

RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

**Bid Receiving Public Works and Government
Services Canada/Réception des soumissions
Travaux publics et Services gouvernementaux
Canada**

800 Burrard Street, Room 219

800, rue Burrard, pièce 219

Vancouver, BC V6Z 0B9

Bid Fax: (604) 775-7526

Request For a Standing Offer Demande d'offre à commandes

Departmental Individual Standing Offer (DISO)

Offre à commandes individuelle du département(OCID

Canada, as represented by the Minister of Public Works and Government Services Canada, hereby requests a Standing Offer on behalf of the Identified Users herein.

Le Canada, représenté par le ministre des Travaux Publics et Services Gouvernementaux Canada, autorise par la présente, une offre à commandes au nom des utilisateurs identifiés énumérés ci-après.

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 Canada - Pacific Region

219 - 800 Burrard Street

800, rue Burrard, pièce 219

Vancouver, BC V6Z 0B9

Title - Sujet SO for Fish Feeds	
Solicitation No. - N° de l'invitation F1528-190054/A	Date 2020-02-05
Client Reference No. - N° de référence du client F1528-190054	GETS Ref. No. - N° de réf. de SEAG PW-\$VAN-582-8738
File No. - N° de dossier VAN-9-42223 (582)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-03-17	Time Zone Fuseau horaire Pacific Daylight Saving Time PDT
Delivery Required - Livraison exigée See Herein	
Address Enquiries to: - Adresser toutes questions à: Lee, Hilda	Buyer Id - Id de l'acheteur van582
Telephone No. - N° de téléphone (604)764-6053 ()	FAX No. - N° de FAX (604)775-7526
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF FISHERIES AND OCEANS 1310-401 Burrard St. VANCOUVER British Columbia V6C3S4 Canada	
Security - Sécurité This request for a Standing Offer does not include provisions for security. Cette Demande d'offre à commandes ne comprend pas des dispositions en matière de sécurité.	

Instructions: See Herein

Instructions: Voir aux présentes

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

TITLE: Standing Offer for Fish Feeds

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F1528-190054/A

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur
VAN582

Client Ref. No. - N° de réf. du client
F1528-190054

File No. - N° du dossier
VAN-9-42223

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PART 1 - GENERAL INFORMATION

1.1 Introduction

The Request for Standing Offers (RFSO) is divided into seven parts plus attachments and annexes, as follows:

- | | |
|--------|---|
| Part 1 | General Information: provides a general description of the requirement; |
| Part 2 | Offeror Instructions: provides the instructions applicable to the clauses and conditions of the RFSO; |
| Part 3 | Offer Preparation Instructions: provides offerors with instructions on how to prepare their offer to address the evaluation criteria specified; |
| Part 4 | Evaluation Procedures and Basis of Selection: indicates how the evaluation will be conducted, the evaluation criteria which must be addressed in the offer, and the basis of selection; |
| Part 5 | Certifications and Additional Information: includes the certifications and additional information to be provided; |
| Part 6 | Security, Financial and Insurance Requirements: includes specific requirements that must be addressed by offerors; and |
| Part 7 | 7A, Standing Offer, and 7B, Resulting Contract Clauses:

7A, includes the Standing Offer containing the offer from the Offeror and the applicable clauses and conditions;

7B, includes the clauses and conditions which will apply to any contract resulting from a call-up made pursuant to the Standing Offer. |

The Annexes include the Requirement, the Basis of Payment, the Electronic Payment Instruments, and any other annexes.

1.2 Summary

Department of Fisheries and Oceans (DFO), Pacific Region, has requirements for up to four (4) Standing Offers for the supply and delivery of a high quality Pacific salmon feed in a dry, extruded formulation with its principle protein and fat sources being from fish meal and fish oil sources, and high quality Pacific salmon, steelhead and trout feed in a dry, extruded formulation that includes fish meal and fish oil, but which may contain other protein and fat sources, of various sizes on an "as and where required" basis and in accordance to Annex A - Requirement.

The period of the Standing Offer is from April 1, 2020 to March 31, 2021 with two (2) additional one (1) year optional periods.

There will be up to four (4) standing offers issued. One for each fish feed table: B.1 Small fish feed – Principle Protein and Lipids from Fish Meal and Fish Oil; B.2. Small fish feed – Lower Protein Content; B.3. Large fish feed – High Lipid Content; and B.4. Large fish feed – Low lipid Content.

Table B.1: Small Fish Feed – Principle Protein and Lipids from Fish Meal and Fish Oil

For up to 3.0 mm pelletized fish feed and smaller fish feed including mash and starter crumbles, the principal protein and lipid components must be derived entirely from premium quality fish meal and fish oil, with total lipid levels equal to or greater than 18% and protein content equal to or greater than 50%.

Soy based products (meal or oil) must not be used as ingredients for Table B.1 feeds.

Table B.2: Small Fish Feed – Lower Protein Content

For up to 3.0 mm pelletized fish feed and smaller fish feed including starter crumbles, the protein and lipid components must include premium quality fish meal and fish oil, but the feeds principle protein and lipid components may be derived from other sources. Total lipid levels must be equal to or greater than 18% and protein content must be equal to or greater than 46%.

Table B.3: Large Fish Feed – High Lipid Content

Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipid components may be from other sources. Total lipid levels of the feed must be equal to or greater than 20%.

Table B.4: Large Fish Feed - Low Lipid Content

Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipids may be from other sources. Total lipid levels of the feed must be equal to or greater than 16%.

The Phased Bid Compliance Process applies to this requirement.

The Federal Contractors Program (FCP) for employment equity applies to this procurement; refer to Par 5 – Certifications and Additional Information, Part 7A -Standing Offer, and Part 7B - Resulting Contract Clauses and the annex titled Federal Contractors Program for Employment Equity - Certification.

This RFSO allows offerors to use the epost Connect service provided by Canada Post Corporation to transmit their offers electronically. Offerors must refer to Part 2 of the RFSO entitled Offeror Instructions and Part 3 of the RFSO entitled Offer Preparation Instructions, for further information on using this method.

1.3 Debriefings

Offerors may request a debriefing on the results of the request for standing offers process. Offerors should make the request to the Standing Offer Authority within 15 working days of receipt of the results of the request for standing offers process. The debriefing may be in writing, by telephone or in person.

1.4 Anticipated migration to an e-Procurement Solution (EPS)

Canada is currently developing an online EPS for faster and more convenient ordering of goods and services. In support of the anticipated transition to this system and how it may impact any resulting Standing Offer that is issued under this solicitation, refer to 7.15 Transition to an e-Procurement Solution (EPS).

The Government of Canada's [press release](#) provides additional information.

PART 2 - OFFEROR INSTRUCTIONS

2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the Request for Standing Offers (RFSO) by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Offerors who submit an offer agree to be bound by the instructions, clauses and conditions of the RFSO and accept the clauses and conditions of the Standing Offer and resulting contract(s).

The [2006 \(2019-03-04\)](#) Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the RFSO.

Subsection 5.4 of [2006](#), Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, is amended as follows:

Delete: 60 days
Insert: 180 days

2.2 Submission of Offers

Offers must be submitted only to the Public Works and Government Services Canada (PWGSC) Bid Receiving Unit specified below by the date and time indicated on page 1 of the RFSO:

Bid Receiving Unit
Public Services and Procurement Canada
800 Burrard Street, Room 219
Vancouver, B.C. V6Z 0B9
TPSGC.RPReceptiondessoumissions-PRBidReceiving.PWGSC@tpsgc-pwgsc.gc.ca

Note: Offers will not be accepted if emailed directly to this email address. This email address is to be used to open an epost Connect conversation, as detailed in Standard Instructions [2006](#), or to send offers through an epost Connect message if the offeror is using its own licensing agreement for epost Connect.

