



## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Bid Receiving Public Works and Government  
Services Canada/Réception des soumissions Travaux  
publics et Services gouvernementaux Canada  
Room 100,  
167 Lombard Ave.  
Winnipeg  
Manitoba  
R3B 0T6  
Bid Fax: (204) 983-0338

## SOLICITATION AMENDMENT MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise  
indicated, all other terms and conditions of the Solicitation  
remain the same.

Ce document est par la présente révisé; sauf indication contraire,  
les modalités de l'invitation demeurent les mêmes.

### Comments - Commentaires

Vendor/Firm Name and Address  
Raison sociale et adresse du  
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution  
Public Works and Government Services Canada -  
Western Region  
Room 100  
167 Lombard Ave.  
Winnipeg  
Manitoba  
R3B 0T6

<b>Title - Sujet</b> NMSO - Runway De-icing Chemicals	
<b>Solicitation No. - N° de l'invitation</b> ET959-190434/A	<b>Amendment No. - N° modif.</b> 004
<b>Client Reference No. - N° de référence du client</b> Various	<b>Date</b> 2018-08-20
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$WPG-119-10580	
<b>File No. - N° de dossier</b> WPG-8-41052 (119)	<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 2018-08-29</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Central Daylight Saving Time CDT
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Zdan, Tyler	<b>Buyer Id - Id de l'acheteur</b> wpg119
<b>Telephone No. - N° de téléphone</b> (204) 509-5743 ( )	<b>FAX No. - N° de FAX</b> (204) 983-7796
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<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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**This amendment, No. 004, is raised to respond to vendor questions and modify solicitation ET959-190434/A as follows:**

1. **DELETE** Section 6.4.2: Extension of Standing Offer in its entirety.

**INSERT:**

**6.4.2 Extension of Standing Offer**

If the Standing Offer is authorized for use beyond the initial period, the Offeror offers to extend its offer for one (1) additional one-year period, from 2019-10-01 to 2020-09-30 under the same conditions and at the rates or prices specified in the Standing Offer, or at the rates or prices calculated in accordance with the formula specified in the Standing Offer.

2. Vendor Questions and Public Services and Procurement Canada Responses:

**Question 1:** Would you consider a bulk tanker delivery format for the liquid potassium acetate runway de-icer?

**Response 1:** Yes, we will include this as a delivery option. However, it will not be a mandatory requirement. Please note, the initial delivery method (totes), will remain mandatory.

**Instruction:** Please include the revised Annex A and Annex B, provided within this amendment, when submitting an offer.

**Question 2:** We have been notified by the laboratory that it could take 6-8 weeks to receive test results for OECD Test No. 301. Would you be willing to extend the solicitation to allow time for samples to be submitted and test results to be received, or would you be willing to waive the requirement?

**Response 2:** We have reviewed the vendor's request, as well as the requirement in question, and determined that a prolonged extension of the solicitation period is not within the interest of Public Services and Procurement Canada or our client departments. As a result, we will be waiving the requirement for testing to demonstrate compliance with OECD Test No. 301.

**Instruction:** Please include the revised Annex A and Annex B, provided within this amendment, when submitting an offer.

**\*\* ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED. \*\***

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## ANNEX A

### REQUIREMENT

#### Background

Department : Public Services and Procurement Canada has a requirement for the establishment of a National Master Standing Offer (NMSO) for the supply, delivery, and off-loading of runway de-icing/anti-icing compounds for airfield pavements for the Department of National Defence (DND) and any other interested federal government departments and agencies.

#### Requirement

Specific Requirement: Supply, delivery and off-loading of both solid and liquid de-icing chemicals is required.

#### Delivery Location

Location: Delivery is required to various locations throughout Canada. See Annex B for a list of potential delivery locations.

#### Mandatory Delivery Date

Delivery Date: The NMSO will go into effect on October 1, 2018 and conclude on September 30, 2019, with a one-year option period to follow. Call-ups will be made on an as requested basis over the period of the Standing Offer.

