



**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**

**Industrial Vehicles & Machinery Products Division**

**LEFTD - HS Division**

**140, O'Connor Street/**

**140, rue O'Connor,**

**East Tower, 4th Floor/**

**Tour Est, 4e étage**

**Ottawa**

**Ontario**

**K1A 0S5**

<b>Title - Sujet</b> Aircraft De-Icer/Anti-Icer 8,000L	
<b>Solicitation No. - N° de l'invitation</b> W8476-196055/A	<b>Amendment No. - N° modif.</b> 003
<b>Client Reference No. - N° de référence du client</b> W8476-196055	<b>Date</b> 2019-06-07
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$HS-653-77034	
<b>File No. - N° de dossier</b> hs653.W8476-196055	<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 2019-06-18</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<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> Martial, Daniel	<b>Buyer Id - Id de l'acheteur</b> hs653
<b>Telephone No. - N° de téléphone</b> (613) 296-7559 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

### Amendment 003

This amendment is raised to provide questions and answers to potential bidders and to modify the request for proposal as follows:

1. Questions and answers

**Question 1:** Due to the bid validity of 270 days, it will be difficult to estimate a delivery period. Will the date of delivery be negotiable at the time of order?

**Response 1:** If necessary, the delivery schedule can be revisited after contract award. The order of the Priority Sequence detailed in Appendix A1 – Delivery Schedule and Locations of Annex A must be maintained.

**Question 2:** Will there be any compensation offered should new tariffs come in effect in the future?

**Response 2:** Canada had outlined a framework and process for how it considered remission requests for the surtaxes on products that came into force on July 1, 2018. Please note that Canada is no longer accepting requests for the remission of surtaxes since the United States and Canada came to an agreement to lift the tariffs. As outlined in the document, the remission framework and process were only applicable to the surtaxes that came in effect on July 1, 2018.

Additional information can be found at the following address: <https://www.fin.gc.ca/access/remis-eng.asp>

**Question 3:** Does the phased bid process apply only to the mandatory requirement?

**Response 3:** The Phased Bid Compliance Process applies to the Financial Bid and the Technical Bid as indicated in paragraph 4.1.1. All mandatory technical criteria detailed in paragraph 4.1.2.1 Mandatory Technical Criteria are eligible mandatory criteria subject to the Phased Bid Compliance Process.

**Questions 4:** Can you do an evaluation of the bids during the election.

**Response 4:** Canada will proceed with the evaluation of the bids during the election period.

**Questions 5:** If one of the RFP is extended due to numerous questions, will the other two RFP be also extended.

**Response 5:** Canada will only extend the RFP that requires an extension.

**Question 6:** 4.1.1.3 (a): Reference is made to “Eligible Mandatory Criteria”, is this the same as Mandatory Technical Criteria referenced in 4.1.2.1 (a)?

**Response 6:** All mandatory technical criteria detailed in paragraph 4.1.2.1 Mandatory Technical Criteria, are eligible mandatory criteria subject to the Phased Bid Compliance Process.

**Question 7:** 6.7.2: Please clarify the items included in “ancillary items”. Please confirm this does not include training and ILS which appear to be separate line items according to Annex A

**Response 7:** The training and ILS items identified in Appendix A1 – Delivery Schedule and Locations of Annex A are not included in the ancillary items.

**Question 8:** Amendment 001, Purchase Description: There appear to be two different Annex B’s. The Purchase description is labelled Annex B. According to the Table of Contents in the RFP on page 2 of 37, Annex B refers to Electronic Payment Instructions.

**Response 8 :** As detailed in the Table of Contents of the RFP on page 2 of 37, Annex B is the Electronic Payment Instructions document. The Purchase Description must be referred to as the Purchased Description and not as Annex B.

**Question 9:** Request for Proposals 6.22 - Does the interchangeability clause apply for the 2 year options? Will industry receive compensation if a necessary component to meet the requirements increases in cost

**Response 9:** Yes the interchangeability clause does applies to the 2 option years. There is no provision for compensation in the documents.