Facsimile number: 604-775-7526

2.3 Enquiries - Request for Standing Offers

All enquiries must be submitted in writing to the Standing Offer Authority no later than **14 calendar days** before the Request for Standing Offers (RFSO) closing date. Enquiries received after that time may not be answered.

Offerors should reference as accurately as possible the numbered item of the RFSO to which the enquiry relates. Care should be taken by offerors to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such

except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that offerors do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all offerors. Enquiries not submitted in a form that can be distributed to all offerors may not be answered by Canada.

2.4 Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in _____ (*insert the name of the province or territory*).

Offerors may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their offer, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the offerors.

PART 3 - OFFER PREPARATION INSTRUCTIONS

3.1 Offer Preparation Instructions

- If the Offeror chooses to submit its offer electronically, Canada requests that the Offeror submits its offer in accordance with section 08 of the 2006 standard instructions. Offerors are required to provide their offer in a single transmission. The epost Connect service has the capacity to receive multiple documents, up to 1GB per individual attachment. The offer must be gathered per section and separated as follows:

Section I: Technical Offer
Section II: Financial Offer
Section III: Certifications

- If the Offeror chooses to submit its offer in hard copies, Canada requests that the Offeror provides its offer in separately bound sections as follows:

Section I: Technical Offer (2 hard copies)
Section II: Financial Offer (2 hard copies)
Section III: Certifications (1 hard copy)

If there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the soft copy.

- If the Offeror is simultaneously providing copies of its offer using multiple acceptable delivery methods, and if there is a discrepancy between the wording of any of these copies and the electronic copy provided through epost Connect service, the wording of the electronic copy provided through epost Connect service will have priority over the wording of the other copies.

Prices must appear in the financial offer only. No prices must be indicated in any other section of the offer.

Canada requests that offerors follow the format instructions described below in the preparation of hard copy of their offer:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the RFSO.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process [Policy on Green Procurement](https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573) (<https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573>). To assist Canada in reaching its objectives, Offerors should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

Section I: Technical Offer

In their technical offer, offerors should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

The technical offer consists of the following:

- i. **Bid Submission Form:** Offerors are requested to include the Bid Submission Form with their bids. It provides a common form in which offerors can provide information required for evaluation and contract award. Using the form to provide this information is not mandatory, but it is recommended. If Canada determines that the information required by the Bid Submission Form is incomplete or requires correction, Canada will provide the Offeror with an opportunity to do so.
- ii. **Substantiation of Technical Compliance:** The technical bid must substantiate the compliance of the Offeror and its proposed solution with the specific articles of Annex A (Requirement) identified in the Substantiation of Technical Compliance Form, which is the requested format for providing the substantiation. The Substantiation of Technical Compliance Form is not required to address any parts of this bid solicitation not referenced in the form. The substantiation must not be simply a repetition of the requirement(s), but must explain and demonstrate how the Offeror will meet the requirements and carry out the required Work. Simply stating that the Offeror or its proposed solution or product complies is not sufficient, unless specifically allowed herein.

Offerors:

- a) Must designate the brand name and/or part number of the proposed product; and
- b) Must provide specification and descriptive literature to substantiate that the proposed product's meets the mandatory requirements that are specified in the bid solicitation (Annex A – Requirement).

Where Canada determines that the substantiation is not complete, the Offeror will be declared non-responsive and disqualified. The substantiation may refer to additional documentation submitted with the bid – this information can be referenced in the "Reference" column of the Substantiation of Technical Compliance Form, where offerors are requested to include where in the bid the reference material can be found, including the title of the document, and the page and paragraph numbers; where the reference is not sufficiently precise, Canada may request that the Bidder direct Canada to the appropriate location in the documentation.

Section II: Financial Offer

Offerors must submit their financial offer in accordance with the Annex B, Basis of Payment.

Prices must appear in the financial offer only. No prices must be indicated in any other section of the offer.

3.1.1 Electronic Payment of Invoices - Offer

If you are willing to accept payment of invoices by Electronic Payment Instruments, complete Annex "D" Electronic Payment Instruments, to identify which ones are accepted.

If Annex "D" Electronic Payment Instruments is not completed, it will be considered as if Electronic Payment Instruments are not being accepted for payment of invoices.

Acceptance of Electronic Payment Instruments will not be considered as an evaluation criterion.

3.1.2 Exchange Rate Fluctuation

C3011T (2013-11-06), Exchange Rate Fluctuation

Section III: Certifications Offerors must submit the certifications and additional information required under Part 5.

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 Evaluation Procedures

- (a) Offers will be assessed in accordance with the entire requirement of the Request for Standing Offers including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the offers.

4.1.1 Phased Bid Compliance Process (PBCP)

4.1.1.1 (2018-07-19) General

- (a) Canada is conducting the PBCP described below for this requirement.
- (b) Notwithstanding any review by Canada at Phase I or II of the PBCP, Offerors are and will remain solely responsible for the accuracy, consistency and completeness of their Offers and Canada does not undertake, by reason of this review, any obligations or responsibility for identifying any or all errors or omissions in Offers or in responses by a Offeror to any communication from Canada.

THE OFFEROR ACKNOWLEDGES THAT THE REVIEWS IN PHASE I AND II OF THIS PBCP ARE PRELIMINARY AND DO NOT PRECLUDE A FINDING IN PHASE III THAT THE OFFER IS NON-RESPONSIVE, EVEN FOR MANDATORY REQUIREMENTS WHICH WERE SUBJECT TO REVIEW IN PHASE I OR II AND NOTWITHSTANDING THAT THE OFFER HAD BEEN FOUND RESPONSIVE IN SUCH EARLIER PHASE. CANADA MAY DEEM AN OFFER TO BE NON-RESPONSIVE TO A MANDATORY REQUIREMENT AT ANY PHASE. THE OFFEROR ALSO ACKNOWLEDGES THAT ITS RESPONSE TO A NOTICE OR A COMPLIANCE ASSESSMENT REPORT (CAR) (EACH DEFINED BELOW) IN PHASE I OR II MAY NOT BE SUCCESSFUL IN RENDERING ITS OFFER RESPONSIVE TO THE MANDATORY REQUIREMENTS THAT ARE THE SUBJECT OF THE NOTICE OR CAR, AND

MAY RENDER ITS OFFER NON-RESPONSIVE TO OTHER MANDATORY REQUIREMENTS.

- (c) Canada may, in its discretion, request and accept at any time from an Offeror and consider as part of the Offer, any information to correct errors or deficiencies in the Offer that are clerical or administrative, such as, without limitation, failure to sign the Offer or any part or to checkmark a box in a form, or other failure of format or form or failure to acknowledge; failure to provide a procurement business number or contact information such as names, addresses and telephone numbers; inadvertent errors in numbers or calculations that do not change the amount the Offeror has specified as the price or of any component thereof that is subject to evaluation. This shall not limit Canada's right to request or accept any information after the Offer solicitation closing in circumstances where the bid solicitation expressly provides for this right. The Offeror will have the time period specified in writing by Canada to provide the necessary documentation. Failure to meet this deadline will result in the Offer being declared non-responsive.
- (d) The PBCP does not limit Canada's rights under Standard Acquisition Clauses and Conditions (SACC) 2003 (2019-03-04) Standard Instructions – Goods or Services – Competitive Requirements nor Canada's right to request or accept any information during the solicitation period or after offer solicitation closing in circumstances where the offer solicitation expressly provides for this right, or in the circumstances described in subsection (c).
- (e) Canada will send any Notice or CAR by any method Canada chooses, in its absolute discretion. The Offeror must submit its response by the method stipulated in the Notice or CAR. Responses are deemed to be received by Canada at the date and time they are delivered to Canada by the method and at the address specified in the Notice or CAR. An email response permitted by the Notice or CAR is deemed received by Canada on the date and time it is received in Canada's email inbox at Canada's email address specified in the Notice or CAR. A Notice or CAR sent by Canada to the Offeror at any address provided by the Offeror in or pursuant to the Offer is deemed received by the Offeror on the date it is sent by Canada. Canada is not responsible for late receipt by Canada of a response, however caused.

