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Gatineau
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K1A 0S5

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

Regional Master Standing Offer (RMSO)

Offre à commandes maître régionale (OCMR)

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

Ce document est par la présente révisé; sauf
indication contraire, les modalités de l'offre 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

Title - Sujet ICE BLOCKS	
Solicitation No. - N° de l'invitation C1111-190072/A	Date 2019-11-21
Client Reference No. - N° de référence du client C1111-190072	Amendment No. - N° modif. 001
File No. - N° de dossier hs649.C1111-190072	CCC No./N° CCC - FMS No./N° VME
GETS Reference No. - N° de référence de SEAG PW-\$\$HS-649-77876	
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale	
2019-10-16	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-11-28	
Time Zone Fuseau horaire Eastern Standard Time EST	
Address Enquiries to: - Adresser toutes questions à: Fong, Hong	Buyer Id - Id de l'acheteur hs649
Telephone No. - N° de téléphone (613) 296-1855 ()	FAX No. - N° de FAX () -
Delivery Required - Livraison exigée	
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.	

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

Revision 001

This revision is raised to extend the solicitation closing date to November 28, 2019, and to publish question and answer (modify the Request for Standing Offer and Statement of Requirement) as follows:

Question 1:

After reading the current solicitation, I have some questions and I would like to suggest improvements to the specifications in the Request for Standing Offer.

The ice blocks are manufactured by a machine that produces two blocks at a time, requiring 3 to 4 days of freezing. Then the ice blocks are manually removed from the machine. The tanks are refilled with water in order to start a new production.

The whole process is very artisanal and labour-intensive. There is therefore no economy of scale, since the unit cost of production does not vary. So, whether we sell 10, 100 or 200 blocks, the selling price remains the same depending on the category of blocks.

We can properly evaluate our costs and set the most accurate unit selling price possible, excluding shipping costs.

There is therefore a need for much greater clarity regarding shipping requirements, as we are currently unable to properly assess the customer's future needs, which could change over the next few years.

Product 004; Special Blocks.

The requests for special blocks are unique and vary each year. In the current solicitation, the statement for requirements is brief. It does not indicate the number of items and the complexity of the insertion project. During the last contract we made insertion blocks for the federal government as well as for some partners.

I therefore propose to exclude a price request since it is a case-by-case request or because the customer does not request one every year.

ANNEX B – Calculation of Aggregate Evaluated Price of the Offer.

Please clarify the calculation method, which seems unreliable to me.

Response 1:

The Request to the Standing Offer is amended as follows:

- 1) Annex A – Pricing of the Request for Proposal is amended as per attached.
- 2) 6.4.1 Basis of Payment of the Request for Proposal is amended as follows:

6.4.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid as follows:

6.4.1.1 Basis of Payment – Type 1

The Contractor will be paid firm prices, , in Canadian dollars, Delivered Duty Paid (DDP) at destination (shipping cost extra in accordance with Basis of Payment – Type 2), Incoterms 2000, Canadian Custom Duties, Excise Taxes included where applicable and Applicable Taxes extra, as specified in Annex A - Pricing.

The price paid will be adjusted in accordance with the exchange rate fluctuation provision (as applicable).

6.4.1.2 Basis of Payment – Type 2

The Contractor will be reimbursed the actual shipping cost from the Contractor's Canadian facility or the Contractor's Canadian distribution point to the point of delivery, specified in the call-up, without any allowance for profit and/or administrative overhead, in Canadian dollars and Applicable Taxes extra.

- 3) Annex B of the Request for Standing Offer is amended as attached.

On clarification of Annex B:

This calculation method is used because this solicitation is requesting firm unit prices per quantity ranges. As indicated in Annex B, "The estimated quantities reflected herein are only an approximation of requirements given in good faith for evaluation purposes only and do not represent Canada's actual requirement. For evaluation purpose, all offers are evaluated with the firm unit prices offered in Annex A – Pricing and the estimated quantities are based on the total number of blocks per ice block category indicated in Appendix 1."

The Statement of Work is amended as follows:

2.2.2 Transportation

Delete: in its entirety

Insert:

2.2.2 Transportation

As contract will be awarded including transportation, the following measures will apply:

- All ice must be handled and delivered to the Sites as per schedule. It is the Contractor's responsibility to ensure safe and proper handling of the ice blocks during transportation. PCH will not accept visibly broken or damaged blocks.
- All units (truck or trailer) transporting ice blocks are scheduled to be on site for a maximum of four (4) hours after arrival on site. This is to allow PCH to unload the ice blocks in a safe manner while insuring the proper storage of the blocks. This window of four (4) hours can be split on more than one delivery site.
- Delivery trucks must be equipped with a pallet jigger to allow for unloading with a straight-mast forklift.
- Arrival time on the delivery dates is 8:00 am unless indicated otherwise.
- Road transport of blocks is to be done on pallets that will not be returned.

