



## 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

## 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

Scientific, Medical and Photographic Division /  
Division de l'équipement scientifique, des produits  
photographiques et pharmaceutiques

11 Laurier St./ 11 rue, Laurier

6A2, Place du Portage

Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> LOI - Field IMS/MS for Drug and Exp	
<b>Solicitation No. - N° de l'invitation</b> 47419-193059/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> 1000343059	<b>Date</b> 2018-09-06
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SPV-873-75270	
<b>File No. - N° de dossier</b> pv873.47419-193059	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-09-14</b>	<b>Time Zone Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Shannahan, Cassandra	<b>Buyer Id - Id de l'acheteur</b> pv873
<b>Telephone No. - N° de téléphone</b> (819) 420-1068 ( )	<b>FAX No. - N° de FAX</b> (819) 956-3814
<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 (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>



## LETTER OF INTEREST (LOI)

### FIELD ION MOBILITY SPECTROMETER (IMS) AND MASS SPECTROMETER (MS) FOR DRUG AND EXPLOSIVES DETECTION

Amendment 001 has been raised to publish all answers to questions received to date.

**Q1.** *Point 6. NOTE; Responses to this LOI should be submitted by instrument manufacturers and not instrument distributors*

We are a long-standing Canadian distributor, integrator and value-added supplier representing several instrument manufacturers including IMS and MS instruments. We are not a catalogue/brochures house and our engineers/technicians are factory trained and certified by the select companies we represent. We provide commissioning, technical support/liaison and perform R&O services on behalf of our suppliers at our lab and factory facilities.

We wish to request clarification on why the Crown would exclude and, in effect, discourage instrument manufacturers from allowing their Canadian partners/distributors to submit a response to this LOI on their behalf. By excluding Canadian distributors, the Crown is sending a message to foreign instrument manufacturers to bypass their distributors which is very unfair to Canadian companies such as ours. The potential consequences could include compromised technical responsiveness and even the loss of Canadian jobs/expertise. As the word "should" has been used, please confirm that it is not mandatory that the response to the LOI be submitted by instrument manufacturers. Please confirm that a Canadian distributor can submit a response and/or that a joint submission by the manufacturer and distributor would also be acceptable.

**A1.** Responses from instrument manufacturers instead of instrument distributors were meant to eliminate multiple responses based on the same instrument. The instrument manufacturer is expected to have the technical expertise to answer questions in this LOI. The CBSA will accept a joint LOI response from a manufacturer and distributor/supplier.

**Q2.** Points 3 & 10. On-site demonstration of instrument at the Science and Engineering Directorate (Ottawa, Ontario) and Specifications for Stream 1 (portable ion mobility spectrometer) and Stream 2 (portable mass spectrometer)

Question 18 compounds;

- a) Fentanyl
- b) Cocaine
- c) Trinitrotoluene (TNT)
- d) Nitroglycerin (NG)



Please clarify if these are the only four (4) compounds that CBSA is interested in detecting and will be evaluating during the laboratory demonstration against manufacturer's claims and CBSA field requirements during the on-site demonstration. Can you clarify if the on-site demonstration will include additional CBSA compounds that are not listed above? If there are additional compounds, would the Crown be willing to share that list as part of this LOI so respondents can prepare for the on-site demonstrations?

- A2.** The CBSA is interested in detecting (and identifying) more than these four compounds; in accordance with question 19, respondents are requested to provide a full list of substances their instrument can detect and identify.

Any on-site demonstration may include additional CBSA compounds. Once the CBSA has reviewed the LOI responses, the CBSA will then plan on-site demonstrations and will discuss these plans with selected participants.

- Q3.** Is it CBSA's intention to also do field trials with the instruments supplied in response to this LOI?
- A3.** It is currently not the CBSA's intention to also do field trials with the instruments supplied in response to this LOI. Any field trials would be discussed with the instrument supplier.
- Q4.** Would technologies other than IMS and MS be allowed to be submitted in response to the LOI (such as GC-MS, Raman or FTIR)?
- A4.** Only IMS and MS technologies will be reviewed.

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