



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
Letter of Interest (LOI) - Lettre d'intérêt (LI)

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

Title - Sujet New Brand of Outboard Motor	
Solicitation No. - N° de l'invitation E60ML-170001/F	Date 2017-09-14
Client Reference No. - N° de référence du client E60ML-170001	GETS Ref. No. - N° de réf. de SEAG PW-\$\$ML-029-26440
File No. - N° de dossier 029ml.E60ML-170001	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-10-25	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Guay, Yvan	Buyer Id - Id de l'acheteur 029ml
Telephone No. - N° de téléphone (819) 420-2907 ()	FAX No. - N° de FAX (819) 956-0897
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
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	

**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-170001/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 2018.

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 2018;
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, by fax at 819-956-0897 or by mail at the following address:

Yvan Guay
Supply Team Leader
Public Works and Government Services Canada
Defence and Marine Procurement Branch
Refit, Logistics and Small Vessel Construction 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