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PART 1 - GENERAL INFORMATION

1.1 Introduction

The Request for Standing Offers (RFSO) is divided into seven parts plus attachments and 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, and the basis of selection;
- Part 5 Certifications and Additional Information: includes the certifications and additional information to be provided;
- Part 6 A, Standing Offer, and B, 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 Requirement, the Basis of Payment, the Electronic Payment Instruments, the Federal Contractors Program for Employment Equity - Certification and any other annexes

1.2 Summary

This Request For Standing Offers for Parks Canada is being raised to supply and deliver Coarse Road Salt (sodium chloride as NaCl) in bulk to various delivery locations in Banff National Park, Yoho National Park, Kootenay National Park and Mount Revelstoke/Glacier National Parks as requested during the period of the Standing Offer.

The Standing Offer is for a three year period with an estimated commencement date of September 1st 2017.

Road salt must be in accordance with Government Specification CAN/CGSB15.9-92 (current version).

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 Canadian Free Trade Agreement (CFTA).

This SO is not for deliveries of goods in areas subject to Comprehensive Land Claims Agreements (CLCAs).

1.3 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.

PART 2 - OFFEROR INSTRUCTIONS

2.1 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) (<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](#) (2017-04-27) 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: 60 days Insert: 120 days

2.1.1 SACC Manual Clauses

M0019T (2007-05-25) Firm Price and/or Rates

2.2 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.

2.2.1 Basis of Selection - Multiple Items

An offer must comply with the requirements of the Request for Standing Offers and meet all mandatory technical evaluation criteria to be declared responsive. The responsive offer with the

lowest evaluated price on an aggregate basis will be recommended for issuance of a standing offer.

2.3 Enquiries - Request for Standing Offers

All enquiries must be submitted in writing to the Standing Offer Authority no later than seven (7) 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 question(s) or may request that Offerors do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Offerors. Enquiries not submitted in a form that can be distributed to all Offerors may not be answered by Canada.

2.4 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 Alberta.

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.

PART 3 - OFFER PREPARATION INSTRUCTIONS

3.1 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 must appear in the financial offer only. No prices 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) (<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.

Section I: Technical Offer

In their technical offer, Offerors should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

Section II: Financial Offer

Offerors must submit their financial offer in accordance with "Annex B, Basis of Payment". The total amount of Applicable Taxes must be shown separately.

3.1.1 Electronic Payment of Invoices - Offer

If you are willing to accept payment of invoices by Electronic Payment Instruments, complete Annex "C" Electronic Payment Instruments, to identify which ones are accepted.

If Annex "C" Electronic Payment Instruments is not completed, it will be considered as if Electronic Payment Instruments are not being accepted for payment of invoices.

Acceptance of Electronic Payment Instruments will not be considered as an evaluation criterion.

3.1.2 Exchange Rate Fluctuation

[C3011T](#) (2013-11-06), Exchange Rate Fluctuation

Section III: Certifications Offerors must submit the certifications and additional information required under Part 5.

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 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.

4.1.1 Technical Evaluation

4.1.1.1 Mandatory Technical Criteria

Completion and submission of the Compliance Matrix table is required for evaluation purposes and complete pricing as requested in Annex "B".

4.1.2 Financial Evaluation

4.1.2.1 Evaluation of Price

SACC Manual Clause [M0222T](#) (2016-01-28), Evaluation of Price - Canadian/Foreign Offerors

4.1.2.2 Financial Evaluation

The estimated quantities listed in Annex "B" are for evaluation purposes only and will not form part of any resulting Standing Offer.

The evaluated price will be calculated by multiplying the unit price for each line item bid on by the Offeror by the associated estimated usage and for all periods of the Standing Offer and then summing the values for each location, as per the following example:

Annex B Basis of Payment

Location 1 = Item #1: Estimated Quantity = (500 Tonnes x unit price Year 1) + (500 Tonnes x unit price Year 2) + (500 Tonnes x unit price Year 3) = total evaluated offer for Location A.

Location 2 = Item #1: Estimated Quantity = (500 Tonnes x unit price Year 1) + (500 Tonnes x unit price Year 2) + (500 Tonnes x unit price Year 3) = total evaluated offer for Location B.
etc.