**Question 10:** Who must have security clearance? What about contractors who work in Canada that are not employees of Canada?

**Response 10:** Personal security clearance is required for those people who will be performing work on a Canadian Air Force Base.

**Question 11:** Is the Air Force equipment exempt from tariffs?

**Response 11:** Please contact the Canada Border Services Agency for more information on tariffs.

**Question 12:** Do bidders need to be registered ISO9001?

**Response 12:** No, with accordance with SACC items D5540C: “It is not intended that the Contractor be registered to ISO 9001; however, the Contractor's quality management system must address all requirements appropriate to the scope of the Work. Only exclusions in accordance with clause A.5 and 4.3 of ISO 9001 are acceptable.”

**Question 13:** The ISO9001 quality management system in reference in D5540C is dated 2008. Can it be a more recent year?

**Response13:** The D5540C is revised and now makes reference to ISO9001: 2015. The RFP is amended accordingly.

**Question 14:** Will pre-delivery inspection at contractor facility be done on all vehicles?

**Response 14:** DND will do the pre-inspection at the contractor facility only for the first article, for the remaining quantities the inspection will be done at delivery.

**Question 15:** Do sub-contractors count has employees? (Annex C – Federal contractors program for employment equity - Certification)

**Response15:** For information on the Federal Contractors Program for Employment Equity, please visit the Employment and Social Development Canada (ESDC)-Labour's website as indicated in Annex C.

**Question 16:** Do prices need to be firm for all years?

**Response 16:** Yes, however for the optional quantities, bidders can offer different prices for the first 12 months period and the second 12 months period.

**Question 17:** To obtain the required security clearance, can bidders proceed with a private sector sponsor?

**Response 17:** For questions on security requirements, please refer to the Contract Security Program of Public Works and Government Services Canada website mentioned at paragraph 1.2 of the RFP.

**Question 18:** For the De-icers, do we need to offer (12) twelve vehicles for the identified budget?

**Response 18:** No, bidders must offer the maximum number of vehicles they can within the maximum funding available.

**Question 19:**

3.1.8: It is noted that the de-icers may be transported by C17. Please advise whether the de-icer(s) may be transported outside Canada? Doing so may increase the potential exposure for the bidder according to the warranty clause stated in 2010A.

**Response 19:**

The C17 requirement is to transport the equipment for within Canada and up North to CFS Alert.

**Question 20:**

6.15: As transportation is a cost that bidders must determine, please advise which delivery locations do not have unloading facilities such as a truck dock?

**Response 20:**

All locations have loading docks.

**Question 21:**

Purchase Description, 1.3 (d): Please confirm the de-icer is not required to be "Road Legal"

**Response 21:**

It is not a requirement for the equipment to be "Road Legal".

**Question 22:**

Purchase Description, 2.1 (a): SAE ARP 5058 refers to enclosed operators cabin, will Canada accept an open basket operators cabin to meet any requirement for tactile inspection of an aircraft?

**Response 22:**

The mandatory requirement is as follows:

A one-person enclosed operator's station cab mounted for ground level entry during the stowed position **must** be provided on the aerial device.

**Question 23:**

Purchase Description, 3.4.1 (a): Will Canada accept a maximum speed of 30 km/h when fully loaded?

**Response 23:**

The mandatory requirement is "The vehicle must sustain a speed of at least 40 km/h (24.9 mph) when fully loaded."

**Question 24:**

Purchase Description, 3.7 (a): Please advise the required emission standard for example Euro 6 such that the requirement will be applied fairly to all bidders, irrespective of jurisdiction and whether a truck chassis or purpose-built chassis is offered?

