



**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 0B2 / Noyau 0B2  
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  
Marine Machinery and Services / Machineries et services  
maritimes  
11 Laurier St. / 11, rue Laurier  
6C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> Moteurs hors-bord, Nouvelle marque	
<b>Solicitation No. - N° de l'invitation</b> E60ML-160001/F	<b>Date</b> 2016-09-01
<b>Client Reference No. - N° de référence du client</b> E60ML-160001	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$ML-029-25968
<b>File No. - N° de dossier</b> 029ml.E60ML-160001	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2016-10-18</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Guay, Yvan	<b>Buyer Id - Id de l'acheteur</b> 029ml
<b>Telephone No. - N° de téléphone</b> (819) 420-2907 ( )	<b>FAX No. - N° de FAX</b> (819) 956-0897
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

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

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**Letter of Interest (LOI) for New Brand of  
Outboard Motors, Inboard Motors or Stern Drives for the  
Government of Canada**

**1. BACKGROUND**

The government departments, agencies and Crown corporations across Canada require the commercial brands of outboard motors, inboard motors or stern drives. In addition, OEM parts and accessories are required by the clients for the maintenance and repair of existing outboard motors, inboard motors or stern drives.

**2. REQUIREMENT**

This Letter Of Interest (LOI) E60ML-160001/F is published to qualify any new Original Equipment Manufacturer (OEM), other than the proposed OEMs, capable to supply its commercial brand of outboard motors, inboard motors or stern drives with their parts and accessories to government departments, agencies and Crown corporations for deliveries across Canada, except areas subject to Comprehensive Land Claim Agreements (CLCAs), on an as-and-when requested basis. In addition, a standing offer will be issued under the Procurement Strategy for Aboriginal Business which will be for deliveries across Canada, except areas subject to CLCAs. This requirement does not contain servicing, installation, or repair & overhaul. In the event a client requires outboard motors to be delivered in CLCA area, this procurement will be treated as a separate requirement outside the standing offer. The period will be from date of standing offer to 31 August 2017.

The proposed OEMs and their commercial brands of outboard motors, inboard motors or stern drives are:

Yamaha Motor Canada Ltd., Toronto, Ontario, Yamaha brand;  
Mercury Marine Limited, Milton, Ontario, Mercury and Mercury Mercruiser brands;  
BRP US Inc., Sturtevant, Wisconsin, United States of America, Evinrude brand; and  
Volvo Penta Canada, Burnaby, British Columbia, Volvo Penta brand.

**3. QUALIFICATION CRITERIA**

The new OEM invited to provide a response to the LOI meeting the following qualification criteria:

1. The response with the LOI number before the Closing Date;
2. The new OEM's name and address with a contact person, e-mail address and telephone number;
3. Its commercial brand of outboard motors, inboard motors or stern drives;
4. Its capacity to provide nation-wide services with offices (distributors or dealers) in each of the following areas in Canada: Atlantic, Central, and Western Regions;

5. Its capacity to provide the same firm price list for the distribution of its commercial brand of outboard motors, inboard motors or stern drives with their parts and accessories for deliveries across Canada on an as and when requested basis from date of standing offer to 31 August 2017;
6. Its capacity to offer its equipment documentation, operating and safety instructions in Canada's both official languages: English and French; and
7. An estimated amount of its commercial brand of outboard motors, inboard motors or stern drives sold to the Government of Canada for deliveries across Canada, except areas subject to CLCAs, during a preceding period of 12 months.

#### **4. SUBMISSION OF THE RESPONSE TO THE LETTER OF INTEREST (LOI)**

The new OEM must submit its response to the Letter of Interest (LOI) to Yvan Guay by e-mail at [Yvan.Guay@tpsgc-pwgsc.gc.ca](mailto:Yvan.Guay@tpsgc-pwgsc.gc.ca), by fax at 819-956-0897 or by mail at the following address:

Yvan Guay  
Supply Team Leader  
Public Works and Government Services Canada  
Acquisitions Branch  
Marine Systems Directorate  
Place du Portage, Phase III, 6C2  
11 Laurier Street  
Gatineau, Québec  
K1A 0S5

Telephone: 819-420-2907  
Facsimile: 819-956-0897  
E-mail address: Yvan.Guay@tpsgc-pwgsc.gc.ca