



**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

Darren Langdon  
11 Laurier St. / 11, rue Laurier  
Place du Portage , Phase III  
8-C2  
Gatineau  
Québec  
K1A 0S5  
Bid Fax: (819) 997-0023

**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**

Weapons Systems Division/Division des systèmes d'arme  
11 Laurier St. / 11, rue Laurier  
8C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> LOI for C3 support	
<b>Solicitation No. - N° de l'invitation</b> W8486-174035/A	<b>Date</b> 2017-04-04
<b>Client Reference No. - N° de référence du client</b> W8486-174035	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$\$BM-036-26282
<b>File No. - N° de dossier</b> 036bm.W8486-174035	<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 2017-05-26</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Langdon (bm div), Darren	<b>Buyer Id - Id de l'acheteur</b> 036bm
<b>Telephone No. - N° de téléphone</b> (819) 939-0951 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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> Raison sociale et adresse du fournisseur/de l'entrepreneur	
<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>



Destination Code - Code destinataire	Destination Address - Adresse de la destination	Invoice Code - Code bur.-comptable	Invoice Address - Adresse de facturation
D - 1	CP01 ADM (Mat) DGMPEM/DGLEPM/DGAPEM ON CANADA	W8486	DEPARTMENT OF NATIONAL DEFENCE NDHQ DGLEPM 101 COLONEL BY DR. OTTAWA Ontario K1A0K2 Canada



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Destination	Unit Price/Prix unitaire FOB/FAM	Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
1	LOI for C3 support	D - 1	W8486	1	SU	\$	\$		See Herein	

**C3 105mm Howitzer Cannon Support  
Letter of Interest  
N° W8486-174035**

**1. Purpose and Nature of the Letter of Interest (LOI):**

1.1. The purpose of this Letter of Interest (LOI) is to inform Industry of a possible upcoming competitive procurement process for the Department of National Defence's (DND) requirement to support up to ninety-four (94) Howitzer, Light, Towed, 105mm, C3; hereafter called the C3 howitzer. This procurement will include the provision of spare parts and may include engineering support services.

1.2. Public Services and Procurement Canada's (PSPC) intent for this LOI is to engage Industry in a consultative process by seeking Industry feedback via the responses to questions identified herein. In addition, DND has a requirement to understand the availability and affordability, in relation to the C3 fleet on behalf of Canada.

1.3. Interested firms are encouraged to review the documentation attached to the LOI and provide comments and/or questions, in writing, to the PWGSC Contracting Authority identified herein at Section 6.

**2. Requirement:**

2.1. DND has a requirement to support its existing fleet of C3 howitzers to the year 2030. The current fleet is comprised of 94 guns and has no spare barrels. The fleet is spread out and located at various military locations in Canada.

**3. Potential Scope and Constraints of the Contract:**

3.1. The C3 howitzer is a 105mm close support, field artillery weapon that is mobile, general purpose, light towed, and has the capability to fire extended range munitions up to 18 kilometres. It is manually operated, single-loaded and air-cooled. The C3 howitzer uses semi-fixed ammunition and consists of the cannon assembly, the carriage and the recoil mechanism.

3.2. The C3 howitzer fleet was upgraded from the C1 configuration to the C3 configuration from 1997 to 1998, the engineering and production for the upgrade was performed by RDM Technology which was part of the RDM Group De Rotterdamsche Droogdok Maatschappij b.v., Rotterdam, The Netherlands. RDM Technology designated the howitzer upgrade as the M101/33 howitzer and Canada designated the howitzer as the C3. RDM Technology declared bankruptcy in 2004 and as a result of the bankruptcy liquidation, the ownership of the Intellectual Property rights for the RDM M101/33 howitzer upgrade is currently unclear.

3.3. The LOI is not subject to the Controlled Goods Program, however a competitive process will be. For information pertaining to the Controlled Goods Program, please refer to the Public Services and Procurement Canada (<http://ssi-iss.tpsgc-pwgsc.gc.ca/dmccgd/index-eng.html>) website.

3.4. The Federal Contractors Program for Employment Equity (FCP-EE) will apply to the upcoming competitive procurement process. Further details on the FCP-EE will be communicated on <https://buyandsell.gc.ca/> as part of the upcoming competitive procurement process.

3.5. There are no security requirements associated with this LOI, however, there may be security requirements associated with the upcoming competitive procurement process. Additional information on the security requirements will be communicated on <https://buyandsell.gc.ca/> as part of the upcoming competitive procurement process.