4.2 Basis of Selection

4.2.1 Firm Price and/or Rates

SACC Manual Clause [M0019T](#) (2007-05-25) Firm Price and/or Rates

4.2.2 Basis of Selection

SACC Manual Clause [M0069T](#) (2007-05-25) Basis of Selection

PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

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

The certifications provided by Offerors to Canada are subject to verification by Canada at all times. Unless specified otherwise, 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 made by the Offeror is found to be untrue whether made knowingly or unknowingly 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 and to cooperate with any request or requirement imposed by the Standing Offer Authority will render the offer non-responsive, result in the setting aside of the Standing Offer or constitute a default under the Contract.

5.1 Certifications Required with the Offer

Offerors must submit the following duly completed certifications as part of their offer.

5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the [Ineligibility and Suspension Policy](http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Offeror must provide with its offer the required documentation, (as applicable), to be given further consideration in the procurement process.

5.1.2 Additional Certifications Required with the Offer

MANDATORY SPECIFICATIONS

A complete list of the minimum mandatory performance specifications are detailed below in the "Compliance Matrix". Bidders are to clearly demonstrate compliance with each mandatory specification.

1. Bidders must show compliance by addressing each performance specification in the Compliance Matrix, whether the product offered "Meets" or "Does Not Meet".
2. It is requested that supporting technical documentation, including but not limited to, specification sheets, technical brochures, photographs or illustrations be provided with the bid at solicitation close and be cross-referenced on the Compliance Matrix for each performance specification to outline where in the supporting technical documentation it demonstrates compliance. It is the Bidders responsibility to ensure that the submitted supporting technical documentation provides detail to prove that the proposed product(s) meet the requirements of the Performance Specification. If published supporting technical document is not available, the Bidder should prepare a written narrative complete with a detailed explanation of how its bid demonstrates technical compliance.

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3. If the supporting documentation referenced above has not been provided at bid closing, the Contracting Authority will notify the Bidder that they must provide supporting documentation within two (2) business days following notification. Failure to comply with the request of the Contracting Authority within that time period, will deem the bid non-responsive and the bid will be given no further consideration.
4. Bidders must address any concerns with the performance specifications in written detail to the Contracting Authority before bid closing as outlined in the Request for Proposal (RFP) document.

Compliance Matrix - Mandatory Specifications:

COARSE SALT CRYSTALS					
CHEMICAL ANALYSIS					
Item	Units	Range	Meets	Does Not Meet	Supporting Documentation
					Bidders must acknowledge and indicate how they meet each performance specification by providing information in this column and/ or by cross-referencing where the performance specification is indicated in their supporting documents.
Total Chloride	%	95.0 - 100%			
Sodium Chloride	%	Min 95.0%			
Calcium, water soluble	%	0.010 - 0.200			
Magnesium, water soluble	%	0.005 - 0.050			
Potassium Chloride	%	0.500 - 3.000			
Potassium, water soluble	%	0.150 - 1.50			
Sulfate, water soluble	%	0.100 - 0.500			
Water insoluble	%	0.500 - 1.500			
Moisture	%	<1.000			
Bulk Density		1234 kg/m3 77 lbs/ft3			

SCREEN ANALYSIS – PARTICLE SIZE DISTRIBUTION					
Screen Size (mm)	Screen Size (Tyler)	Percent Passing	Meets	Does Not Meet	Supporting Documentation
12.00	1/2"	100			
9.000	3/8"	95 - 100%			
5.000	4 Mesh	60 - 85%			
2.000	9 Mesh	30 - 60%			
0.900	18 Mesh	10 - 30%			
0.400	40 Mesh	0 - 10%			
0.071	80 Mesh	0 - 3%			

5.2 Certifications Precedent to the Issuance of a Standing Offer and Additional Information

The certifications and additional information listed below should be submitted with the offer, but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Standing Offer Authority will inform the Offeror of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame provided will render the offer non-responsive.

5.2.1 Integrity Provisions – Required Documentation

In accordance with the [Ineligibility and Suspension Policy](http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Offeror must provide the required documentation, as applicable, to be given further consideration in the procurement process.

