



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Public Works and Government Services / Travaux
publics et services gouvernementaux
Kingston Procurement
Des Acquisitions Kingston
86 Clarence Street, 2nd floor
Kingston
Ontario
K7L 1X3
Bid Fax: (613) 545-8067

**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 / Travaux
publics et services gouvernementaux
Kingston Procurement
Des Acquisitions Kingston
86 Clarence Street, 2nd floor
Kingston
Ontario
K7L 1X3

Title - Sujet Janitorial Service for CFB Kingston	
Solicitation No. - N° de l'invitation W6837-184717/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client W6837-18-4717	Date 2018-12-04
GETS Reference No. - N° de référence de SEAG PW-\$KIN-519-7632	
File No. - N° de dossier KIN-8-50135 (519)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-12-20	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Choquette, Herb	Buyer Id - Id de l'acheteur kin519
Telephone No. - N° de téléphone (613) 536-4874 ()	FAX No. - N° de FAX (613) 545-8067
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	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

Bidders' Questions and Responses from Canada

Question #1: The sports complexes, buildings R61, R65 & R95 are used by many more people than just the occupants of the building. What usage levels should we use to base our rate for sanitary supplies?

Response #1: You should base the usage for all three buildings on a maximum of 4000 people per day for 364 days a year.

Question #2: If DND uses their own civilian janitorial personnel after this contract has expired the contractor must pay severance to all of their employees that are laid off. Would there be any compensation to the Contractor from Canada if this occurs?

Response #2: Canada would not be compensating the Contractor for the cost of severance for their employees if the Contract cleaners are laid off due to Canada performing the janitorial services with Department of National Defence personnel.

Question #3

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b) MINIMUM EQUIPMENT, CAPABILITIES AND CAPACITIES

11. The Contractor must select a verifiable hand (s), to be used by all employees and Management Team. The Contractor must place and utilize the hand scanner(s) at more than one location to include the main office and one at a central location in CFB Kingston. The hand scanner must contain capabilities to provide attendance data transferred in printed form, daily, to include employee name, employee number, date, time in, time out, daily totals, job shift identifier or schedule and overall totals. The PA will approve the model chosen prior to initial installation and use.

Please confirm that winning proponent is to supply two (2) hand scanners. Scanners range from \$350 to thousands of dollars; will PWGSC be providing acceptable makes and models to proponents to properly price on the tender"

Response #3

Yes the Contractor must supply at their own cost a minimum of two hand scanners. There are no recommended hand scanners. The Contractor must provide a hand scanner that meets the requirement in the Statement of Work.

Question #4

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7.17.3

The paragraph references the use of Annex 'H' for deficient hour calculations. Was this reference meant to be Annex 'F'?

Response #4

Yes

Question #5

During the site visit pre-conference, it was mentioned that the pricing totals on Annex 'B' would be compared and needed to equal the totals on Annex 'F', however Annex 'B' does not separate the janitorial or supervisors hours. Please clarify how this comparison will be accomplished?

Response #5

Refer to Mandatory Technical Criteria MTC3.

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02
File No. - N° du dossier
KIN-8-50135

Buyer ID - Id de l'acheteur
KIN519
CCC No./N° CCC - FMS No./N° VME

Amendments to the Solicitation

PART 2 - BIDDER INSTRUCTIONS

2.6 Mandatory Site Visit

Insert:

The following companies attended the mandatory site visit and meet mandatory criteria MTC1:

ATCO

BEST Service Pros

Commercial Cleaning Services

Conciergerie SPEICO Inc.

Dexterra

Evripos Janitorial Services Ltd.

GDI Services

Kleenway Services Inc.

Service Star Building Cleaning Inc.

PART 3 - BID PREPARATION INSTRUCTIONS

3.1 Bid Preparation Instructions

Section I: Technical Bid

Delete:

(A) The Bidder must provide customer references. The customer reference must each confirm, if requested by PWGSC, that the Bidder has worked twenty-four (24) months within the past five years from 20 November 2018 on janitorial contracts cleaning a minimum of 40,000 square meters of floor space in mutable buildings a minimum of five (5) days per week during all 24 months of the Contract, up to a maximum of two (2) separate contracts.