4.1.1.2 (2018-03-13) Phase I: Financial Offer

- (a) After the closing date and time of this offer solicitation, Canada will examine the Offer to determine whether it includes a Financial Offer and whether any Financial Offer includes all information required by the solicitation. Canada's review in Phase I will be limited to identifying whether any information that is required under the offer solicitation to be included in the Financial Offer is missing from the Financial Offer. This review will not assess whether the Financial Offer meets any standard or is responsive to all solicitation requirements.
- (b) Canada's review in Phase I will be performed by officials of the Department of Public Works and Government Services.
- (c) If Canada determines, in its absolute discretion that there is no Financial Offer or that the Financial Offer is missing all of the information required by the bid solicitation to be included in the Financial Offer, then the Offer will be considered non-responsive and will be given no further consideration.
- (d) For Offers other than those described in c), Canada will send a written notice to the Offeror ("Notice") identifying where the Financial Offer is missing information. An Offeror, whose Financial Offer has been found responsive to the requirements that are reviewed at Phase I, will not receive a Notice. Such Offerors shall not be entitled to submit any additional information in respect of their Financial Offer.

- (e) The Offerors who have been sent a Notice shall have the time period specified in the Notice (the "Remedy Period") to remedy the matters identified in the Notice by providing to Canada, in writing, additional information or clarification in response to the Notice. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the Notice.
- (f) In its response to the Notice, the Offeror will be entitled to remedy only that part of its Financial Offer which is identified in the Notice. For instance, where the Notice states that a required line item has been left blank, only the missing information may be added to the Financial Offer, except that, in those instances where the addition of such information will necessarily result in a change to other calculations previously submitted in its Financial Offer, (for example, the calculation to determine a total price), such necessary adjustments shall be identified by the Offeror and only these adjustments shall be made. All submitted information must comply with the requirements of this solicitation.
- (g) Any other changes to the Financial Offer submitted by the Offeror will be considered to be new information and will be disregarded. There will be no change permitted to any other Section of the Offeror's Offer. Information submitted in accordance with the requirements of this solicitation in response to the Notice will replace, in full, **only** that part of the original Financial Offer as is permitted above, and will be used for the remainder of the Offer evaluation process.
- (h) Canada will determine whether the Financial Offer is responsive to the requirements reviewed at Phase I, considering such additional information or clarification as may have been provided by the Offeror in accordance with this Section. If the Financial Offer is not found responsive for the requirements reviewed at Phase I to the satisfaction of Canada, then the Offer shall be considered non-responsive and will receive no further consideration.
- (i) Only Offers found responsive to the requirements reviewed in Phase I to the satisfaction of Canada, will receive a Phase II review.

4.1.1.3 (2018-03-13) Phase II: Technical Offer

- (a) Canada's review at Phase II will be limited to a review of the Technical Offer to identify any instances where the Offeror has failed to meet any Eligible Mandatory Criterion. This review will not assess whether the Technical Offer meets any standard or is responsive to all solicitation requirements. Eligible Mandatory Criteria are all mandatory technical criteria that are identified in this solicitation as being subject to the PBCP. Mandatory technical criteria that are not identified in the solicitation as being subject to the PBCP, will not be evaluated until Phase III.
- (b) Canada will send a written notice to the Offeror (Compliance Assessment Report or "CAR") identifying any Eligible Mandatory Criteria that the Offer has failed to meet. An Offeror whose Offer has been found responsive to the requirements that are reviewed at Phase II will receive a CAR that states that its Offer has been found responsive to the requirements reviewed at Phase II. Such Offeror shall not be entitled to submit any response to the CAR.
- (c) An Offeror shall have the period specified in the CAR (the "Remedy Period") to remedy the failure to meet any Eligible Mandatory Criterion identified in the CAR by providing to Canada in writing additional or different information or clarification in response to the CAR. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the CAR.

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- (d) The Offeror's response must address only the Eligible Mandatory Criteria listed in the CAR as not having been achieved, and must include only such information as is necessary to achieve such compliance. Any additional information provided by the Offeror which is not necessary to achieve such compliance will not be considered by Canada, except that, in those instances where such a response to the Eligible Mandatory Criteria specified in the CAR will necessarily result in a consequential change to other parts of the Offer, the Offeror shall identify such additional changes, provided that its response must not include any change to the Financial Offer.
- (e) The Offeror's response to the CAR should identify in each case the Eligible Mandatory Criterion in the CAR to which it is responding, including identifying in the corresponding section of the original Offer, the wording of the proposed change to that section, and the wording and location in the Offer of any other consequential changes that necessarily result from such change. In respect of any such consequential change, the Offeror must include a rationale explaining why such consequential change is a necessary result of the change proposed to meet the Eligible Mandatory Criterion. It is not up to Canada to revise the Offeror's Offer, and failure of the Offeror to do so in accordance with this subparagraph is at the Offeror's own risk. All submitted information must comply with the requirements of this solicitation.
- (f) Any changes to the Offer submitted by the Offeror other than as permitted in this solicitation, will be considered to be new information and will be disregarded. Information submitted in accordance with the requirements of this solicitation in response to the CAR will replace, in full, **only** that part of the original Offer as is permitted in this Section.
- (g) Additional or different information submitted during Phase II permitted by this section will be considered as included in the Offer, but will be considered by Canada in the evaluation of the Offer at Phase II only for the purpose of determining whether the Offer meets the Eligible Mandatory Criteria. It will not be used at any Phase of the evaluation to increase or decrease any score that the original Offer would achieve without the benefit of such additional or different information. For instance, an Eligible Mandatory Criterion that requires a mandatory minimum number of points to achieve compliance will be assessed at Phase II to determine whether such mandatory minimum score would be achieved with such additional or different information submitted by the Offeror in response to the CAR. If so, the Offer will be considered responsive in respect of such Eligible Mandatory Criterion, and the additional or different information submitted by the Offeror shall bind the Offeror as part of its Offer, but the Offeror's original score, which was less than the mandatory minimum for such Eligible Mandatory Criterion, will not change, and it will be that original score that is used to calculate any score for the Offer
- (h) Canada will determine whether the Offer is responsive for the requirements reviewed at Phase II, considering such additional or different information or clarification as may have been provided by the Offeror in accordance with this Section. If the Offer is not found responsive for the requirements reviewed at Phase II to the satisfaction of Canada, then the Offer shall be considered non-responsive and will receive no further consideration.
- (i) Only Offers found responsive to the requirements reviewed in Phase II to the satisfaction of Canada, will receive a Phase III evaluation.

4.1.1.4 (2018-03-13) Phase III: Final Evaluation of the Offer

- (a) In Phase III, Canada will complete the evaluation of all Offers found responsive to the requirements reviewed at Phase II. Offers will be assessed in accordance with the entire requirement of the offer solicitation including the technical and financial evaluation criteria.
- (b) An Offer is non-responsive and will receive no further consideration if it does not meet all mandatory evaluation criteria of the solicitation.