ANNEX A – PRICING

Initial Period

Year 1: The first year of the Standing Offer is the period from date of the Standing Offer to (to be inserted by PWGSC) inclusive.

Year 2: The second year of the Standing Offer is the period from (to be inserted by PWGSC) to (to be inserted by PWGSC) inclusive.

Extended Period

Option Year 1: The first extended period of the Standing Offer is the period from (to be inserted by PWGSC) to (to be inserted by PWGSC) inclusive.

Option Year 2: The second extended period of the Standing Offer is the period from (to be inserted by PWGSC) to (to be inserted by PWGSC) inclusive.

ITEM 001 to ITEM 005

The Contractor will be paid firm prices in accordance with Part 6 Basis of Payment – Type 1.

Item	Number of Ice Blocks	Firm Unit Price (applicable taxes extra)			
		Year 1	Year 2	Option Year 1	Option Year 2
001 – Competitive Ice Blocks (Clinebell or equivalent)	1 to 50	\$ _____	\$ _____	\$ _____	\$ _____
	51 to 100	\$ _____	\$ _____	\$ _____	\$ _____
	101 to 150	\$ _____	\$ _____	\$ _____	\$ _____
	151 to 200	\$ _____	\$ _____	\$ _____	\$ _____
	More than 200	\$ _____	\$ _____	\$ _____	\$ _____
002 – Medium Quality Ice Blocks (referred to as B-Blocks)	1 to 50	\$ _____	\$ _____	\$ _____	\$ _____
	51 to 100	\$ _____	\$ _____	\$ _____	\$ _____

	More than 100	\$ _____	\$ _____	\$ _____	\$ _____
003 – Colored Ice Blocks	1 to 50	\$ _____	\$ _____	\$ _____	\$ _____
	More than 50	\$ _____	\$ _____	\$ _____	\$ _____
004 – Simple Special Blocks *require up to two (2) hours to prepare.	1 to 50	\$ _____	\$ _____	\$ _____	\$ _____
	More than 50	\$ _____	\$ _____	\$ _____	\$ _____
005 – Complex Special Blocks *require three (3) hours or more to prepare.	1 to 50	\$ _____	\$ _____	\$ _____	\$ _____
	More than 50	\$ _____	\$ _____	\$ _____	\$ _____

ITEM 006 – Transportation Cost

The Contractor will be paid in accordance with Part 6 Basis of Payment - Type 2.

Firm Price (applicable taxes extra)				
Number of blocks	Year 1	Year 2	Option Year 1	Option Year 2
1 to 100 blocks				
101 to 170 blocks				
170 blocks through to maximum load capacity				

ANNEX B – CALCULATION OF THE AGGREGATE EVALUATED PRICE OF THE OFFER

The estimated quantities reflected herein are only an approximation of requirements given in good faith for evaluation purposes only and do not represent Canada's actual requirement.

For evaluation purpose, all offers are evaluated with the firm unit prices offered in Annex A – Pricing and the estimated quantities are based on the total number of blocks per ice block category indicated in Appendix 1.

The aggregate evaluated price of the offer will be determined as follows:

- a) For each item, the firm unit prices for all quantity ranges and all years will be averaged. The average price will be multiplied by the indicated estimated quantities to determine the evaluated price per item.
- b) For the annual transportation cost, the firm price per block for all quantity ranges are averaged. The average price will be multiplied by the indicated estimated quantities to determine the evaluated transportation cost per year. The evaluated transportation cost will be determined by the sum of evaluated transportation cost per year.
- c) The sum of all evaluated price per item will multiplied by four (4) years plus the evaluated transportation cost will determine the aggregate evaluated price of the offer.