**Response 24:**

A certified letter or document by a professional engineer will be required if international regulations are required for the proposed equipment. This is applicable to both truck and purpose-built chassis. The following states how equivalent regulations **must** be met:

**"Regulations** – The vehicle **must** conform to all applicable laws, regulations and industrial standards governing manufacture, safety, noise levels and pollution in effect in Canada at the time of manufacture. International equivalent laws, regulations, and industrial standards will be accepted only if certified for equivalency by a professional engineer."

**Question 25:**

Purchase Description, 3.15 (c): Will Canada accept a maximum working height of 16.2m?

**Response 25:**

The mandatory requirement is a working height of at least 16.7m.

**Question 26:**

Purchase Description, 3.15 (f): Please describe what is meant by "automatic boom storage" as this is not a conventional requirement?

**Response 26:**

Automatic boom stowage is an option to return the boom to the stowed position without the requirement for the operator to manually stow it. If this is not feasible by industry standards, please identify.

**Question 27:**

Purchase Description, 3.15.1 (h): The reference to 3. 13 should say 3.14

**Response 27:**

Correct. This will be amended on the Purchase Description.

**Question 28:**

Purchase Description, 3.15.1 (h): Do all requirements of 3.14 and 3.31 apply to the Operator's Station Cab should a bidder propose a purpose built vehicle?

**Response 28:**

Yes all requirements *must* be met.

**Question 29:**

Purchase Description, 3.16 (b): Will Canada accept a maximum of 7600 litre capacity?

**Response 29:**

The mandatory requirement is 8,000L.

**Question 30:**

Purchase Description, 3.17 (a): Does the auxiliary engine require the same level of emission standard as that of the engine at article 3.7 (a)?

**Response 30:**

It is the Bidder/Contractor's responsibility to ensure that the proposed vehicle conforms to all applicable laws and regulations governing engine emissions in effect in Canada at the time of manufacture.

**Question 31:**

Purchase Description, 3.20 (b): The requirement to supply a mixture of forced air and de-icing fluid is not a conventional requirement, will Canada accept a system that permits either forced air or de-icing fluid?

**Response 31:**

This is a mandatory requirement.

**Question 32:**

Purchase Description, 3.21 (a): Assuming Canada will accept an open basket for the operator, is a hand operated nozzle acceptable?

**Response 32:**

The mandatory requirement is as follows:

A one-person enclosed operator's station cab mounted for ground level entry during the stowed position **must** be provided on the aerial device.

**Question 33:**

Purchase Description, 3.22 (a): Is there a minimum heater efficiency required? Without specifying this, bidders may propose a low-cost and inefficient product. We suggest specifying a minimum 85% efficiency as all/most manufacturers can propose this.

**Response 33:**

The purchase description will be amended to include the following statement:

3.22 i) The heater **must** have a minimum efficiency of 85%.

**Question 34:**

Purchase Description, 4.3.7 (a): The reference is incorrect- also does all SPDT apply to only items in the RSPL?

**Response 34:**

The SPDT is applicable to all RSPL items as the information will allow DND to catalogue and stock all the OEM/supplier recommended spares. Additional SPDT (not specified as per 2.1 and as defined in 4.3.6) may be provided, but are not a requirement.

2. Part 6 – Resulting contract clauses, 6.11 – SACC Manual Clauses

**Delete:** D5540C ISO 9001:2008 Quality Management Systems - Requirements (QAC Q)  
2010-08-16

**Insert:** D5540C ISO 9001:2015 Quality Management Systems - Requirements (Quality Assurance Code Q)

3. Purchase Description

**Delete:** All references to Annex B in the Purchase Description

4. Annex A presented during the bidders conference – See following pages

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

# Annex A – Pricing



Select the official language of your choice  
sélectionner la langue officielle de votre choix

English/Anglais

### Instructions

#### Annex A - Pricing

No action is required in this tab.  
The information will be completed at time of contract award

#### Appendix A1 - Delivery schedule and locations

	Status
You must fill out the blue cells with the required information.	
Delivery Schedule of the Priority Sequence	Incomplete
Delivery Schedule of the Specific ILS	Incomplete
The priority sequence cannot be modified.	
The delivery schedule is from date of contract award.	
The contact person at destination will be provided at time of contract award.	