<h3>Compliance Matrix - Minimum Mandatory Criteria</h3>
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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 ("Yes") or doesn't meet ("No").
2. Bidders must indicate whether the product or service offered meets each performance specification by stating, "Yes," or, "No."
3. If applicable, supporting technical documentation, including but not limited to, specification sheets, technical brochures, photographs or illustrations, should be provided with the bid at solicitation close. If supporting documentation is supplied, the Bidder should include a note in the Compliance Matrix that directs the evaluator(s) to the precise location of the supporting information for the relevant criterion (e.g. "specification sheet, item 2.1." Supporting documentation should be provided directly. Bidders should refrain from referencing information not included with the bid (e.g. "See company website," or, "See p. 12 of our online brochure").

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4. If Canada requests additional supporting documentation for any of the mandatory specifications, the Contracting Authority will notify the Bidder, and the Bidder will have a deadline of two (2) business days to provide the requested information. Failure to fulfil such a request could result in the bid being deemed non-compliant.

5. Bidders with questions or concerns in regards to the performance specifications can raise these with the Contracting Authority prior to the deadline outlined in the solicitation document. Such submissions should be provided in writing by emailing the Contracting Authority directly. When required, bidder questions or concerns can result in revisions or corrections to the performance specifications.

6. If the bid fails to meet any mandatory performance specification herein, the evaluator(s) will deem the bid non-compliant.

Bidder Information			
Bidder Name:			
Address:			
Representative:			
Phone/Email:			
Line Item #	Technical Specification/ Mandatory Criterion/ Item List	Requirement Met? Indicate "Yes" or "No"	Supporting documentation provided? Provide cross-referencing information if applicable.
NOTE	The compliance matrix includes mandatory requirements for both solid and liquid de-icing chemical. Offerors may submit an offer for one or both types of chemical.		
1	Solid de-icing chemical		
A	The offeror must provide solid de-icing chemical in the form of sodium formate.		
B	Must be supplied in the form of white, irregularly-shaped crystals, with a minimum content of 96%, +/- 2%, solid, active chemical ingredient by weight.		
C	Must comply with the specifications of the Society of Automotive Engineers (SAE) Inc., Aerospace Material Specification (AMS) 1431D, in full, including the requirements listed below.		
C1	SAE AIR 5567A - Test Method for Catalytic Carbon Brake Disk Oxidation.		
C2	SAE AIR 6130 - Cadmium Plate Cyclic Corrosion Test.		

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C3	SAE AIR 6170 - Ice Melting Test Method for Runway and Taxiway De-icing/Anti-icing Chemicals.		
C4	SAE AIR 6172A - Ice Undercutting Test Method for Runways and Taxiways De-icing/Anti-icing Chemicals.		
C5	SAE AIR 6211 - Ice Penetration Test Method for Runways and Taxiways De-icing/Anti-icing Chemicals.		
D	The Offeror must submit documentation to demonstrate its product's compliance with SAE AMS 1431D in the form of a certificate or test results. The certificate or test results submitted must include the Offeror's name and must identify the product that was certified or tested. Missing or inconsistent information may result in an offer being deemed non-compliant.		
E	The Offeror must be capable of supplying the product in two forms of packaging: 25-kg sacks on pallets and 1,000-kg totes.		
F	The Offeror must provide three (3) references from North American airports that have used the product being offered and can attest to its effectiveness.		
2	Liquid de-icing chemical		
A	The offeror must provide liquid de-icing chemical in the form of potassium acetate.		
B	Must be supplied in the form of a 50%, +/- 2%, concentrated clear or blue liquid.		
C	Must comply with the specifications of the Society of Automotive Engineers (SAE) Inc., Aerospace Material Specification (AMS) 1435C, in full, including the requirements listed below.		