5.2.2 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) available at the bottom of the page of the [Employment and Social Development Canada-Labour's](http://www.esdc.gc.ca/en/jobs/workplace/human_rights/employment_equity/federal_contractor_program.page?&_ga=1.229006812.1158694905.1413548969) website (http://www.esdc.gc.ca/en/jobs/workplace/human_rights/employment_equity/federal_contractor_program.page?&_ga=1.229006812.1158694905.1413548969).

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.

PART 6 - STANDING OFFER AND RESULTING CONTRACT CLAUSES

A. STANDING OFFER

6.1 Offer

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

6.2 Security Requirements

6.2.1 There is no security requirement applicable to the Standing Offer.

6.3 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) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

6.3.1 General Conditions

2005 (2016-04-04) General Conditions - Standing Offers - Goods or Services, apply to and form part of the Standing Offer.

6.3.2 Standing Offers Reporting

The Offeror must compile and maintain records on its provision of goods, services or both 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 "D". 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 quarterly to the Standing Offer Authority.

The quarterly reporting periods are defined as follows:

- 1st quarter: April 1 to June 30;
- 2nd quarter: July 1 to September 30;
- 3rd quarter: October 1 to December 31;
- 4th quarter: January 1 to March 31.

The data must be submitted to the Standing Offer Authority no later than 15 calendar days after the end of the reporting period.

6.4 Term of Standing Offer

6.4.1 Period of the Standing Offer

The period for making call-ups against the Standing Offer is from September 1 2017 to August 31st 2020.

6.4.4 Delivery Points

Delivery of the requirement will be made to delivery point(s) specified at Annexes "A" and "B" of the Standing Offer.

6.5 Authorities

6.5.1 Standing Offer Authority

The Standing Offer Authority is:

Name: Diana Izzotti
Title: Supply Officer
Public Works and Government Services Canada
Acquisitions Branch - Directorate; Western Region
Address: 1650, 635 - 8 Ave SW Calgary AB T2P 3M3
Telephone: 403-680-6109
Facsimile: 403-292-5786
E-mail address: diana.izzotti@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.

6.5.2 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.

6.5.3 Offeror's Representative

Name: _____

Title: _____

Company name: _____

Address: _____

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Telephone: _____

E-mail address: _____

PBN number: _____

6.6 Identified Users

The Identified User authorized to make call-ups against the Standing Offer is: Parks Canada.

6.7 Call-up Procedures

6.7.1 Call-up Instrument

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

6.8 Limitation of Call-ups

Individual call-ups against the Standing Offer must not exceed the sum of \$ To Be Determined (Applicable Taxes excluded)

6.9 Financial Limitation

The total cost to Canada resulting from call ups against the Standing Offer must not exceed the sum of \$ To Be Determined (Applicable Taxes excluded) unless otherwise authorized in writing by the Standing Offer Authority.

The Offeror must not perform any work or services or supply any articles in response to call ups which would cause the total cost to Canada to exceed the said sum, unless an increase is so authorized.

The Offeror must notify the Standing Offer Authority as to the adequacy of this sum when 75 percent of this amount has been committed, or 3 months before the expiry date of the Standing Offer, whichever comes first. However, if at any time, the Offeror considers that the said sum may be exceeded, the Offeror must promptly notify the Standing Offer Authority.

6.10 Priority of Documents

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 articles of the Standing Offer;
- c) the general conditions 2005 (2016-04-04), General Conditions - Standing Offers - Goods or Services (2016-04-04) 2005
- d) the general conditions 2010A (2016-04-04) General Conditions - Goods (Medium Complexity) (2016-04-04) 2010A

- e) Annex A, Requirement ;
- f) Annex B, Basis of Payment ;
- g) the Offeror's offer dated _____

6.11 Certifications and Additional Information

6.11.1 Compliance

Unless specified otherwise, the continuous compliance with the certifications provided by the Offeror with its offer or precedent to issuance of the Standing Offer (SO), and the ongoing cooperation in providing additional information are conditions of issuance of the SO and failure to comply will constitute the Offeror in default. Certifications are subject to verification by Canada during the entire period of the SO and of any resulting contract that would continue beyond the period of the SO.