4.1.2 Technical Evaluation

4.1.2.1 Mandatory Technical Criteria

- a) Each bid will be reviewed for compliance with the mandatory requirements of the bid solicitation. Any elements of the bid solicitation that are identified specifically with the words "must" or "mandatory" is a mandatory requirement. Bids that do not comply with each and every mandatory requirement will be declared non-responsive and be disqualified.
- b) The mandatory requirements are described in Annex A.
- c) The Offeror may bid on small fish feed (Principle protein and lipids from fish meal and fish oil) (Table B.1) and/or small fish feed (Lower Protein Content)(Table B.2) and/or large fish feed (High lipid Content) (Table B.3) and/or large fish feed (Low lipid content) (Table B.4) but must supply 100% of the items in the Table(s) that are being bid on.
- d) The Phased Bid Compliance Process will apply to all mandatory technical criteria.

4.1.3 Financial Evaluation

4.1.3.1 SACC Manual Clause M0220T (2016-01-28), Evaluation of Price

4.1.3.2 The Offeror **must** provide the Cost/kg for each Feed size and all proposed Fish Feeds **must** meet all technical requirements. There are two (2) one year optional periods. The Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices. The financial evaluation will be calculated on the Cost/kg for Feed size multiplied by the estimated quantity for each line item and each line item will be added together to reach the total evaluated price. The Cost/kg for the two optional years will also be calculated and evaluated. The evaluation will be done separately for Table B.1, Table B.2, Table B.3 and Table B.4, The evaluation will include the total cost for the initial period in combination with the total cost for the two option years.

The offeror is encouraged to list other feeds that meet or exceed the mandatory technical requirements in a separate sheet. The Offeror must also provide the information required to confirm the additional feeds meet the technical requirements (Annex A – Requirement). However, only products proposed in Annex B – Basis of Payment will contribute to the evaluation of cost. The cost per kg of each additional feed must also be provided for the initial and each of the two option years.

4.1.3.3 Sample Calculation

B.1 Small Fish Feed – Principle Protein and Lipids from Fish Meal and Fish Oil

Initial Period (Apr 1, 2020 – Mar 31, 2021)

Feed size (mm)	Feed Form	Cost/kg (1)	Product Name/or Number	Est. Qty (Kg) (2)	Totals (1)X (2)
Mash (0.25 – 0.4 mm)	Mash	\$1.75		1000	\$1,750.00
#0	Crumble	\$1.95		9000	\$ 17,550.00
#1	Crumble	\$1.95		35000	\$68,250.00
#2	Crumble	\$2.20		43000	\$94,600.00
1.2 mm	Pellet	\$2.75		51000	\$140,250.00
1.5 mm	Pellet	\$3.35		60000	\$201,000.00
2.0 mm	Pellet	\$3.65		49000	\$178,850.00
2.5 mm – 3.0 mm	Pellet	\$4.25		5100	\$21,675.00
Total Evaluated Price					C\$723,925.00 (A)

Option Year One (Apr 1, 2021 – Mar 31, 2022)

Feed size (mm)	Feed Form	Cost/kg (1)	Product Name/or Number	Est. Qty (Kg) (2)	Totals (1)X (2)
Mash (0.25 – 0.4 mm)	Mash	\$1.75		1000	\$1,750.00
#0	Crumble	\$1.95		9000	\$ 17,550.00
#1	Crumble	\$1.95		35000	\$68,250.00
#2	Crumble	\$2.22		43000	\$95,460.00
1.2 mm	Pellet	\$2.78		51000	\$141,780.00
1.5 mm	Pellet	\$3.35		60000	\$201,000.00
2.0 mm	Pellet	\$3.67		49000	\$179,830.00
2.5 mm – 3.0 mm	Pellet	\$4.25		5100	\$21,675.00
Total Evaluated Price					C\$727,296.00 (B)

Option Year Two (Apr 1, 2022 – Mar 31, 2023)

Feed size (mm)	Feed Form	Cost/kg (1)	Product Name/or Number	Est. Qty (Kg) (2)	Totals (1)X (2)
Mash (0.25 – 0.4 mm)	Mash	\$1.77		1000	\$1,770.00
#0	Crumble	\$1.95		9000	\$ 17,550.00
#1	Crumble	\$1.97		35000	\$68,950.00
#2	Crumble	\$2.22		43000	\$95,460.00
1.2 mm	Pellet	\$2.80		51000	\$142,800.00

1.5 mm	Pellet	\$3.35		60000	\$201,000.00
2.0 mm	Pellet	\$3.67		49000	\$179,830.00
2.5 mm – 3.0 mm	Pellet	\$4.25		5100	\$21,675.00
Total Evaluated Price					C\$729,037.00 (C)

Total Aggregate Evaluated Price for Table B.1: (A) + (B) + (C) = C\$2,180,258.00

4.2 Basis of Selection

4.2.1 SACC Manual Clause M0069T (2007-05-25), Basis of Selection

4.2.2 Standing Offer Values

Table B.1, B.2, B.3 and B.4 represents 45%, 35%, 10% and 10% of the total estimated expenditure respectively

Table	Description	%	Estimate expenditure
B.1	Small fish feed – Principle Protein Lipids from Fish Meal and Fish Oil	45	\$675,000.00
B.2	Small Fish Feed – Lower Protein Content	35	\$525,000.00
B.3	Large Fish Feed – High Lipid Content	10	\$150,000.00
B.4	Large Fish Feed – Low Lipid Content	10	\$150,000.00
Total estimate annual expenditure (Applicable taxes extra)			\$1,500,000.00

PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

Offerors must provide the required certifications and additional information to be issued a standing offer.

The certifications provided by offerors to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare an offer non-responsive, will have the right to set-aside a standing offer, or will declare a contractor in default if any certification made by the Offeror is found to be untrue whether made knowingly or unknowingly during the offer evaluation period, during the Standing Offer period, or during the contract period.

The Standing Offer Authority will have the right to ask for additional information to verify the Offeror's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Standing Offer Authority will render the offer non-responsive, result in the setting aside of the Standing Offer or constitute a default under the Contract.

5.1 Certifications Required with the Offer

Offerors must submit the following duly completed certifications as part of their offer.

5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the Integrity Provisions of the Standard Instructions, all offerors must provide with their offer, **if applicable**, the declaration form available on the [Forms for the Integrity Regime](http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html) website (<http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html>), to be given further consideration in the procurement process.

5.2 Certifications Precedent to the Issuance of a Standing Offer and Additional Information

The certifications and additional information listed below should be submitted with the offer, but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Standing Offer Authority will inform the Offeror of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame provided will render the offer non-responsive.

5.2.1 Integrity Provisions – Required Documentation

In accordance with the section titled Information to be provided when bidding, contracting or entering into a real procurement agreement of the [Ineligibility and Suspension Policy](http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Offeror must provide the required documentation, as applicable, to be given further consideration in the procurement process.

5.2.2 Federal Contractors Program for Employment Equity - Standing Offer Certification

By submitting an offer, the Offeror certifies that the Offeror, and any of the Offeror's members if the Offeror is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list) available at the bottom of the page of the [Employment and Social Development Canada-Labour's](https://www.canada.ca/en/employment-social-development/canada-labour's) website (<https://www.canada.ca/en/employment-social-development/programs/employment-equity/federal-contractor-program.html#s4>).