C1	SAE AIR 5567A - Test Method for Catalytic Carbon Brake Disk Oxidation.		
C2	SAE AIR 6130 - Cadmium Plate Cyclic Corrosion Test.		
D	The Offeror must submit documentation to demonstrate its product's compliance with SAE AMS 1435C in the form of a certificate or test results. The certificate or test results submitted must include the Offeror's name and must identify the product that was certified or tested. Missing or inconsistent information may result in an offer being deemed non-compliant.		
E	The Offeror must be capable of supplying the product in the following packaging: 1,000-kg totes (mandatory).The Offeror may also supply the product in a bulk tanker format, however, this format is not mandatory.		
F	The Offeror must provide three (3) references from North American airports that have used the product being offered and can attest to its effectiveness.		
3	The Offeror must comply with the General Requirements listed below.		

### General Requirements

1. The Offeror must provide delivery, which includes off-loading. The Offeror must provide any equipment necessary for off-loading.
2. The Offeror must provide delivery to the locations identified within Annex B, and any other locations throughout Canada, as requested.
3. The Offeror must meet the following delivery timeframes:
  - Deliveries of FULL truckloads must be made within 48 hours from receipt of call-up.
  - Deliveries of PARTIAL truckloads shall be made within 3-5 days from receipt of call-up.
  - If delivery of a PARTIAL truckload is required within 48 hours, then payment will be made in accordance with the pricing for a full truckload.

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## ANNEX B

### BASIS OF PAYMENT

This section, when completed, will be considered the financial portion of the offer.

Offerors may submit an offer to fulfill the requirement for one or both types of de-icing chemical (solid and liquid). If the Offeror chooses to submit an offer for only one type of de-icing chemical (e.g. solid), then the offer must meet the requirements for that type of chemical outlined in Annex A, and the offeror must provide pricing for that type of chemical here in Annex B. Any discrepancies (e.g. the offer meets the requirements for solid chemical only, and the Offeror only submits pricing for liquid chemical), may result in the offer being deemed non-compliant.

It is not mandatory that Offerors submit pricing for the bulk tanker delivery option for liquid de-icing chemical (Table 7). Should an Offeror wish to include pricing for this option, this information will not be used in the financial evaluation of the offer.

It is mandatory that Offeror(s) submit firm prices by item for all periods (initial period and option periods) of the proposed Standing Offer.

Rates quoted must remain firm for the period of the Standing Offer. Rates must include all costs (shipping, delivery, offloading, etc.) associated with providing the goods in accordance with the requirement as specified in Annex A.

In the event of a discrepancy between the unit price and the estimated total, the unit price will prevail.

**Note:** The quantities specified within this Annex are overall usage estimates provided for evaluation purposes only. They should not be considered as an accurate reflection of actual usage under any resulting Standing Offer.

#### Invoicing Instructions

GST, if applicable, is not included and is to be shown as a separate line item on any resulting invoices. Provincial environmental fees, if applicable, are not included and are to be shown as a separate line item on any resulting invoice.

For delivery to destinations not identified within this Annex, or for bulk tanker deliveries of liquid de-icing chemical, the Contractor must prepay the transportation costs. The Standing Offer user will then reimburse the contractor for the prepaid transportation costs. Prepaid transportation costs must be shown as a separate item on the invoice and supported by a certified copy of the prepaid transportation bill of lading. An allowance for profit or overhead is not permitted, and the amount the Standing Offer user is invoiced must not exceed the amount prepaid by the Contractor.

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For the supply and delivery of solid de-icing compound (sodium formate or sodium acetate),  
as per the requirement in Annex A.

