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**11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Gatineau**

**Core 0B2 / Noyau 0B2
K1A0S5**

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

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

Charter and Transportation Services Division/Division
de services d'affrètement et transport
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Gatineau
Quebec
K1A0S5

Title - Sujet Courier Freight Services	
Solicitation No. - N° de l'invitation EN578-201168/A	Date 2019-11-22
Client Reference No. - N° de référence du client 20201168	Amendment No. - N° modif. 005
File No. - N° de dossier Is102.EN578-201168	CCC No./N° CCC - FMS No./N° VME
GETS Reference No. - N° de référence de SEAG PW-\$\$LS-102-77957	
Date of Original Request for Standing Offer 2019-11-05	
Date de la demande de l'offre à commandes originale	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-01-02	
Time Zone Fuseau horaire Eastern Standard Time EST	
Address Enquiries to: - Adresser toutes questions à: Jiang, Kevin	Buyer Id - Id de l'acheteur Is102
Telephone No. - N° de téléphone (343) 550-1630 ()	FAX No. - N° de FAX () -
Delivery Required - Livraison exigée	
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	
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		

Amendment 005

This amendment 005 is raised to provide questions and answers.

Question 1:

Do you have restrictions on using interline partnerships?

Answer 1:

The Offeror may provide interline rates. However, on the rate template header the Offeror must specify clearly that the rates are interline rates.

Also, as per ANNEX "B", BASIS OF PAYMENT, section 1. Base Rates, the 3rd bullet: If the Offeror interlines with other carriers, the Offeror must invoice the through rate.

Question 2:

Do you have restrictions on direct or connecting flights?

Answer 2:

The Offeror may provide rates of direct or connecting flight. However, on the rate template header the Offeror must specify clearly if rates are by direct flight or by connecting flights.

Question 3:

In the international section the fields are blank, should we fill in all our international destinations?

Answer 3:

Yes, the Offeror may fill in all your international destinations.

Question 4:

Finally, in the domestic section, do you want rates on all the city pairings? I don't understand why there are some international destinations in that section. Are you interested in the other destinations that we fly cargo to, or just those listed?

Answer 4:

Rate templates are examples only. The Offeror may modify the templates or use your own templates. The Offeror may decide a way to provide its rates to be understood easily. At a minimum, the Offeror must provide such basic information as "how much the rate is for the Offeror to transport a piece of goods by specific weight from one city to another city."

Question 5:

Can we proceed without a procurement business number (PBN), as it appears that the PBN is the Goods and Services Tax (GST) number? Our firm is a US based company and would not have a GST. We do have a FED ID number and would be registered in the US.

Answer 5:

Without a PBN, the Offeror may submit an offeror. However, prior to the issuance of a standing offer, the Offeror must have a PBN.

For any question about if your firm is allowed to register a PBN, and how to register a PBN, please contact Supplier Registration Information division. Contact details are in the following article.

In the 2006 (2019-03-04) Standard Instructions, referenced in the RFSO, there is following article:

02 (2012-03-02) Procurement Business Number

Suppliers are required to have a Procurement Business Number (PBN) before issuance of a standing offer. Suppliers may register for a PBN on line at [Supplier Registration Information](#).

<https://srisupplier.contractsCanada.gc.ca/index-eng.cfm?af=ZnVzZWJdGlVbj1yZWdpc3Rlci5pbmRybyZpZD0y&lang=eng>

For non-Internet registration, suppliers may contact the InfoLine at 1-800-811-1148 to obtain the telephone number of the nearest Supplier Registration Agent.

Question 6:

Can we proceed without the Federal Contractors Program for Employment Equity certification?

Answer 6:

Yes, we will consider a bid without Federal Contractors Program for Employment Equity certification. Federal Contractors Program for employment equity does not apply because based on historical data there was no individual call-up at \$1M or more (including all applicable taxes and not including options).

Question 7:

I see that you'd like these Less than truckload (LTL) shipments quoted by "hundred weight." We usually don't have a way to quote these LTL shipments by "hundred weight" since every LTL shipment can vary from one another.

We may be able to accommodate this if understanding more details about the commodity that we will be shipping. For example, if I know which "product classes" each of these shipments potentially could be, I may be able to run batch rates for the lanes.

What is/ are the class(s) of the commodity(s) we will be shipping LTL? (e.g. Class 55, 60, 125, etc.)

Answer 7:

Based on the web site of FREIGHTCENTER

<https://www.freightcenter.com/freight-class>

Freight class is assigned to a shipment based on either the specific commodity being transported or the total density of the freight being shipped.

The rates in the Request for Standing Offer (RFSO) are not based on class of the commodity. The RFSO does not set class of commodity for LTL shipment.

LTL rates quoted by "hundred weight are preferred because of the following reason.

As per section 6A.16 Accessibility of Rates by Identified Users, rates of all Offerors will be loaded on a Transportation Management System (TMS). The TMS system has a function of comparing similar rates, and listing the Offerors from the lowest rate to the highest rate. Currently almost all LTL rates are quoted by hundred weight. This make TMS comparison easily.

Please note when there is a service requirement, an Identified User will most likely use TMS to compare rates and give the work to the supplier with the lowest rate. Therefore, to align your LTL rates with LTL rates of all other Offerors on the TMS is very important in order to compete for obtaining service business.

The Offeror may submit LTL rates that are not quoted by “hundred weight”. If so, the TMS may be able to load these rates, but may not be able to compare these rates with other LTL rates that are quoted by “hundred weight”.

Question 8 to 9:

- What is the expected LTL load volume for each of these lanes listed?
- Which lanes are considered to be your “highest volume lanes?”

Answer 8 to 9:

The data the Offeror asks for, is not available. We cannot answer these questions.

Question 10 to 11:

- What is the maximum number of pallets you consider to qualify as an LTL shipment before it's considered a full truckload?
- What is/ are the minimum and maximum weights of each LTL shipment before it's considered a volume LTL shipment?

Answer 10 to 11:

The Request for Standing Offer (RFSO) does not set these numbers. The Offeror is to decide if it will set these numbers or not.

All other terms and conditions remain unchanged.