#### Appendix A2 - Data

	Status
You must fill out the blue cells with the required information.	
Section 1, Firm Price per vehicle	Incomplete
Section 2, Firm Unit Price for Shipping	Incomplete
Section 3, Firm Unit Price for training	Incomplete
Section 4, Firm Lot Price for ILS	Incomplete
All prices must be in accordance with the basis of payment of the Request for Proposal.	
Cells D5 to D9 will be automatically updated as prices are populated in the blue cells.	

#### Appendix A3 - Financial evaluation

No action is required in this tab.  
Upon completion, the information is your actual financial evaluation.

Select the official language of your choice Sélectionner la langue officielle de votre choix	English/Anglais
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**Instructions**

**Annex A - Pricing**

No action is required in this tab.
The information will be completed at time of contract award

**Appendix A1 - Delivery schedule and locations**

You must fill out the blue cells with the required information.	Status
Delivery Schedule of the Priority Sequence	Completed
Delivery Schedule of the Specific ILS	Completed
The priority sequence cannot be modified.	
The delivery schedule is from date of contract award.	
The contact person at destination will be provided at time of contract award.	

**Appendix A2 - Data**

You must fill out the blue cells with the required information.	Status
Section 1, Firm Price per vehicle	Completed
Section 2, Firm Unit Price for Shipping	Completed
Section 3, Firm Unit Price for training	Completed
Section 4, Firm Lot Price for ILS	Completed
All prices must be in accordance with the basis of payment of the Request for Proposal.	
Cells D5 to D9 will be automatically updated as prices are populated in the blue cells.	

**Appendix A3 - Financial evaluation**

No action is required in this tab.
Upon completion, the information is your actual financial evaluation.

Annex A - Pricing

Aircraft De-Icer/Anti-Icer

1. The Contractor will be paid the Firm Lot Price per vehicle and ancillary items for the Firm Quantity in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

2. If the Optional Quantity are exercised within the first 12-month period from date of contract award, the Contractor will be paid the following Firm Lot Price per Vehicle and ancillary items in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

3. If the Optional Quantity are exercised within the second 12-month period from date of contract award, the Contractor will be paid the following Firm Lot Price per Vehicle and ancillary items in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

4. The Contractor will be paid the Firm Unit Price for Training in accordance with Part 6, Basis of Payment.

Delivery Location	Operator		Maintenance
	(English)	(French)	(English) (French)
To be insterted by PWGSC			

5. The Contractor will be paid Firm Lot Price for Integrated Logistic Support (ILS) in accordance with Part 6, Basis of Payment.

Firm Lot Price for the Specific ILS listed at Appendix A1.	To be insterted by PWGSC
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Appendix A1 - Delivery schedule and locations

Aircraft De-icer/Anti-icer

Priority Sequence	Delivery Location	Delivery Schedule
1	8 Wing Trenton	
2	8 Wing Trenton	
3	14 Wing Greenwood	
4	4 Wing Cold Lake	
5	19 Wing Comox	
6	14 Wing Greenwood	
7	4 Wing Cold Lake	
8	14 Wing Greenwood	
9	4 Wing Cold Lake	
10	14 Wing Greenwood	
11	4 Wing Cold Lake	
12	19 Wing Comox	

Specific ILS

Description	PD Ref	Delivery Schedule
Manual Delivery to Technical Authority	4.1.4	
Data Summary	4.3.1	
Photographs	4.3.2	
Dimensioned Drawings	4.3.3	
Special Tools List	4.3.4	
Preventive Maintenance Replacement Parts Kit List	4.3.5	
Recommended Spare Parts List	4.3.6	
Supplementary Provisioning Technical Documentation	4.3.7	

Delivery location

4 Wing Cold Lake  
 Major Equipment Section  
 Sup Fit Bldg. 171  
 Cold Lake, AB  
 T9M 2C6

The contact person at destination is: (to be inserted by PWGSC).

