



### **Amendment 009**

This amendment 009 is raised provide questions and answers.

#### **Question 1:**

Regarding the Request for Standing Offer (RFSO) for closed boxes, Domestic and Cross-border shipment, we can offer Truckload (TL) service via Intermodal RAIL containers, for Domestic use (Intra Canada) and for Cross-border (US-CAN & CAN-US) uses as well. We can also offer less-than-container-load (LCL) service for domestic shipments via rail.

Are we allowed to offer pricing via Intermodal containers for the truckload (TL) and less-than-truckload (LTL) routes? If so, we think that will bring Canada some beneficial economies as well as a lower carbon footprint.

#### **Answer 1:**

Yes, rates via Intermodal containers for the truckload (TL) and less-than-truckload (LTL) routes are acceptable.

#### **Question 2:**

Would you please explain the transportation modes required in the Regular and Express service type? Do these service types include intermodal RAIL container or simply just over-the-road (OTR) services?

#### **Answer 2:**

As specified in the RFSO, the provision of courier and freight services for commercial goods are by air and/or ground, Regular and Express service types are also by air and/or ground. Ground shipments may include RAIL container and/or over-the-road (OTR) services.

#### **Question 3:**

Please advise if we may apply less-than-container-load (LCL) intermodal for the regular LTL services and the TL services.

#### **Answer 3:**

Yes.

#### **Question 4:**

I don't see any written notice anywhere that specifies anything about fuel surcharge. Must all prices submitted to RFSO be fuel included?

#### **Answer 4:**

Normally fuel is not included in the base rates. The Offeror may charge fuel surcharge separately. For details, please refer to section 6B.6 Invoicing Instructions, and ANNEX "B" - BASIS OF PAYMENT, section 4, Fuel Surcharge (FSC).

#### **Question 5:**

Should all prices be in Canadian currency regardless of cross-border or domestic shipment?

#### **Answer 5:**

Please refer to ANNEX "B" - BASIS OF PAYMENT, section 1. Base Rates, following two bullets:

- All base rates for domestic are to be quoted in Canadian dollars only.

- For international / worldwide shipments, if shipments originate in Canada the base rates must be in Canadian dollars; if shipments are inbound to Canada the base rates can be in Canadian or United States dollar but must be clearly identified in the submission, if not identified, the rates are considered in Canadian dollar.

**Question 6:**

For LTL cross-border and domestic shipment, in order to be the most competitive, we can offer price per foot with a maximum weight per foot. This kind of price is by far the most cost-effective method for pricing anything more than 3 skids spots and more up to TL when it comes to cross-border shipments, INBOUND or OUTBOUND.

So I was wondering this kind of pricing would be acceptable and if yes, how would you need it to be translated / inserted in the rate templates?

We could do a per-skid spot price or a fixed price per foot of per a certain amount of weight for instance so that it could match the base rate of rate templates.

So it could be charge per: foot and the unit charge being the actual cost for each foot, etc. Please advise if this is acceptable.

**Answer 6:**

Please refer to section 4.3.1 Mandatory Financial Criteria

(1) Rates for DND specified lanes

As per section 4.3.1.2 Rates to DND specified lanes

To provide rates to DND specified lanes, the Offeror must also provide rates to all other Identified Users.

The Offeror who wants to provide services to DND specified lanes must submit rates using DND templates in Attachment 2 to Part 3 – Rate Templates.

To provide services to DND specified lanes, the Offeror must use DND rate templates. DND rate templates identified specific rate format to be accepted.

(2) Rates for all Identified Users

As per section 4.3.1.1 Rates to all Identified Users

The Offeror must provide rates for the areas it is able to provide services for in accordance with Annex "B" Basis of Payment.

Rate templates for all Identified Users are examples only. The Offeror may use its own rate format to provide rates and any rate format is accepted.

**All other terms and conditions remain unchanged.**