(B) The form of question to be used to request confirmation from customer references is as follows:

Has the Bidder provided your organization with janitorial services over a twenty-four (24) months period within the past five years from 20 November 2018 on janitorial contracts for cleaning a minimum of 40,000 square meters of floor space in multiple buildings a minimum of five (5) days per week during all 24 months of the Contract, or up to a maximum of two (2) separate contracts

_____ Yes, the Bidder has provided my organization with the services described above.

_____ No, the Bidder has not provided my organization with the services described above.

_____ I am unwilling or unable to provide any information about the services described above.

For each customer reference, the Bidder must, at a minimum, provide the name and either the telephone number or e-mail address for a contact person. If only the telephone number is provided, it will be used to call to request the e-mail address and the reference check will be done by e-mail.

(C) Bidders are also requested to include the title of the contact person. It is the sole responsibility of the Bidder to ensure that it provides a contact who is knowledgeable about the services the Bidder has provided to its customer and who is willing to act as a customer reference. Crown references will be accepted.

Insert:

(D) The Bidder must provide customer references. The customer reference must each confirm, if requested by PWGSC, that the Bidder has worked twenty-four (24) months within the past five years from 20 December 2018 on janitorial contracts cleaning a minimum of 40,000 square meters of floor space in mutable buildings a minimum of five (5) days per week during all 24 months of the Contract, up to a maximum of two (2) separate contracts.

(E) The form of question to be used to request confirmation from customer references is as follows:

Has the Bidder provided your organization with janitorial services over a twenty-four (24) months period within the past five years from 20 December 2018 on janitorial contracts for cleaning a minimum of 40,000 square meters of floor space in multiple buildings a minimum of five (5) days per week during all 24 months of the Contract, or up to a maximum of two (2) separate contracts

____ Yes, the Bidder has provided my organization with the services described above.

____ No, the Bidder has not provided my organization with the services described above.

____ I am unwilling or unable to provide any information about the services described above.

For each customer reference, the Bidder must, at a minimum, provide the name and either the telephone number or e-mail address for a contact person. If only the telephone number is provided, it will be used to call to request the e-mail address and the reference check will be done by e-mail.

(F) Bidders are also requested to include the title of the contact person. It is the sole responsibility of the Bidder to ensure that it provides a contact who is knowledgeable about the services the Bidder has provided to its customer and who is willing to act as a customer reference. Crown references will be accepted.

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 Evaluation Procedures

4.1.2 (2017-07-31) Technical Evaluation

4.1.2.1 (2017-07-31) Mandatory Technical Criteria

Insert:

	Mandatory Technical Criteria	Cross Reference to Bid (Page #)
MTC3	C. The pricing and usage hours for items a, b, d & e in Annex "F" must be the same value as the corresponding pricing and usage hours the bidder provided for items 15 to 18 in Table 1 of Annex "B". The Extended Yearly Price for items "c & f" in Annex "F" must equal the sum of the Year 1 Extended Prices for Items 1 to 14 in Annex "B".	

4.1.3 Financial Evaluation

4.1.3.1 Evaluation of Price

Delete all of 4.1.3.1

Insert:

SACC Manual Clause A0220T (2014-06-26), Evaluation of Price

- (a) The Bidder must provide all unit pricing, lot pricing and percentages indicated by yellow highlighted cells in accordance with Tables 1, 2, 3 and 4 of Annex B, Basis of payment. All pricing must be firm in Canadian currency.
- (b) The price of the Bid will be evaluated in Canadian dollars, the Applicable taxes excluded, FOB destination, Canadian customs duties and excise taxes included.
- (c) In Table 1 of Annex B: for items 1 through 14 inclusive, the Bidder's Firm Unit Prices (per m² per year) will be multiplied by the Estimated Usage to calculate the extended price for each item for each year. For items 15 to 18 the associated annual hours will be multiplied by the hourly rate to calculate the extended item price for each year. The lot prices identified in items 19 through 21 inclusive for all years will be added to the extended prices for items 1 through 18 inclusive for all years to arrive at the total extended price for all years.
- (d) Table 2 of Annex B For items 1 through 10 inclusive, the Bidder's Firm Unit Prices for all years, will be multiplied by the Estimated Usage (Area in m²) to calculate the extended price for each item for all years.
- (e) Table 3 of Annex B: For items 1 through 2 inclusive, the Bidder's Firm Unit Prices for all years, will be multiplied by the Estimated Usage to calculate the extended price for each item for all years. The yearly price for additional materials will be calculated by multiplying the percentage entered by the Bidder for item 3a in Table 3 by the dollar value in the usage column (\$20,000) and adding this number to the dollar value in the usage column (\$20,000) for each of the 5 years.
- (f) The Estimated Usages in Tables 2 and 3 of Annex B are only an approximation of the usage and will be used for evaluation purposes only. The payment for costs incurred under Tables 2 and 3 will be limited to the actual hours worked and actual goods and services provided. All charges for labour for extra service calls must be verified by a time log signed by the Project Authority (PA). The log will be kept in the PA's office or at a prearranged job site location.
- (g) Table 4 of Annex B: The cost for each item will be the extended price.
- (h) The evaluated price will be the aggregate of all extended prices and yearly prices for all items in Tables 1 to 4 for all pricing periods (years 1 to 5).

PART 7 - RESULTING CONTRACT CLAUSES

7.17 Non-compliant Routine Work

Delete:

7.17.3 When the Contractor is non-compliant with the required minimum monthly on-site personnel levels, the value of the number of deficient hours will be deducted from the Contractor's invoice for that month. The value of the number of deficient hours will be calculated by multiplying the number of deficient hours for the month by the applicable hourly rate in Table 1 located in Annex H.

Insert:

7.17.3 When the Contractor is non-compliant with the required minimum monthly on-site personnel levels, the value of the number of deficient hours will be deducted from the Contractor's invoice for that month. The value of the number of deficient hours will be calculated by multiplying the number of deficient hours for the month by the applicable hourly rate in Table 1 located in Annex F.

Site Visit Handouts: Delete LaSalle (Mess) and replace with the following building specification

Building # and Civic Address

**LASSALLE
(MESS)**

FF03

317 Ontario Street
Average

Occupancy Per Day

10 - 100 Personnel

**Up to 200 personnel
(special functions)**

<u>Space Identification</u>	<u>Area m2</u>	<u>Functional Specifications</u>	<u>Pricing</u>
OFFICES:	37.49	FM -2000-1	Table 1
Washrooms:	202.13	FM -1000-1	Table 1
GAMES ROOM:	77.49	FM -6000-2	Table 1
SUITES:	87.51	FM -9000-2	Table 3
SUNROOM, LOUNGES:	530.85	FM- 6000-2	Table 1
STAIRS, ENTRANCE, Hallways	66.15	FM -3000-2	Table 1
Total m2	1001.62		

FLOORING:

OFFICES:	CARPET
Washrooms:	CERAMIC
GAMES ROOM:	CERAMIC
SUITES:	CARPET
SUNROOM, LOUNGES:	CERAMIC, WOOD FLOORING, TILE
STAIRS, ENTRANCE, Hallways	CARPET

Washroom:	8
Toilet:	12
Sink:	14
Tubs:	4
Urinals:	6
Showers:	2

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Buyer ID - Id de l'acheteur
KIN519
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Insert:

FUNCTIONAL SPECIFICATIONS

Model: FM-6000-2

Title: specialized work areas, lounges, games rooms

Frequency: 7 days per week

Routine Work:

Empty garbage receptacles and change bags;
Sweep and wash floor surfaces;
Vacuum and treat stains on carpeted surfaces;

As necessary complete the following;

Clean partitions and glass dividers;
Spot clean walls, doors, door glass and frames;
Dust and clean furniture, fixtures and other surfaces;
Dust and clean high surfaces, ventilation diffusers;
Polish floor surfaces weekly;

ANNEX "B", BASIS OF PAYMENT

Delete all of the contents of Annex "B" entirely and replace with the following:

Bidders will provide firm, all-inclusive unit prices in Canadian dollars (exclusive of HST). H.S.T., if applicable, is extra to the price herein and shall be shown on any invoice as a separate item. Customs duties are included.