Canada will have the right to declare an offer non-responsive, or to set-aside a Standing Offer, if the Offeror, or any member of the Offeror if the Offeror is a Joint Venture, appears on the "FCP Limited Eligibility to Bid" list at the time of issuing of a Standing Offer or during the period of the Standing Offer.

PART 6 - STANDING OFFER AND RESULTING CONTRACT CLAUSES

A. STANDING OFFER

6.1 Offer

6.1.1 The Offeror offers to fulfill the requirement in accordance with the Requirement at Annex "A".

6.2 Security Requirements

6.2.1 There is no security requirement applicable to the Standing Offer.

6.3 Standard Clauses and Conditions

All clauses and conditions identified in the Standing Offer and resulting contract(s) by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

6.3.1 General Conditions

2005 (2017-06-21) General Conditions: Standing Offers – Goods or Services, apply to and form part of the Standing Offer

6.3.2 Standing Offers Reporting

The Offeror must compile and maintain records, on its provision of goods or services or combination of goods and services to Authorized Users under any and all contracts resulting from the Standing Offer. This data must also include all purchases paid for by a Canada acquisition card.

The Offeror must provide this data, in electronic format (Excel spreadsheet format), in accordance with the reporting requirements detailed below. If some data is not available, the reason must be indicated. If no goods or services are provided during a given period, the Offeror must still provide a "NIL" report.

Date of call-up	Call-up #	Ship to location	Call-up value (Incl. applicable taxes)

The data must be submitted electronically on a quarterly basis to the Standing Offer Authority.

The Quarterly reporting periods are defined as follows:

1st quarter: April 1 to June 30;

2nd quarter: July 1 to September 30;

3rd quarter: October 1 to December 31;

4th quarter: January 1 to March 31.

The data must be submitted to the Standing Offer Authority no later than 15 calendar days after the end of the reporting period.

6.4 Term of Standing Offer

6.4.1 Period of the Standing Offer

The period for making call-ups against the Standing Offer is from April 1, 2020 to March 31, 2021 inclusive.

6.4.2 Extension of Standing Offer

If the Standing Offer is authorized for use beyond the initial period, the Offeror offers to extend its offer for two additional one year periods under the same conditions and at the rates or prices specified in the Standing Offer, or at the rates or prices calculated in accordance with the formula specified in the Standing Offer.

The Offeror will be advised of the decision to authorize the use of the Standing Offer for an extended period by the Standing Offer Authority 15 days before the expiry date of the Standing Offer. A revision to the Standing Offer will be issued by the Standing Offer Authority.

6.4.3 Delivery Points

Delivery of the requirement will be made to delivery point(s) specified at Annex "C" of the Standing Offer.

6.5 Authorities

6.5.1 Standing Offer Authority

The Standing Offer Authority is:

Hilda Lee
Supply Specialist
Public Works and Government Services Canada
Acquisitions Branch, Pacific Region
219 - 800 Burrard Street
Vancouver, BC V6Z 0B9

Telephone: 604-764-6053
Facsimile: 604-775-7526
E-mail address: Hilda.Lee@pwgsc.gc.ca

The Standing Offer Authority is responsible for the establishment of the Standing Offer, its administration and its revision, if applicable. Upon the making of a call-up, as Contracting Authority, she/he is responsible for any contractual issues relating to individual call-ups made against the Standing Offer by any Identified User.

6.5.2 Project Authority (to be completed on award of the standing offer)

The Project Authority for the Standing Offer is:

The Project Authority for the Standing Offer is identified in the call-up against the Standing Offer.

The Project Authority is the representative of the department or agency for whom the Work will be carried out pursuant to a call-up under the Standing Offer and is responsible for all the technical content of the Work under the resulting Contract.

6.5.3 Offeror's Representative

Name: _____
Title: _____
Organization: _____
Address: _____

Telephone: ____ - ____ - ____
Facsimile: ____ - ____ - ____
E-mail address: _____

6.6 Identified Users

Federal Identified Users

The Identified Users authorized to make call-ups against the Standing Offer is: Department of Fisheries and Oceans (DFO) Canada, Watershed Enhancement Managers (WEM) or other individuals.

(The names of the other individuals will be listed here prior to award of standing offer)

6.7 Call-up Instrument

The Work will be authorized or confirmed by the Identified User(s) using the duly completed forms or their equivalents as identified in paragraphs 2 and 3 below, or by using Canada acquisition cards (Visa or MasterCard) for low dollar value requirements.

1. Call-ups must be made by Identified Users' authorized representatives under the Standing Offer and must be for goods or services or combination of goods and services included in the Standing Offer at the prices and in accordance with the terms and conditions specified in the Standing Offer.
2. Any of the following forms could be used which are available through [PWGSC Forms Catalogue](#) website: 606
 - PWGSC-TPSGC 942 Call-up Against a Standing Offer
 - PWGSC-TPGSC 942-2 Call-up Against a Standing Offer - Multiple Delivery
 - PWGSC-TPSGC 944 Call-up Against Multiple Standing Offers (English version)
 - PWGSC-TPSGC 945 Commande subséquente à plusieurs offres à commandes (French version)

or

3. An equivalent form or electronic call-up document which contains at a minimum the following information:
 - standing offer number;
 - statement that incorporates the terms and conditions of the Standing Offer;
 - description and unit price for each line item;
 - total value of the call-up;
 - point of delivery;
 - confirmation that funds are available under section 32 of the Financial Administration Act;
 - confirmation that the user is an Identified User under the Standing Offer with authority to enter into a contract.

6.8 Limitation of Call-ups

Identified User may issue a call-up directly to an Offeror up to the applicable Call-up Limitation specified below:

Federal Identified User

- (a) **Up to \$25,000.00* (Applicable taxes included):** the Identified Users of Department of Fisheries and Oceans may place the call-up;
- (b) **From \$25,000.01 to \$400,000.00 (Applicable taxes included):** Individual call-ups against Standing Offer must be issued by Public Works and Government Services Canada Standing Offer Authority.

*Subject to change if the threshold of delegated authority for DFO Regional Office(s) is increased.

6.9 Financial Limitation

The total cost to Canada resulting from call ups against the Standing Offer must not exceed the sum of \$_____ (to be inserted at time of award) (*Applicable Taxes excluded*) unless otherwise authorized in writing by the Standing Offer Authority. The Offeror must not perform any work or services or supply any articles in response to call ups which would cause the total cost to Canada to exceed the said sum, unless an increase is so authorized.

The Offeror must notify the Standing Offer Authority as to the adequacy of this sum when 75 percent of this amount has been committed, or two months before the expiry date of the Standing Offer, whichever comes first. However, if at any time, the Offeror considers that the said sum may be exceeded, the Offeror must promptly notify the Standing Offer Authority.

6.10 Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- a) the call up against the Standing Offer, including any annexes;
- b) the articles of the Standing Offer;
- c) the general conditions 2005 (2017-06-21), General Conditions - Standing Offers - Goods or Services – Authorized Users;
- d) the general conditions 2010A (2018-06-21), General Conditions – Goods (Medium Complexity)
- e) Annex A, Requirement;
- f) Annex B, Basis of Payment;
- g) Annex C, Delivery Point and Contact Information;
- h) the Offeror's offer dated _____ (*insert date of offer*), (*if the offer was clarified or amended, insert at the time of issuance of the offer: "as clarified on _____" or "as amended on _____" and insert date(s) of clarification(s) or amendment(s) if applicable*).

6.11 Certifications and Additional Information

6.11.1 Compliance

Unless specified otherwise, the continuous compliance with the certifications provided by the Offeror with its offer or precedent to issuance of the Standing Offer (SO), and the ongoing cooperation in providing additional information are conditions of issuance of the SO and failure to comply will constitute the Offeror in default. Certifications are subject to verification by Canada during the entire period of the SO and of any resulting contract that would continue beyond the period of the SO.

