applicable to you site:

	Online Product Search function	Web-link(s) to all available product catalogues	Non-compliant
Offeror's Website			

Mandatory (9) For reasons of either extreme emergency or natural disaster, Offeror 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.

Contact Name	Title	Address	Telephone

Mandatory (10) Offeror 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.

Compliant	Non-compliant

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Mandatory (11) Offerors must comply with General Environmental Criteria (GEC). Offerors must meet a minimum of four (4) of the seven (7) criteria listed.

Green practices within Offeror's organization:	Insert an (x) for each criterion that is met
1. Promotes a paperless environment through directives, procedures and/or programs.	
2. All documents are printed double sided and in black and white for day to day business activity unless otherwise specified by your client.	
3. Paper used for day to day business activity has a minimum of 30% recycled content and has a sustainable forestry management certification.	
4. 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.	
5. Recycling bins for paper, newsprint, plastic and aluminium containers available and emptied regularly in accordance with local recycling program.	
6. A minimum of 50% of office equipment has an energy efficient certification.	
7. Registered to ISO 14001 or has an equivalent environmental management system in place.	