Pricing Periods:

- Year One:** 1 February 2019 to 31 January 2020
- Year Two (Option):** 1 February 2020 to 31 January 2021
- Year Three (Option):** 1 February 2021 to 31 January 2022
- Year Four (Option):** 1 February 2022 to 31 January 2023
- Year Five (Option):** 1 February 2023 to 31 January 2024

Table 1, Routine Cleaning Service

Unit prices in Table 1, Items 1 to 14, are costs for Routine Janitorial Services specified in the associated Functional Models for all areas included in the building inventory, completed to the standards and frequencies as specified in the Contract and Statement of Work (SOW). Unit prices for items 1 – 14 must include but are not limited to: overhead, profit, direct and indirect labour. These firm unit prices will be used to calculate changes, additions and deletions to the areas cleaned. Routine Janitorial Services pricing for items 1 to 14 must not include the fees Contractor's on-site Management Team as they are specified in items 15 to 18. Items 15 to 21 must include but are not limited to: overhead, profit, offices supplies and equipment, direct and indirect labour. Unit prices in Table 1, Item 19, is an annual all-inclusive lot price for sanitary supplies and consumables in accordance with the Contract and SOW, based on an estimated occupancy level of 1,500 personnel at CFB Kingston and a daily maximum usage of 4000 people for sports complexes, buildings R61, R65 & R95.

Item	Description and Functional Model	Annual Usage	Unit Price/ M ² Year 1	Unit Price/ M ² Year 2	Unit Price/ M ² Year 3	Unit Price/ M ² Year 4	Unit Price/ M ² Year 5
1	FM-1000-1 Bath/shower	1035.87 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year
2	FM-1000-2 Bath/shower	677 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year
3	FM-1000-3 Bathroom periodic checks	293 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year
4	FM-1000-5 Shower/ sauna/ pool deck	1,374.03 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year
5	FM-1000-7 Change room/locker room/bleacher/washrooms	1,223.79 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year
6	FM-2000-1 Administrative areas Conference, meeting rooms, class rooms	7,971.63 m ²	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year	\$ _____ / m ² /year

Item	Description and Functional Model	Annual Usage	Unit Price/ M ² Year 1	Unit Price/ M ² Year 2	Unit Price/ M ² Year 3	Unit Price/ M ² Year 4	Unit Price/ M ² Year 5
7	FM-3000-1 Vestibules entrances and hallways	3,882.53 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
8	FM-3000-2 Vestibules entrances and hallways	1,274.47 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
9	FM 3000-3 Stairways and Elevators	2,519.69 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
10	FM-4000-2 Gymnasium	13,092.90 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
11	FM-5000-1 Child care/Teen care Kitchens/ Laundry	830.10 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
12	FM-6000-1 Medical facility Examination / treatment/ medical prep Waiting room/ lounges	5,117.13 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
13	FM-6000-2 specialized work areas, lounges, games rooms	608.31 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
14	FM-7000-1 Chapels, theatres, auditoriums	1,957.81 m ²	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year	\$ _____/ m ² /year
15	Site Superintendent	_____ hours	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour
16	Site Operations Manager	_____ hours	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour
17	Administrative Support Personnel	_____ hours	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour
18	Operational Support Personnel	_____ hours	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour	\$ _____/hour
19	Sanitary supplies and consumables to be provided in accordance with SOW	1500 people	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year
20	Deliverables to be provided per month, in accordance with SOW section 8	Per year	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year
21	Cleaning chemicals and equipment	Per year	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year	\$ _____/year

PRICING BASIS "B", TASK AUTHORIZED WORK

All labour charges for Task Authorized work must be verified by a time log signed by the Contractor and approved by the TA.