6.12 Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in _____.

6.13 Transition to an e-Procurement Solution (EPS)

During the period of the Standing Offer, Canada may transition to an EPS for more efficient processing and management of individual call-ups for any or all of the SO's applicable goods and services. Canada reserves the right, at its sole discretion, to make the use of the new e-procurement solution mandatory.

Canada agrees to provide the Offeror with at least a three-month notice to allow for any measures necessary for the integration of the Offer into the EPS. The notice will include a detailed information package indicating the requirements, as well as any applicable guidance and support.

If the Offeror chooses not to offer their goods or services through the e-procurement solution, the Standing Offer may be set aside by Canada.

B. RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from a call-up against the Standing Offer.

6.1 Requirement

The Contractor must provide the items detailed in the call-up against the Standing Offer.

6.2 Standard Clauses and Conditions

6.2.1 General Conditions

2010A (2018-06-21), General Conditions – Goods (Medium Complexity) apply to and form part of the Contract.

6.3 Term of Contract

6.3.1 Period of the Contract

The period of the Contract is from date of Contract to _____ inclusive

6.3.2 Delivery Date

Delivery must be made within 10 calendar days from receipt of a call-up against the Standing Offer.

6.4 Shipping Instruction

6.4.1 Prepaid Transportation Costs

The Offeror must prepay transportation costs. Prepaid transportation costs must be shown as a separate item on the invoice, supported by a certified copy of the prepaid transportation bill of lading.

6.4.2 Delivery and Unloading

6.4.2.1 When delivering to hatcheries without forklifts of their own, delivery trucks must be equipped with an unloading device which will permit unloading at sites with no hydraulic, stationary or other type of unloading facility.

6.4.2.2 At some sites, the delivery truck must be unloaded while parked at the curb. When material is placed on the sidewalk, it must be placed in proximity to the designated entrance so as to be readily accessible to transport by mechanical handling equipment utilized by site personnel.

6.5 Payment

6.5.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm unit price(s) as specified in Annex B for a cost of \$_____ (insert the amount at call-up). Customs duties are included and Applicable Taxes are extra.

6.5.2 Limitation of Price

The Authorized User will not pay the Contractor for any design changes, modifications or interpretations of the Work unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

6.5.3 Method of Payment

SACC Manual clause H1000C (2008-05-12) Single Payment

6.5.4 Electronic Payment of Invoices – Call-up

The Contractor accepts to be paid using any of the following Electronic Payment Instrument(s):
To be edited as per Contractor's response to Annex "D"

- a. Visa Acquisition Card;
- b. MasterCard Acquisition Card;
- c. Direct Deposit (Domestic and International);
- d. Electronic Data Interchange (EDI);
- e. Wire Transfer (International Only);
- f. Large Value Transfer System (LVTS) (Over \$25M)

6.6 Invoicing Instructions

6.6.1 The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.

6.6.2 Invoices must be distributed as follows:

- a. The original and one (1) copy must be forwarded to the address shown on page 1 of the Contract for certification and payment.
- b. One (1) copy must be forwarded to the Contracting Authority identified under the section entitled "Authorities" of the Contract.
- c. One (1) copy must be forwarded to the consignee.

6.7 Insurance

SACC Manual clause [G1005C](#) (2016-01-28) Insurance

6.8 SACC Manual Clauses

SACC Manual clause [B7500C](#) (2006-06-16) Excess Goods

ANNEX "A"

REQUIREMENT

The supply and delivery of various fish feeds listed below for Pacific salmon to various Department of Fisheries hatcheries in BC on an as and where required basis.

1. Requirements

Department of Fisheries and Oceans (DFO), Pacific Region, has requirements for up to four (4) Standing Offers for the supply and delivery of a high quality Pacific salmon feed in a dry, extruded formulation with its principle protein and fat sources being from fish meal and fish oil sources, and high quality Pacific salmon, steelhead and trout feed in a dry, extruded formulation that includes fish meal and fish oil, but which may contain other protein and fat sources, of various sizes on an "as and where required" basis.

2. Fish Feed Categories

2.1 Small Fish Feed – Principle Protein and Lipids from Fish Meal and Fish Oil – Table B.1

For up to 3.0 mm pelletized fish feed and smaller fish feed including mash and starter crumbles, the principal protein and lipid components must be derived entirely from premium quality fish meal and fish oil, with total lipid levels equal to or greater than 18% and protein content equal to or greater than 50%.

Soy based products (meal or oil) must not be used as ingredients for Table B.1 feeds.

2.2 Small Fish Feed – Lower Protein Content – Table B.2

For up to 3.0 mm pelletized fish feed and smaller fish feed including starter crumbles, the protein and lipid components must include premium quality fish meal and fish oil, but the feed's principle protein and lipid components may be derived from other sources. Total lipid levels must be equal to or greater than 18% and protein content must be equal to or greater than 46%.

2.3 Large Fish Feed – High Lipid Content - Table B.3

Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipid components may be from other sources. Total lipid levels of the feed must be equal to or greater than 20%.

2.4 Large Fish Feed - Low Lipid Content - Table B.4

Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipids may be from other sources. Total lipid levels of the feed must be equal to or greater than 16%.

3. Overview

The list of feed sizes for Pacific salmon are listed in Table B.1, B.2, B.3 and B.4 of Annex B - Basis of Payment.

Feed is to be supplied in a range of sizes and formulations appropriate to the life stages of Pacific salmon including fry, fingerlings, smolts, yearlings and brood adults.

4. General Requirements

- A) Feed must be supplied in sealed bags having a maximum weight of 20 kg.
- B) All feeds must meet or exceed minimum nutritional requirements as provided in the National Research Council publication, Nutritional Requirements of Fish, 1993.

The "Nutritional Requirements of Fish, 1993" is located free online at

http://journals.cambridge.org/download.php?file=%2FPNS%2FPNS52_03%2FS002966519300059Xa.pdf&code=a00b9639e0b2e65715bc15f69c7fae16

- C) The Contractor must deliver the feed orders directly to the hatchery facilities, unless other arrangements are deemed necessary by the hatchery manager. A list of federally operated hatchery facilities in British Columbia and their contact information is provided in Annex C. Deliveries may be requested for other areas within Pacific Region.

5. Regulations and Standards

As a quality control measure, feeds will be randomly sampled at hatcheries and analyzed for basic proximate composition during peak feeding periods (February to May). As well, feeds will be periodically examined for oil composition and rancidity, vitamins, pesticides, PCBs, and mineral content.

It should be noted that due to the uncertainties in obtaining fish production targets, numbers of fish reared in hatcheries operated by Fisheries and Oceans Canada are variable from year to year.

ANNEX "B"

BASIS OF PAYMENT

All prices must remain firm for the period of the Standing Offer, FOB Destinations, all shipping and unloading charges prepaid and charged, inclusive of all customs and duty charges, GST extra.

- Pricing

Table B.1 – Small Fish Feed – Principle Protein and Lipid from Fish Meal and Fish Oil - For up to 3.0 mm pelletized fish feed and smaller fish feed including mash and starter crumbles, the principal protein and lipid components must be derived entirely from premium quality fish meal and fish oil, with total lipid levels equal to or greater than 18% and protein content equal to or greater than 50%.

Soy based products (meal or oil) must not be used as ingredients for Table B.1 feeds.

