

ADVANCE CONTRACT AWARD NOTICE: (ACAN) # 01B68-16-0256

The Department of Agriculture and Agri-Food Canada (AAFC) has a requirement for the following:

Booth space in the Canadian pavilion at the Seoul Food and Hotel (SFH) trade show May 16-19, 2017.

The purpose of this Advance Contract Award Notice (ACAN) is to signal the government's intention to award a contract for these services to the pre-selected supplier:

Oak Overseas, Ltd.

Exhibit Sales Director - US & Canadian Representative for AllWorld Exhibitions

112 Cabarrus Avenue East

Concord, NC 28025

USA

T: 704.837.1980

F: 704.943.0853

Before awarding a contract, however, the government would like to provide other suppliers with the opportunity to demonstrate that they are capable of satisfying the requirements set out in this Notice, by submitting a statement of capabilities during the 15 calendar day posting period.

If other potential suppliers submit a statement of capabilities during the 15 calendar day posting period that meet the requirements set out in the ACAN, the government will proceed to a full tendering process on either the government's electronic tendering service or through traditional means, in order to award the contract.

If no other supplier submits, on or before the closing date, a statement of capabilities meeting the requirements set out in the ACAN, a contract will be awarded to the pre-selected supplier, as referenced above.

BACKGROUND

SFH is the largest annual food trade event in Korea. Held in Seoul, the show attracts approximately 55,000 participants from 46 countries. SFH provides participating companies with an opportunity to meet with key importers, distributors and industry buyers from retail, catering and the hospitality trade across the whole of Korea.

Oak Overseas is the North American sales agent for this event. In addition, Oak Overseas is the exclusive organizer of the Canadian presence at SFH. Oak Overseas is organizing a pavilion at the event selling individual booths in the pavilion to interested participants.

In order to ensure the prosperity of the sector, the Canadian agri-business community needs to successfully compete and adapt to the changing needs of domestic and international markets. AAFC's Canada Pavilion program provides Canadian food exporters with the opportunity to enhance the exposure of their products against international competition by differentiating their products through the use of branding tools and attributes. The Canadian presence at international trade shows, through the Canada Pavilion program, should highlight the following key Canada Brand attributes: innovation, quality, nature and environment.

OBJECTIVE

AAFC is contributing to a Canadian Pavilion at SFH 2017, which will be held at Korea International Exhibition & Convention Center - Kintex, Seoul, Korea from May 16-19, 2017. The Canadian Pavilion will incorporate displays from a number of Canadian agri-food companies, associations, and federal/provincial departments.

AAFC intends to secure four 9 square meter booths in the Canadian Pavilion for use as an information booth, demonstration / seminar area and a general meeting for the exclusive use of pavilion exhibitors.

CURRENT REQUIREMENTS

AAFC requires four 9sqm booths at Seoul Food and Hotel 2017 with appropriate overhead Canada Branding comfortably within the existing mix of Canadian exhibitors anticipated to attend the event.

CONTRACT PERIOD

The resulting contract will be valid for SFH 2017 from May 16-19, 2017.

QUALIFICATIONS

To fulfill the requirements of the contract the person or firm must be authorized by event organizers to sell contiguous booth space at Seoul Food and Hotel 2017, within a large preexisting contingent of Canadian exhibitors in a branded Canadian Pavilion.

GOVERNMENT OF CANADA REGULATIONS EXCEPTION

The Treasury Board's Government Contract Regulations, Part 10.2.1 Section 6 states there are four exceptions that permit the contracting authority to set aside the requirement to solicit bids. This includes:

d. "only one supplier person or firm is capable of performing the contract."

There is no other supplier available that can provide Agriculture and Agri-food Canada with

- A) the necessary booth space requirements
- B) within the necessary preexisting structure "Canadian Pavilion".

ESTIMATE OF COSTS

\$55,000.00 CAD inclusive of all applicable taxes, fees and other monetary requirements.

SUPPLIER NAME AND ADDRESS

Oak Overseas, Ltd.

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CONTRACTING AUTHORITY

Sami Nauh, Senior Contracting Officer
Agriculture and Agri-Food Canada (AAFC)
Corporate Material Management Centre (CMMC)
Professional Services Contracting Unit
1285 Baseline Road, T5-2-347
Ottawa, Ontario K1A 0C5
Tel: 613-773-0941
Email: sami.nauh@agr.gc.ca

SUPPLIERS RIGHT TO SUBMIT A STATEMENT OF CAPABILITIES

Suppliers who consider themselves fully qualified and available to provide the services/goods described herein, may submit a Statement of Capabilities in writing to the address identified below.

Statements of Capabilities must be delivered to and received by the Contracting Authority on or before the closing date February 22nd, 2017 (noon Ottawa time) to the following address

Agriculture and Agri-Food Canada (AAFC)
Corporate Material Management Centre (CMMC)
Professional Services Contracting Unit
1285 Baseline Road, T3-5-344,
Ottawa, Ontario K1A 0C5
Attention: Sami Nauh, Senior Contracting Officer
Solicitation Number: ACAN: 01B68-16-0256

The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.

Statements of capabilities must be mailed or faxed on or before the closing date/time. Statement of capabilities received on or before the closing date will be considered solely for the purpose of deciding whether or not to conduct a more extensive tendering process. Information provided will be used by the Crown for technical evaluation purposes only with respect to a decision to proceed to a further competitive process.

Suppliers that have submitted a statement of capabilities will be notified in writing of AAFC's decision to proceed to award the contract without a further additional tendering process.

Should you have any questions concerning this requirement, contact the contracting officer identified above. The AAFC file number, the contracting officer's name and the closing date of the ACAN must appear on the outside of the envelope in block letters or, in the case of facsimile transmission, on the covering page.

The Crown retains the right to negotiate with suppliers on any procurement. Documents may be submitted in either official language of Canada.