Example:

Item	Number of Blocks	Firm Unit Price (applicable taxes extra)				Estimated Quantities (for evaluation purpose only)
		Year 1	Year 2	Option Year 1	Option Year 2	
001 – Competitive Ice Blocks (Clinebell or equivalent)	1 to 50	\$50.00	\$55.00	\$60.00	\$65.00	417
	51 to 100	\$55.00	\$60.00	\$65.00	\$70.00	
	101 to 150	\$60.00	\$65.00	\$70.00	\$75.00	
	151 to 200	\$65.00	\$70.00	\$75.00	\$80.00	
	More than 200	\$70.00	\$75.00	\$80.00	\$85.00	

002 – Medium Quality Ice Blocks (referred to as B-Blocks)	10 to 50	\$55.00	\$60.00	\$65.00	\$70.00	100
	51 to 100	\$60.00	\$65.00	\$70.00	\$75.00	
	More than 100	\$65.00	\$70.00	\$75.00	\$80.00	
003 – Colored Ice Blocks	1-50	\$60.00	\$65.00	\$70.00	\$75.00	10
	More than 50	\$65.00	\$70.00	\$75.00	\$80.00	
004 – Simple Special Blocks *require up to two (2) hours to prepare.	1 to 50	\$50.00	\$55.00	\$60.00	\$65.00	15
	More than 50	\$55.00	\$60.00	\$65.00	\$70.00	
005 – Complex Special Blocks *require three (3) hours or more to prepare.	1 to 50	\$60.00	\$65.00	\$70.00	\$75.00	15
	More than 50	\$65.00	\$70.00	\$75.00	\$80.00	

ITEM 006 – Transportation Cost

Firm Price per block (applicable taxes extra)				
Number of blocks	Year 1	Year 2	Option Year 1	Option Year 2
1 to 100 blocks	\$18.75	\$19.69	\$20.67	\$21.71
101 to 170 blocks	\$18.38	\$19.30	\$20.26	\$21.28
171 blocks through to maximum load capacity	\$18.00	\$18.90	\$19.85	\$20.84
Average Annual Price	\$18.38	\$19.30	\$20.26	\$21.28
Estimated Annual Quantities (for evaluation purpose only)	557 blocks	557 blocks	557 blocks	557 blocks
Evaluated Transportation Price per Year	\$10,237.66	\$10,750.10	\$11,284.82	\$11,852.96

To calculate the Aggregate Evaluated Price:

Item 001:

Average Firm Unit Price = $(\$50.00 + \$55.00 + \$60.00 + \$65.00 + \$55.00 + \$60.00 + \$65.00 + \$70.00 + \$60.00 + \$65.00 + \$70.00 + \$75.00 + \$65.00 + \$70.00 + \$75.00 + \$80.00 + \$70.00 + \$75.00 + \$80.00 + \$85.00) / 20 = \$67.50$
per block

Evaluated Price for Item 001 = $\$67.50/\text{block} \times 417 \text{ blocks/year} = \$28,147.50$

Item 002:

Average Firm Unit Price = $(\$55.00 + \$60.00 + \$65.00 + \$70.00 + \$60.00 + \$65.00 + \$70.00 + \$75.00 + \$65.00 + \$70.00 + \$75.00 + \$80.00) / 12 = \$67.50$ per block

Evaluated Price for Item 002 = $\$67.50/\text{block} \times 100 \text{ blocks/year} = \$6,750.00$

Item 003:

Average Firm Unit Price = $(\$60.00 + \$65.00 + \$70.00 + \$75.00 + \$65.00 + \$70.00 + \$75.00 + \$80.00) / 8 = \$70.00$

Evaluated Price for Item 003 = $\$70.00/\text{block} \times 10 \text{ blocks/year} = \700.00

Item 004:

Average Firm Unit Price = $(\$50.00 + \$55.00 + \$50.00 + \$65.00 + \$55.00 + \$60.00 + \$65.00 + \$70.00) / 8 = \$60.00$

Evaluated Price for Item 004 = $\$60.00/\text{block} \times 15 \text{ blocks/year} = \900.00

Item 005:

Average Firm Unit Price = $(\$60.00 + \$65.00 + \$65.00 + \$70.00 + \$70.00 + \$75.00 + \$75.00 + \$80.00) / 8 = \$70.00$

Evaluated Price for Item 005 = $\$70.00/\text{block} \times 15 \text{ blocks/year} = \1050.00

Item 006:

Evaluated Transportation Cost = $\$18.38/\text{block} \times 557 \text{ blocks} + \$19.30 \times 557 \text{ blocks} + \$20.26 \times 557 \text{ blocks} + \$21.28 \times 557 \text{ blocks} = \$10,237.66 + \$10,750.10 + \$11,284.82 + \$11,852.96 = \$44,125.56$

The Evaluated Aggregate Price of the Offer = $(\$28,147.50 + \$6,750.00 + \$700.00 + \$900.00 + \$1050.00) \times 4 \text{ years} = \$150,190.00 + \$44,125.56 = \$194,315.56$