Initial Period (Apr 1, 2020 – Mar 31, 2021) for Table B.1:

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
Mash (0.25 - 0.4 mm)	0.25 – 0.4 mm	Mash		\$ _____	1000
# 0	<0.5 mm	Crumble		\$ _____	6300
# 1	0.5 – 0.9 mm	Crumble		\$ _____	31000
# 2	0.9 – 1.5 mm	Crumble		\$ _____	40000
1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	27000

1.5 mm	1/16 inch	Pellet	\$ _____	14000
2.0 mm	5/64 inch	Pellet	\$ _____	10000
2.5 mm - 3.0 mm	3/32 – 7/64 inch	Pellet	\$ _____	1700

Optional Year 1 (Apr 1, 2021 – Mar 31, 2022) for Table B.1:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
Mash (0.25 - 0.4 mm)	0.25 – 0.4 mm	Mash		\$ _____	1000
# 0	<0.5 mm	Crumble		\$ _____	6300
# 1	0.5 – 0.9 mm	Crumble		\$ _____	31000
# 2	0.9 – 1.5 mm	Crumble		\$ _____	40000
1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	27000
1.5 mm	1/16 inch	Pellet		\$ _____	14000
2.0 mm	5/64 inch	Pellet		\$ _____	10000
2.5 mm - 3.0 mm		Pellet		\$ _____	1700

	3/32 – 7/64 inch			
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Optional Year 2 (Apr 1, 2022 – Mar 31, 2023) for Table B.1:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
Mash (0.25 - 0.4 mm)	0.25 – 0.4 mm	Mash		\$ _____	1000
# 0	<0.5 mm	Crumble		\$ _____	6300
# 1	0.5 – 0.9 mm	Crumble		\$ _____	31000
# 2	0.9 – 1.5 mm	Crumble		\$ _____	40000
1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	27000
1.5 mm	1/16 inch	Pellet		\$ _____	14000
2.0 mm	5/64 inch	Pellet		\$ _____	10000
2.5 mm - 3.0 mm	3/32 – 7/64 inch	Pellet		\$ _____	1700

Table B.2 Small Fish Feed – Lower Protein Content - For up to 3.0 mm pelletized fish feed and smaller fish feed including starter crumbles, the protein and lipid components must include premium quality fish meal and fish oil, but the feed's principle protein and lipid components may be derived from other sources. Total lipid levels must be equal to or greater than 18% and protein content must be equal to or greater than 46%.

Initial Period (Apr 1, 2020 – Mar 31, 2021) for Table B.2:

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
# 0	<0.5 mm	Crumble		\$ _____	2800
# 1	0.5 – 0.9 mm	Crumble		\$ _____	3800
# 2	0.9 – 1.5 mm	Crumble		\$ _____	3300
1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	30000
1.5 mm	1/16 inch	Pellet		\$ _____	47000
2.0 mm	5/64 inch	Pellet		\$ _____	37000
2.5 mm - 3.0 mm	3/32 – 7/64 inch	Pellet		\$ _____	3400

Optional Year 1 (Apr 1, 2021 – Mar 31, 2022) for Table B.2:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
# 0	<0.5 mm	Crumble		\$ _____	2800
# 1	0.5 – 0.9 mm	Crumble		\$ _____	3800
# 2	0.9 – 1.5 mm	Crumble		\$ _____	3300
1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	30000
1.5 mm	1/16 inch	Pellet		\$ _____	47000
2.0 mm	5/64 inch	Pellet		\$ _____	37000
2.5 mm - 3.0 mm	3/32 – 7/64 inch	Pellet		\$ _____	3400

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Optional Year 2 (Apr 2022 – Mar 31, 2023) for Table B.2:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

	Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
	# 0	<0.5 mm	Crumble		\$ _____	2800
	# 1	0.5 – 0.9 mm	Crumble		\$ _____	3800
	# 2	0.9 – 1.5 mm	Crumble		\$ _____	3300
	1.2 mm	1.1 – 1.3 mm	Pellet		\$ _____	30000
	1.5 mm	1/16 inch	Pellet		\$ _____	47000
	2.0 mm	5/64 inch	Pellet		\$ _____	37000
	2.5 mm - 3.0 mm	3/32 – 7/64 inch	Pellet		\$ _____	3400

Table B.3 – Large Fish Feed – High Lipid Content - Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipid components may be from other sources. Total lipid levels of the feed must be equal to or greater than 20%.

Initial Period (Apr 1, 2020 – Mar 31, 2021) for Table B.3:

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200
6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	400

Optional Year 1 (Apr 1, 2021 – Mar 31, 2022) for Table B.3:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200

6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	400

Optional Year 2 (Apr 1, 2022 – Mar 31, 2023) for Table B.3:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200
6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	400

Table B.4 - Large Fish Feed - Low Lipid Content - Larger feeds (> 3.0 mm) must be pelletized with premium quality fish oil and fish meal protein, but principle protein and lipids may be from other sources. Total lipid levels of the feed must be equal to or greater than 16%.

Initial Period (Apr 1, 2020 – Mar 31, 2021) for Table B.4:

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200
6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	380

Optional Year 1 (Apr 1, 2021 – Mar 31, 2022) for Table B.4:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200
6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	380

Optional Year 2 (Apr 1, 2022 to Mar 31, 2023) for Table B.4:

Offeror **must** provide prices for the two optional years. The Offeror is allowed to adjust their unit price for Fish Feeds for each of the optional periods. However, the price increases **must not** exceed 2% from previous year's prices.

Feed Size (mm)	Approximate Conversion	Feed Form	Product Name and/or Number	Cost/ Kilogram	Estimate quantity / Kg Of Feed Form
4.0 mm	5/32 inch	Pellet		\$ _____	200
6.0 mm – 7.0 mm	1/4 - 9/32 inch	Pellet		\$ _____	900
9.0 mm	11/32 inch	Pellet		\$ _____	380

2) Additional Goods – Value Added items (This will not be part of the financial evaluation)

Note: The offeror is encouraged to list additional feeds (i.e. when more than one feed for a specific feed form and size is available) and to provide the technical information necessary to confirm they meet the technical requirements of *Annex A – Requirement* and to provide their cost information (i.e., for the initial year and each of the two option years).

ANNEX C" – Delivery Point and Contact Information

Contact Information and address' of Major Salmon Enhancement Facilities in British Columbia				
Area	Facility Name	Manager	Phone	Fax
BCI	Spius Creek Hatchery	Greg Schuler	250-378-2992	250-378-3549
	Mail Address	Spius Crk Hatchery, 2857 Prospect Crk. Rd., Merritt, BC V1K 1N8		
	Delivery Address	Spius Crk Hatchery, Sunshine Valley Rd. West, Merritt, BC, V1K 1N8		
LF	Capilano River Hatchery	Hamid Seshadri	604-666-1790	604-666-1949
	Address	4500 Capilano Park Road, North Vancouver, BC V7R 4L3		
LF	Chehalis River Hatchery	Reid Schrul	604-796-2281	604-796-9631
	Mail Address	RR # 1, 16250 Morris Valley Rd. Agassiz, BC V0M 1A0		
	Delivery Address	16250 Morris Valley Rd. Agassiz, BC V0M 1A0		
LF	Chilliwack River Hatchery	Jeremy Mothus	604-858-7227	604-858-0461
	Address	55205 Chilliwack Lake Rd., Chilliwack, BC V4Z 1A7		
LF	Inch Creek Hatchery	Cathy McClean	604-826-0244	604-826-1446
	Mail Address	PO Box 61, Dewdney, BC, V0M 1H0		
	Delivery Address	38620 Bell Rd., Dewdney, BC V0M 1H0		
LF	Tenderfoot Creek Hatchery	Jordan Uittenbogaard	604-898-3657	604-898-5692
	Mail Address	P.O. Box 477, Brackendale, BC V0N 1H0		
	Delivery Address	1000 Midnight Way, Brackendale, BC V0N 1H0		
NC	Fulton R Spawning Channel	Mitchell Harborne	250-697-2314	250-697-6253
	Address	PO Box 9, Granisle, BC V0J 1W0		
NC	Kitimat River Hatchery	Markus Feldhoff	250-639-9888	250-639-9220
	Mail Address	PO Box 197, Kitimat, BC V8C 2G7		
	Delivery Address	283 Haisla Blvd., Kitimat, BC		