6.12 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 Alberta.

B. 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.

6.1 Requirement

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

6.2 Standard Clauses and Conditions

6.2.1 General Conditions

[2010A](#) (2016-04-04), General Conditions - Goods (Medium Complexity) apply to and form part of the Contract.

Interest on Overdue Accounts will not apply to payments made by credit cards.

6.3 Term of Contract

6.3.1 Delivery Date

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

6.4 Payment

6.4.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid the firm unit prices, as specified in Annex B – Basis of Payment. Customs duties are included and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable. Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

6.4.2 Single Payment

SACC Manual clause H1001C (2008-05-12) Multiple Payments

6.5 Invoicing Instructions

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.

a) The original and one (1) copy must be forwarded to the address shown on page 1 of the Contract for certification and payment

and

b) One (1) copy must be forwarded to the Contracting Authority identified under the section entitled "Authorities" of the Contract.

6.5.1 Electronic Payment of Invoices – Call-up

The Contractor accepts to be paid using any of the following Electronic Payment Instrument(s):

- a. Visa Acquisition Card;
- b. MasterCard Acquisition Card;
- c. Direct Deposit (Domestic and International);
- d. Electronic Data Interchange (EDI);
- e. Wire Transfer (International Only);

6.6 Insurance

SACC Manual clause **G1005C** (2016-01-28) Insurance

6.7 SACC Manual Clauses

A9068C (2010-01-11) Government Site Regulations

B7500C (2006-06-16) Excess Goods

D0018C (2007-11-30) Delivery and Unloading

ANNEX "A" REQUIREMENT

1. This Request For Standing Offer (RFSO) is being implemented to establish a Regional Individual Standing Offer for the supply, and delivery of **Coarse Road Salt** (Sodium Chloride as NaCl) to eight (8) locations in BC and Alberta.
2. The Standing Offer will be in place for three firm years.
3. Road salt must be in accordance with Government Specification CAN/CGSB15.9-92 (most recent version).

The RFSO is in accordance with the specifications listed herein as required by Parks Canada for eight (8) locations as specified in Annex B – Basis of Payment located in;

- a) Banff, Alberta
- b) Kootenay, BC
- c) Mount Revelsoke/Glacier National Park, BC
- d) Yoho National Park, BC

Delivery:

1. Delivery will be made in bulk either by pneumatic or end dump truck as specified in Annex "B" - Basis of Payment.
2. Meter Tickets must be provided for Pneumatic Truck deliveries and Weigh Scale tickets for End Dump Deliveries.
3. Delivery must be made within twenty-four (24) hours of a receipt of call-up. Delivery may be made at any time as yard and shed are open 24/7.
4. Any delays must be approved by the Standing Offer and Project Authorities.
5. The contractor will be responsible for damage to Parks Canada salt storage structures should any damage occur during delivery.
6. Weekend deliveries shall be kept to a minimum. Deliveries will be made during working hours (07:00 hrs to 17:00 hrs MST). Alternate delivery times must be arranged at time of call-up. A contact number will be provided for any deliveries outside of the highway departments' normal working hours
7. Material must be at least 95% Sodium Chloride. Maximum moisture content shall not exceed 1%.
Potash industry byproduct will be acceptable
8. Delivery truck boxes must be clean and dry before loading.

ANNEX "B" BASIS OF PAYMENT

- 1) Offerors may bid on one or more locations.
- 2) They **must** input prices for all 3 years of the Standing Offer for the location or locations of their choice. Year 1 = September 1st 2017 to August 31st 2018, Year 2 = September 1st 2018 to August 31st 2019, Year 3 = September 1st 2019 to August 31st 2020.
- 3) Offerors must quote firm Unit prices, F.O.B. destination unloaded, including all shipping and delivery costs for each location they bid on listed herein. All surcharges (if applicable) must be included in the prices quoted herein.
- 4) One or more Standing Offer(s) may be issued as a result of this Request For Standing Offers.
- 5) Changes to the Basis of Payment table are not permitted.