3.6. Should Industry require information on personnel and organization security screening or security clauses, please refer to the Canadian Industrial Security Directorate (CISD), Industrial and Security Program of Public Services and Procurement Canada (<http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html>) website.

3.7. Any additional information on the potential scope and constraints will be communicated on <https://buyandsell.gc.ca/> as part of the upcoming competitive process.

#### **4. Legislation, Trade Agreements, and Government Policies:**

4.1. The following is a list of some legislation and government policies that will govern the upcoming competitive procurement process:

- a) Defence Production Act (DPA)
- b) Controlled Goods Program (CGP)
- c) Federal Contractors Program for Employment Equity (FCP-EE)
- d) Government Contract Regulations (GCR)
- e) PWGSC Policy on Green Procurement

4.2. Any additional information pertaining to Legislation and Government Policies will be communicated on <https://buyandsell.gc.ca/> as they become available throughout the period of this LOI #1 or as part of the upcoming competitive procurement process.

#### **5. Schedule:**

5.1. The following is the tentative schedule associated with both the LOI and potential competitive procurement process:

- a) Release of Letter of Interest: **7 April 2017**
- b) LOI Closing date: **26 May 2017**
- c) Evaluate responses and determine a course of action: **9 June 2017**
- d) Release potential Request for Proposal: **31 September 2017**

5.2. Any changes to the tentative schedule will be communicated on <https://buyandsell.gc.ca/> as they become available throughout the period of this LOI.

#### **6. PSPC Contracting Authority:**

##### **Important Notes to Respondents:**

6.1. Any correspondence must be directed, in writing, in either official language of Canada, to the PWGSC Contract Authority identified below, preferably via email:

Darren Langdon  
Supply Specialist  
Munitions and Weapons Systems Division - BK/BM,  
Public Services and Procurement Canada (PSPC)  
11 Laurier Street, Place du Portage III, 8C2 Gatineau, Quebec K1A 0S5

E-mail: [darren.langdon@pwgsc-tpsgc.gc.ca](mailto:darren.langdon@pwgsc-tpsgc.gc.ca)

6.2. Changes to this LOI may occur and will be advertised on the Government Electronic Tendering System, <https://buyandsell.gc.ca/>.

6.3. Canada asks interested parties to visit [BuyandSell.gc.ca](http://BuyandSell.gc.ca) regularly to check for changes, if any.

## **7. Industry Interaction:**

7.1. To ensure a successful procurement process for the provision of C3 cannon support, Canada intends to engage Industry in a consultative process. The consultative process associated with this LOI includes specific questions aimed to help determine the viability of the support concept of the C3 cannon. It may include hosting a plenary Industry Day, holding One-on-One Sessions and posting a draft Request for Proposal (RFP) on the Government Electronic Tendering Site (GETS), BuyandSell.gc.ca.

7.2. Canada's intent in seeking Industry feedback is mainly to:

- a) Clarify capabilities (including intellectual property rights) of Industry to support the C3;
- b) Clarify affordability of Industry to support the C3;
- c) Understand industry's capacity and concerns, and the achievability of the requirements as outlined in the attached documentation;
- d) Identify any areas of the requirement which could be deemed to be medium or higher risk to achieve and why; and
- e) Identify any potential Industry concerns associated with the proposed contract requirements (in particular: scope, cost, schedule, technical and/or business risks).

7.3. All Questions and Answers throughout the engagement process will be recorded and posted on <https://buyandsell.gc.ca/>.

7.4. Participants will be required to submit any additional feedback to the Industry Interaction, in writing, to the PSPC Contracting Authority, identified herein at Section 6, on or before 26 May 2017.

7.5. Non-attendance at any resulting Industry Day or One-on-One Sessions will not preclude a supplier from bidding on this requirement, should a follow-on solicitation be issued.

7.6. All submitted information, comments and/or questions must be based solely on the documentation herein and Industry should not reference any other past procurement process.

## **8. NOTES TO INTERESTED INDUSTRY PARTICIPANTS:**

8.1. This LOI is neither a call for tender nor an RFP, and no agreement or contract for the procurement of the requirement described herein will be entered into solely as a result of this LOI. The issuance of this LOI is not to be considered in any way as a commitment by Canada nor as authority to potential Respondents to undertake any work that could be charged to Canada.

8.2. This LOI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein. Canada does not intend to award a contract on the basis of the notice or otherwise pay for the information solicited. Any and all expenses incurred by the Respondent in pursuing this opportunity, including the provision of information and potential visits, are at the Respondent's sole risk and expense.