Appendix A1 - Delivery schedule and locations

Aircraft De-Icer/Anti-Icer

Priority Sequence		
Unit	Delivery Location	Delivery Schedule
1	8 Wing Trenton	8 weeks
2	8 Wing Trenton	8 weeks
3	14 Wing Greenwood	12 weeks
4	4 Wing Cold Lake	14 weeks
5	19 Wing Comox	16 weeks
6	14 Wing Greenwood	18 weeks
7	4 Wing Cold Lake	20 weeks
8	14 Wing Greenwood	22 weeks
9	4 Wing Cold Lake	24 weeks
10	14 Wing Greenwood	26 weeks
11	4 Wing Cold Lake	28 weeks
12	19 Wing Comox	30 weeks

Delivery location

4 Wing Cold Lake  
 Major Equipment Section  
 Sup Flt Bldg. 171  
 Cold Lake, AB  
 T9M 2C6

Specific ILS

Description	PD Ref	Delivery Schedule
Manual Delivery to Technical Authority	4.1.4	6 weeks
Data Summary	4.3.1	6 weeks
Photographs	4.3.2	6 weeks
Dimensioned Drawings	4.3.3	6 weeks
Special Tools List	4.3.4	6 weeks
Preventive Maintenance Replacement Parts Kit List	4.3.5	6 weeks
Recommended Spare Parts List	4.3.6	6 weeks
Supplementary Provisioning Technical Documentation	4.3.7	6 weeks

The contact person at destination is: (to be inserted by PWGSC).

Appendix A2 - Data

Aircraft De-Icer/Anti-Icer

Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	12
Estimated value of the 12 vehicles/equipments	\$ -
Financial evaluation of the bid	\$ -

1. Bidder must provide Firm Price per vehicle and ancillary items, Shipping extra.

	Firm Price per vehicle
Firm Quantity	
Optional Quantity	
First 12-month Period	
Second 12-month Period	

2. Bidders must provide Firm Unit Price for Shipping.

Delivery Location	Firm Unit Price
4 Wing Cold Lake	
8 Wing Trenton	
14 Wing Greenwood	
19 Wing Comox	

3. Bidders must provide Firm Unit Price for training.

Delivery Location	Operator			
	(English)	(French)	Maintenance (English)	Maintenance (French)
4 Wing Cold Lake				
8 Wing Trenton				
14 Wing Greenwood				
19 Wing Comox				

4. Bidders must provide Firm Lot Price for Integrated Logistic Support (ILS).

Firm Lot Price for the Specific ILS listed at Appendix A1.	
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Appendix A2 - Data

Aircraft De-Icer/Anti-Icer

Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	7
Estimated value of the 7 vehicles/equipments	\$ 7,012,500.00
Financial evaluation of the bid	\$ 12,387,500.00

1. Bidder must provide Firm Price per vehicle and ancillary items, Shipping extra.

	Firm Price per vehicle
Firm Quantity	\$1,000,000.00
Optional Quantity	
First 12-month Period	\$1,050,000.00
Second 12-month Period	\$1,100,000.00

2. Bidders must provide Firm Unit Price for Shipping.

Delivery Location	Firm Unit Price
4 Wing Cold Lake	\$2,000.00
8 Wing Trenton	\$1,000.00
14 Wing Greenwood	\$3,000.00
19 Wing Comox	\$2,500.00

3. Bidders must provide Firm Unit Price for training.

Delivery Location	Operator	
	(English)	(French)
4 Wing Cold Lake	\$1,000.00	\$1,000.00
8 Wing Trenton	\$1,000.00	\$1,000.00
14 Wing Greenwood	\$1,000.00	\$1,000.00
19 Wing Comox	\$1,000.00	\$1,000.00