Prices quoted must be exclusive of GST. GST will be added to any invoices as a separate item.

- a) = End Dump Truck Delivery
- b) = Pneumatic Truck Delivery

Table A STANDING OFFER FIRM PERIOD – September 1st 2017 to August 31st 2020:

Coarse Grade Highway Salt in Bulk in accordance with the specifications in Annex "A" - Requirement.						
Location	Destination / Deliverables	Est. Qty per year	Unit Price = Per Tonne (includes delivery and offloading)			Total offer (for evaluation purposes only) (#Tonnes x unit price Year 1) + (#Tonnes x unit price Year 2) + (#Tonnes x unit price Year 3) = total evaluated offer per location.
			Year 1	Year 2	Year 3	
1	Industrial Compound, Kootenay National Park Mile 62, Banff Windermere Highway 93					
	a) End Dump Truck Delivery only	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____

2	Hector Gorge Salt Shed, Kootenay National Park Mile 36 on Banff Windermere Highway 93					
	a) End Dump Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
	b) Pneumatic Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
3	Nibloc Pit in Banff National Park, Highway 93 North, 3 km outside of Lake Louise, Alberta					
	a) End Dump Truck Delivery	2,000 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
4	Yoho National Park, Field, B.C. Delivery Pit					
	a) End Dump Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
	b) Pneumatic Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
5	Abrasives Shed at Summit Compound, Glacier National Park, B.C					
	a) End Dump Truck delivery only	2,000 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
6	Abrasives Shed, Quartz Creek, 41 miles west of Golden, B.C. For Rev/Glacier national Park					
	a) End Dump Truck delivery only	2,000 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____

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7	Settler's Pit, Kootenay National Park, located approximalety half way between mile 34 and Mile 62, Banff Windemere Highway 93.					
	a) End Dump Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____
8	Mannix Pit, located approximately 3 kms west of the 93N overpass, Trans-Canada Highway					
	a) End Dump Truck Delivery	500 Tonnes	\$ _____	\$ _____	\$ _____	\$ _____

APPENDIX 1 to ANNEX B: DELIVERY LOCATIONS

Salt Shed Delivery Locations. The salt shed delivery locations are:

- 1. Industrial Compound, Kootenay National Park. Mile 62, Banff Windermere Highway in Kootenay National Park**
McKay Creek Compound is located on Highway 93 South, 100 km south of the turnoff from the Trans-Canada Highway (TCH).
- 2. Mile 36 on Banff Windermere Highway. Hector Gorge Salt Shed in Kootenay National Park**
Hector Gorge Salt Shed is located on Highway 93 South, 55 km south of the turnoff from TCH.
- 3. Nibloc Pit, Lake Louise in Banff National Park. Lake Louise, Alberta.**
Nibloc Pit is located 2 km west of Lake Louise on Highway 93 North, right after the turnoff north from TCH.
- 4. Yoho National Park, Field B.C. Delivery pit**
Yoho Pit is located by the town of Field BC on TCH
- 5. Abrasives shed at Summit Compound in Glacier National Park. Glacier National Park**
Summit Compound is located at the Rogers Pass summit on TCH.
- 6. Abrasives shed, Quartz Creek. 41 miles west of Golden, B.C.**
Quartz Creek Abrasives Shed is located 66 km (41 miles) west of Golden BC on TCH.
- 7. Settler's Pit, Kootenay National Park**
Settler's Pit is located south approximately 86Kms on Hwy 93 South to Settler's Road approximately 3 km southeast on Settler's Road to Settler's Pit.
- 8. Mannix Pit, Banff National Park. 50 kms west of Banff National Park East Gate**
Mannix Pit is located approximately 3kms west of Castle Junction (intersection of Highway 93S and the Trans-Canada Highway (TCH) on the TCH).

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ANNEX "C" ELECTRONIC PAYMENT INSTRUMENTS

The Offeror accepts to be paid by any of the following Electronic Payment Instrument(s):

- VISA Acquisition Card;
- MasterCard Acquisition Card;
- Direct Deposit (Domestic and International);
- Electronic Data Interchange (EDI);
- Wire Transfer (International Only);