Contact Information and address' of Major Salmon Enhancement Facilities in British Columbia				
Area	Facility Name	Manager	Phone	Fax
NC	Snootli Creek Hatchery	Haakon Hammer	250-982-2522	250-982-2971
	Mail Address	PO Box 95, Bella Coola, BC V0T 1C0		
	Delivery Address	1450 Highway 20, Bella Coola, BC		
SC	Conuma River Hatchery	Mike Austin	250-283-7171	250-283-7148
	Address	PO Box 247, Tahsis, BC V0P 1X0		
SC	Nitinat River Hatchery	Rob Brouwer	250-745-3321	250-745-3416
	Address	PO Box 369, Port Alberni, BC V9Y 7M8		
SC	Puntledge River Hatchery	Heather Braun (or Lorne Frisson)	250-703-0908	250-703-0905
	Address	PO Box 3111, # 38 Powerhouse Rd., Courtenay, BC V9N 5N3		
SC	Big Qualicum River Hatchery	Aaron Burgoyne	250-757-8412	250-757-8741
	Address	215 Fisheries Rd., Qualicum Beach, BC V9K 1Z5		
SC	Little Qualicum River	Aaron Burgoyne	250-752-3231	250-752-2184
	Address	1391 Claymore Rd., Qualicum Beach, BC V9K 2T6		
SC	Quinsam River Hatchery	Ed Walls	250-287-9564	250-286-0261
	Address	4217 Argonaut Rd., Campbell River, BC V9H 1P3		
SC	Robertson Creek Hatchery	Steve Emmonds	250-724-6521	250-724-6603
	Address	10333-B Central Lake Rd., Port Alberni, BC V9Y 8Z2		
SC	Rosewall Creek Hatchery	Aaron Burgoyne	250-757-8412	250-335-2302
	Mail Address	215 Fisheries Rd., Qualicum Beach, BC V9K 1Z5		
	Delivery Address	8425 Berray Rd, Fanny Bay, BC V0R 1W0		

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ANNEX “D” to PART 3 OF THE REQUEST FOR STANDING OFFERS

ELECTRONIC PAYMENT INSTRUMENTS

The Offeror accepts to be paid by any of the following Electronic Payment Instrument(s):

- ☐ () VISA Acquisition Card;
- ☐ () MasterCard Acquisition Card;
- ☐ () Direct Deposit (Domestic and International);
- ☐ () Electronic Data Interchange (EDI);
- ☐ () Wire Transfer (International Only);
- ☐ () Large Value Transfer System (LVTS) (Over \$25M)

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FORM A - Bidder's Submission Information		
Bidder's full legal name		
Authorized Representative of Bidder for evaluation purposes (e.g., clarifications)	Name	
	Title	
	Address	
	Fax #	
	Email	
Bidder's Procurement Business Number (PBN) <i>[see the Standard Instructions 2003]</i>		
Jurisdiction of Contract: Province in Canada the bidder wishes to be the legal jurisdiction applicable to any resulting contract (if other than as specified in solicitation)		
Federal Contractors Program for Employment Equity (FCP EE) Certification:		See Annex E
COMPLETE LIST OF NAMES OF ALL INDIVIDUALS WHO ARE CURRENT BOARD OF DIRECTORS OF THE BIDDER:		
NAME		TITLE
<hr/>		<hr/>
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On behalf of the Bidder, by signing below, I confirm that I have read the entire bid solicitation including the documents incorporated by reference into the bid solicitation and I certify that:		
1. The Bidder considers itself and its products able to meet all the mandatory requirements described in the bid solicitation;		
2. This bid is valid for the period requested in the bid solicitation;		
3. All the information provided in the bid is complete, true and accurate; and		
4. If the Bidder is awarded a contract, it will accept all the terms and conditions set out in the resulting contract clauses included in the bid solicitation.		
Signature of Authorized Representative of Bidder		

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FORM B: Substantiation of Technical Compliance Form

GENERAL INSTRUCTION:

- 2) Offerors are requested to:
- Indicate opposite each specification under **MANDATORY SPECIFICATIONS**, in the right hand margin under **Comply**, whether or not the proposed product meets or does not meet the requirements and
 - Reference the page number(s) in the provided Technical literature and in the Technical literature, highlight the technical information that supports your compliance with the mandatory specifications below
- 3) It will be to your advantage to include as much detail as possible to support your comments/claims of compliance for each requirement.
- 4) Canada is under NO obligation to seek clarification of the bid(s) or the supporting technical documentation provided. Offerors should note that failure to demonstrate any capability to which they claim compliance will result in their proposal being considered non-responsive. Any deviation is to be clearly identified and supported with full details.

FORM B: Substantiation of Technical Compliance Form

No.	Mandatory Specification	Comply (Y/N)	Provide Page # and comments
1	<p>Fish Feed Categories</p> <p>Technical and pricing offers for each item in a Fish Feed Category in Annex B</p> <p>To be compliant, an offeror's bid for a fish feed table (i.e., Table B.1, B.2, B.3, and / or B.4) must offer each feed size / feed form in the feed table and each feed must meet the technical requirements of this request for standing offer (Annex A - Requirement). Only those feeds that have the necessary information provided to support their assessment against the technical requirements will be considered responsive.</p>		<p>For each fish feed table and each feed form in each table, bidders must provide the following information for each feed table they wish to be considered as part of their bid: the product name and/or number; feed size, feed form, the product manufacturer; a list of the product's ingredients in order of their respective weights within the feed (i.e., from most to least) and the guaranteed analysis for each feed (e.g., percent crude protein, crude fat, crude fiber, vitamins, etc.) This information is required to confirm the proposed feeds meet the technical requirements for the applicable feed table in Annex A - Requirement.</p>
	<p>Additional Goods – Additional feeds that meet the technical requirements of Annex A (i.e., when more than one feed is proposed for a specific feed form and size within a table).</p>		<p>Must provide the same information as above to allow for confirmation of whether the proposed feed meets the technical requirements.</p>
2	<p>General Requirements</p>		
	<p>a) Feed must be supplied in sealed bags having a maximum weight of 20 kg.</p>		<p>Provide the size and weight of the bag.</p>
	<p>b) All feeds must meet or exceed minimum nutritional requirements as provided in the National Research Council publication, Nutritional Requirements of Fish, 1993.</p>		<p>Provide product documentation to substantiate compliance with this nutritional requirement or provide a signed letter from a nutritionist confirming the</p>

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			feeds proposed meet or exceed the referenced nutritional requirements.
	c) The Offeror must deliver the feed orders directly to the hatchery facilities, unless other arrangements are deemed necessary by the hatchery manager. A list of federally operated hatchery facilities in British Columbia and contact information is provided in Annex C. Deliverables may be requested for other areas within Pacific Region.		Provide information on how the fish feed will be shipped to the hatchery facilities listed herein and to any other location in BC.