4. Bidders must provide Firm Lot Price for Integrated Logistic Support (ILS).

Firm Lot Price for the Specific ILS listed at Appendix A1.	\$500.00
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Delivery Location	Maintenance	
	(English)	(French)
4 Wing Cold Lake	\$1,000.00	\$1,000.00
8 Wing Trenton	\$1,000.00	\$1,000.00
14 Wing Greenwood	\$1,000.00	\$1,000.00
19 Wing Comox	\$1,000.00	\$1,000.00

Appendix A3 - Financial evaluation

Aircraft De-Icer/Anti-Icer

Unit	Delivery Location	Training Required	Firm Price per Vehicle	Shipping Price	Operator Training (Sum)	Maintenance Training (Sum)	Firm Lot Price Firm Quantity	Firm Lot Price Optional Quantity
ILS							\$ -	
1	8 Wing Trenton	Yes	\$ -	\$ -	\$ -	\$ -	\$ -	
2	8 Wing Trenton	No	\$ -	\$ -	\$ -	\$ -	\$ -	
3	14 Wing Greenwood	Yes	\$ -	\$ -	\$ -	\$ -	\$ -	
4	4 Wing Cold Lake	Yes	\$ -	\$ -	\$ -	\$ -	\$ -	
5	19 Wing Comox	Yes	\$ -	\$ -	\$ -	\$ -	\$ -	
6	14 Wing Greenwood	No	\$ -	\$ -	\$ -	\$ -	\$ -	
7	4 Wing Cold Lake	No	\$ -	\$ -	\$ -	\$ -	\$ -	
8	14 Wing Greenwood	No	\$ -	\$ -	\$ -	\$ -	\$ -	
9	4 Wing Cold Lake	No	\$ -	\$ -	\$ -	\$ -	\$ -	
10	14 Wing Greenwood	No	\$ -	\$ -	\$ -	\$ -	\$ -	
11	4 Wing Cold Lake	No	\$ -	\$ -	\$ -	\$ -	\$ -	
12	19 Wing Comox	No	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total Price of the Firm Quantity</b>							<b>\$ -</b>	
<b>Total Price of the Optional Quantity</b>							<b>\$ -</b>	
<b>Aggregate Price of the Bid</b>							<b>\$0.00</b>	



Appendix A3 - Financial evaluation

Aircraft De-Icer/Anti-Icer

Unit	Delivery Location	Training Required	Firm Price per Vehicle	Shipping Price	Operator Training (Sum)	Maintenance Training (Sum)	Firm Lot Price Firm Quantity	Firm Lot Price Optional Quantity
ILS							\$ 500.00	
1	8 Wing Trenton	Yes	\$1,000,000.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,005,000.00	
2	8 Wing Trenton	No	\$1,000,000.00	\$ 1,000.00	-	-	\$ 1,001,000.00	
3	14 Wing Greenwood	Yes	\$1,000,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,007,000.00	
4	4 Wing Cold Lake	Yes	\$1,000,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,000.00	
5	19 Wing Comox	Yes	\$1,000,000.00	\$ 2,500.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,500.00	
6	14 Wing Greenwood	No	\$1,000,000.00	\$ 3,000.00	-	-	\$ 1,003,000.00	
7	4 Wing Cold Lake	No	\$1,000,000.00	\$ 2,000.00	-	-	\$ 1,002,000.00	
8	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
9	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
10	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
11	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
12	19 Wing Comox	No	\$1,075,000.00	\$ 2,500.00	-	-		\$ 1,077,500.00
<b>Total Price of the Firm Quantity</b>							<b>\$ 7,031,000.00</b>	
<b>Total Price of the Optional Quantity</b>								<b>\$ 5,387,500.00</b>
<b>Aggregate Price of the Bid</b>								<b>\$12,418,500.00</b>