Unit prices in Table 2 for Annual Work are all-inclusive prices to carry out annual refinishing of various types of floor surfaces in accordance with the Statement of Work in Annex "A" Section 12, and to the standards listed in Section 7.

All prices must include the required overhead, supervision, labour, material, equipment, chemicals and supplies. Areas calculated by flooring type in the building inventory must be scheduled and completed on an annual basis.

Unit prices in Table 2 will be used for all other "as and when" requested floor and surface refinishing that may be required.

Table 2: Annual Work

Item	Type of Surface	Estimated Usage (Area in m ²)	Unit of Issue	Unit Prices Year 1	Unit Prices Year 2	Unit Prices Year 3	Unit Prices Year 4	Unit Prices Year 5
1	Vinyl Composite Tile and Similar surfaces	8,806.30 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
2	Carpeted surfaces	3,551.43 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
3	Ceramic/Quarry/Stone and similar surfaces	5,628.32 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
4	Painted cement/Epoxy coated	3,323.95 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
5	Rubber/Bubble/Sports Floors	2,873.53 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
6	Hardwood floors	3,861.11 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
7	Laminate wood/Parquet Floors	901.55 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
8	Battleship Linoleum	2,323.35 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
9	Astro Turf	5,334.76 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²
10	Recycled Vinyl carpet floating Flooring	2,665.09 m ²	m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²	\$ _____ / m ²

Table 3: Accommodations, Additional Janitorial Services and Materials

Unit prices in Table 3, Item #1, must be all inclusive for cleaning each type of room, suite, apartment or house, regardless of floor surface and include direct and indirect labour, material, equipment, chemicals and supplies.

Unit prices in Table 3, Item #2, for Additional Janitorial Services must be all inclusive for each type of service requested, in accordance with the standards in the SOW including direct and indirect labour, material, equipment, chemicals and supplies

Unit pricing in Table 3, Item #3, for additional materials are calculated by using the Contractors laid down cost(s) plus a percentage mark-up. Item #3 must not be combined with the unit pricing for any items listed in Items #1 or #2.

All Task Authorized work must include supervision

ITEM	DESCRIPTION	UNIT OF ISSUE	Annual Estimated Usage	Firm Unit Prices Year 1	Firm Unit Prices Year 2	Firm Unit Prices Year 3	Firm Unit Prices Year 4	Firm Unit Prices Year 5
1	Accommodations/Hotel cleaning services in accordance with the Statement of Work							
a	FM-9000-1 Student rooms	Per cleaning	100	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning
b	FM-9000-2 Suites	Per cleaning	160	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning	\$ _____ per cleaning
2	Additional Janitorial Services							
a	Shampoo and clean furniture	Hour	200	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr
b	Labour to install light bulbs during regular working hours (Monday to Friday 0730-1630).	Hour	500	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr
c	Scheduled additional Janitorial Labour outside of regular working hours including weekends and statutory holidays.	Hour	100	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr
d	Unscheduled additional Janitorial labour during regular working hours when a one (1) hour response is required.	Hour	100	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr	\$ _____/hr
3	Additional Materials							
a	Materials at Contractor's laid down cost plus percentage mark-up.	percent	\$20,000	_____ %	_____ %	_____ %	_____ %	_____ %

Table 4 - One-time costs

These fees will be paid upon receipt of the Contract Financial Security or Deliverables.
There will be no escalation of these fees.

Item	Description	Unit of Issue	Cost
1	Cost of Financial Security for Year One	Lot Price	\$ _____
2	Cost of Financial Security for Year Two	Lot Price	\$ _____
3	Cost of Financial Security for Year Three	Lot Price	\$ _____
4	Cost of Financial Security for Year Four	Lot Price	\$ _____
5	Cost of Financial Security for Year Five	Lot Price	\$ _____
6	Deliverables to be provided within 30 days of Contract award, in accordance with SOW para 8	Lot Price	\$ _____