**Tables 1 & 2 - FULL truckloads**

Full Truckload =	25 kg bags	minimum of 18 skids (1 skid = 40 x 25 kg bags)
	1,000 kg totes	minimum of 18 1,000 kg totes

**Table 1 - 25 kg bags**

Standing Offer Period			Initial Period		Option Period 1	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$
Borden	1,500	kg	\$	\$	\$	\$
Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$
Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 1A	\$	Subtotal 1B	\$
<b>Table 1 Total (Subtotal 1A + Subtotal 1B)</b>					\$	

**Table 2 - 1,000 kg totes**

Standing Offer Period			Initial Period		Option Period 1	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$
Borden	1,500	kg	\$	\$	\$	\$



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Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$
Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 2A	\$	Subtotal 2B	\$
<b>Table 2 Total (Subtotal 2A + Subtotal 2B)</b>					\$	

**Tables 3 & 4 - PARTIAL truckloads**

Partial Truckload =	25 kg bags	1-17 skids (1 skid = 40 x 25 kg bags)
	1,000 kg totes	1-17 1,000 kg totes

**Table 3 - 25 kg bags**

Standing Offer Period			Initial Period		Option Period 1	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$
Borden	1,500	kg	\$	\$	\$	\$
Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$

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Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 3A	\$	Subtotal 3B	\$
<b>Table 3 Total (Subtotal 3A + Subtotal 3B)</b>					\$	

<b>Table 4 - 1,000 kg totes</b>						
<b>Standing Offer Period</b>			<b>Initial Period</b>		<b>Option Period 1</b>	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$
Borden	1,500	kg	\$	\$	\$	\$
Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$
Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 4A	\$	Subtotal 4B	\$
<b>Table 4 Total (Subtotal 4A + Subtotal 4B)</b>					\$	

<b>Solid De-Icing Chemical Evaluation Total</b>	
Overall Total = Table 1 Total + Table 2 Total + Table 3 Total + Table 4 Total	\$

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For the supply and delivery of liquid de-icing compound potassium acetate),  
as per the requirement in Annex A.

**Table 5 - FULL truckloads**

Full Truckload =	1,000 kg totes	minimum of 18 1,000 kg totes
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**Table 5 - 1,000 kg totes**

Standing Offer Period			Initial Period		Option Period 1	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$
Borden	1,500	kg	\$	\$	\$	\$
Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$
Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 5A	\$	Subtotal 5B	\$
<b>Table 5 Total (Subtotal 5A + Subtotal 5B)</b>					\$	

**Table 6 - PARTIAL truckloads**

Partial Truckload =	1,000 kg totes	1-17 1,000 kg totes
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**Table 6 - 1,000 kg totes**

Standing Offer Period			Initial Period		Option Period 1	
Delivery Location	Est. Usage	Unit	Unit Price	Est. Total	Unit Price	Est. Total
Bagotville	30,000	kg	\$	\$	\$	\$

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Borden	1,500	kg	\$	\$	\$	\$
Cold Lake	30,000	kg	\$	\$	\$	\$
Comox	1,500	kg	\$	\$	\$	\$
Edmonton	6,000	kg	\$	\$	\$	\$
Gagetown	15,000	kg	\$	\$	\$	\$
Gander	3,000	kg	\$	\$	\$	\$
Goose Bay	1,500	kg	\$	\$	\$	\$
Greenwood	30,000	kg	\$	\$	\$	\$
Halifax	1,500	kg	\$	\$	\$	\$
Petawawa	60,000	kg	\$	\$	\$	\$
St. Hubert	1,500	kg	\$	\$	\$	\$
Trenton	90,000	kg	\$	\$	\$	\$
Valcartier	15,000	kg	\$	\$	\$	\$
Winnipeg	50,000	kg	\$	\$	\$	\$
			Subtotal 6A	\$	Subtotal 6B	\$
<b>Table 6 Total (Subtotal 6A + Subtotal 6B)</b>					<b>\$</b>	

<b>Liquid De-Icing Chemical Evaluation Total</b>	
Overall Total = Table 5 Total + Table 6 Total	<b>\$</b>

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<b>Table 7 - Optional Bulk Tanker Delivery Method for Liquid De-Icing Chemical</b>	
Material only per kg. price for bulk tanker delivery*	<b>\$</b>

\*Transportation costs must be prepaid by the Offeror and invoiced 'at cost', as per the Invoicing Instructions found within the introduction to this Annex.