Appendix A3 - Financial evaluation

Aircraft De-icer/Anti-Icer

Unit	Delivery Location	Training Required	Firm Price per Vehicle	Shipping Price	Operator Training (Sum)	Maintenance Training (Sum)	Firm Lot Price Firm Quantity	Firm Lot Price Optional Quantity
ILS							\$ 500.00	
1	8 Wing Trenton	Yes	\$1,000,000.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,005,000.00	
2	8 Wing Trenton	No	\$1,000,000.00	\$ 1,000.00	\$ -	\$ -	\$ 1,001,000.00	
3	14 Wing Greenwood	Yes	\$1,000,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,007,000.00	
4	4 Wing Cold Lake	Yes	\$1,000,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,000.00	
5	19 Wing Comox	Yes	\$1,000,000.00	\$ 2,500.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,500.00	
6	14 Wing Greenwood	No	\$1,000,000.00	\$ 3,000.00	\$ -	\$ -	\$ 1,003,000.00	
7	4 Wing Cold Lake	No	\$1,000,000.00	\$ 2,000.00	\$ -	\$ -	\$ 1,002,000.00	
8	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 1,078,000.00
9	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	\$ -	\$ -	\$ -	\$ 1,077,000.00
10	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 1,078,000.00
11	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	\$ -	\$ -	\$ -	\$ 1,077,000.00
12	19 Wing Comox	No	\$1,075,000.00	\$ 2,500.00	\$ -	\$ -	\$ -	\$ 1,077,500.00
<b>Total Price of the Firm Quantity</b>							<b>\$ 7,031,000.00</b>	
<b>Total Price of the Optional Quantity</b>								<b>\$ 5,387,500.00</b>
<b>Aggregate Price of the Bid</b>								<b>\$12,418,500.00</b>

Appendix A2 - Data

Aircraft De-icer/Anti-Icer

Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	7
Estimator value of the 7 vehicles/Equipments	\$ 7,012,500.00
Financial evaluation of the bid	\$ 12,387,500.00

1. Bidder must provide Firm Price per vehicle and ancillary items, Shipping

Firm Price per Vehicle	\$1,000,000.00
Firm Quantity	\$1,000,000.00
Optional Quantity	\$1,050,000.00
First 12-month period	\$1,100,000.00
Second 12-month period	\$1,100,000.00

2. Bidders must provide Firm Unit Price for Shipping

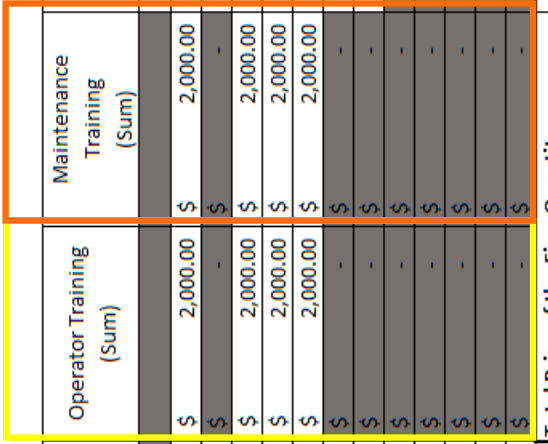
Delivery Location	Firm Unit Price
4 Wing Cold Lake	\$2,000.00
8 Wing Trenton	\$1,000.00
14 Wing Greenwood	\$3,000.00
19 Wing Comox	\$2,500.00

3. Bidders must provide Firm Unit Price for training, Maintenance

Delivery Location	Operator (English)	Operator (French)	Maintenance (English)	Maintenance (French)
4 Wing Cold Lake	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
8 Wing Trenton	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
14 Wing Greenwood	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
19 Wing Comox	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00

4. Bidders must provide Firm Lot Price for the Specific ILS listed at Appendix A1.

Firm Lot Price for the Specific ILS listed at Appendix A1.	\$500.00
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# Questions?

[W8486-196055 Annex Annexe A V1.xlsx](#)

[W8486-196057 Annex Annexe A V1.xlsx](#)

[W8486-196059 Annex Annexe A V1.xlsx](#)