8.3. Any discussions on this subject with project staff representing DND, PWGSC, ISEDC or any other GoC representative or other personnel involved in project activities, must not be construed as an offer to purchase or as a commitment by DND, PWGSC, ISEDC or GoC.

8.4. Respondents may provide documents / information / data collected as commercial-in-confidence (and if identified as such, will be treated accordingly by Canada). However, Canada reserves the right to use the information to assist them in drafting performance specifications and for budgetary purposes in consultation with both national and international stakeholders. Requirements are subject to change, which may be as a result of information provided in response to this LOI. Participants are advised that any information submitted to Canada in response to this LOI may or may not be used by Canada in the development of the potential subsequent RFP. The issuance of this LOI does not

create an obligation for Canada to issue a subsequent RFP and does not bind Canada legally or otherwise, to enter into any agreement or to accept or reject any suggestions.

8.5. Respondents are encouraged to clearly identify, in writing, in the information they share with Canada, any information they feel is commercial-in-confidence, proprietary, third party or personal. Please note that Canada may be obligated by law (e.g. in response to a request under the Access to Information and Privacy Act) to disclose proprietary or commercially-sensitive information concerning a Respondent (for more information: <http://laws-lois.justice.gc.ca/eng/acts/a-1/>).

8.6. Respondents are asked to identify, in writing, if their response, or any part of their response, is subject to the Controlled Goods Regulations.

8.7. Participation in this LOI is encouraged, but is not mandatory. There will be no shortlisting of potential suppliers for the purposes of undertaking any future work as a result of this LOI. Similarly, participation in this LOI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

8.8. Respondents will not be reimbursed for any cost incurred by participating in this LOI.

**9. Attached Documents:**

Annex A – Questionnaire Response Template

**10. Closing date for the Letter of Interest:**

10.1. The LOI (Industry Engagement) closing date is currently planned for 26 May, 2017. Respondents are asked to submit their responses to the questions posed in Annex A by 2:00 pm EST on 26 May, 2017.

## Annex A – Questionnaire Response Template

Respondents are asked to submit a response, in their own format, and using the following questions as sections or headers providing as much detail as possible and including any supporting information and/or documentation to support the responses. Where possible, examples and/or contact information is appreciated.

### 1. Intellectual Property (IP) / Manufacturing Rights:

NOTE: C3 cannon tubes configuration and tolerances are indicated on RDM Technology drawing number XX005-5598.

1.1 Do you own or have a legal right to access copy of the RDM Technology M101/33 howitzer engineering drawings?

1.2 Do you possess or have a license / sub-license for the IP rights to the RDM Technology M101/33 howitzer engineering drawings?

1.3 Do you possess the right or a license or sub-license to manufacture the RDM Technology M101/33 cannon tubes and sell directly to Canada?

### 2. Manufacturing Capability:

NOTE: Large caliber cannon tubes shall be classed as being of 90mm and above for use on Main Battle Tanks or Howitzers.

2.1 Does your company have an existing operational manufacturing facility to manufacture large caliber cannon tubes?

2.2 Has your company manufactured and delivered large caliber cannon tubes within the last 10 years?

2.2 From previous successful deliveries of large caliber cannon tubes, what was the expected safe fatigue life of these cannon tubes expressed in Equivalent Full Charge (EFCs)?

2.4 Does your company have the capability to autofrettage the cannon tube as an intermediate step in the manufacturing process?

### 3. Engineering / Testing:

3.1 Has your company ever tested large caliber cannon tubes to the point of destruction in order to collect empirical data to aid in the calculations to determine the safe fatigue life of the cannon tube?

3.2 Has your company ever performed limited testing of large caliber cannon tubes to collect data and then used theoretical calculations to extrapolate the data to determine the safe fatigue life of the cannon tube.

3.3 Please provide a general outline of the process your company uses to determine the safe fatigue life of a large caliber cannon tube.

3.4 Does your company have access to artillery ranges used to conduct live-fire testing for artillery?

3.5 Does your company have the capability to condition artillery ammunition to specific temperatures as required for live-fire testing?

3.6 Does your company have the qualified staff to perform live-fire testing on artillery ranges?

3.7 Does your company have access to artillery ammunition required for live-fire testing?

**4. Support for Existing C3 Cannon Tubes:**

4.1 Within the last 10 years, does your company have experience in developing successful engineering solutions to mitigate the initiation of cracks or other damage/failure points in large caliber cannon tubes?

**5. Miscellaneous:**

5.1 Please provide any additional relevant comments regarding the questionnaire or any comments regarding a potential RFP for C3 cannon tube support.