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NA
Ontario

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

Regional Individual Standing Offer (RISO)

Offre à commandes individuelle régionale (OCIR)

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

Public Works and Government Services / Travaux
publics et services gouvernementaux
Kingston Procurement
Des Acquisitions Kingston
86 Clarence Street, 2nd floor
Kingston
Ontario
K7L 1X3

Title - Sujet Cleaning Chemicals		
Solicitation No. - N° de l'invitation W0113-21JP01/B		Date 2020-10-19
Client Reference No. - N° de référence du client W0113-21-JP01		Amendment No. - N° modif. 002
File No. - N° de dossier KIN-0-54051 (900)	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$KIN-900-8136		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2020-09-28
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-10-23		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Emmons, Chris		Buyer Id - Id de l'acheteur kin900
Telephone No. - N° de téléphone (613) 484-2136 ()		FAX No. - N° de FAX (613) 545-8067
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Rations & Quarters Support Services HQ 675 Dieppe Rd Borden, ON L0M 1C0		
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		

Questions and Answers for Cleaning Products CFB Borden

1) There is a market-wide shortage on PPE and COVID related cleaning products including sanitizer refills for wall dispensers, and in particular, brands like Purell. As there is no end date for recovery due to Pandemic is the client open to alternative dispensing solutions in order to meet immediate needs? **We will work that out on a case by case basis as we do understand the market is ever changing.**

2) In the event of a Force Majeure as it relates to cost of products in the market, is there a provision for the successful bidder to review/revise awarded pricing with proper documentation from the manufacturer? **We will only review this if it is a Canada wide shortage not a manufacturer shortage as there is more than one manufacturer for our items requested as per our accepted substitution clause. We will review manufacturer only if it was one of our brand specific items.**

- 1) In Annex "A" Requirement, Section 1.0 states that CFB Borden units comprise 21,000 acres of land including a 6,000-acre training area and approximately 460 buildings. Could you please confirm that orders will be placed individually by each of the 460 buildings and that deliveries will need to be made to each of the 460 buildings within the base rather than just a singular delivery to one location within the base?

There will be multiple delivery zones but not 460 ,currently about 50.

- 2) In Annex "A" Requirement, Section 3.1 states that delivery must be scheduled with R&QSS 72 hours from receipt of call-up. While there are no security requirements specified within the solicitation document, we understand the sensitive nature of the operations at CFB Borden. Could you please provide details on the security requirements and protocols with which the successful proponent needs to comply in order to deliver the required supplies? For example, will the successful bidder have to work with Zone Officers who will accompany their delivery driver? **There is no technical security stipulations, we do however to alleviate wait times at each building send a R&QSS member in their own vehicle to show where the chemicals are dropped off at each building and to ensure all items were received.**

- 3) Many of the items in Annex "B" Basis of Payment A.1 are large/bulky items that may have to be delivered on a skid or wrapped to avoid hand-bombing. Please confirm your delivery/skid requirements for orders with multiple pieces and/or large/bulky items. **As per annex b any item that states each as unit of size must be delivered that way and not by case as we order smaller supply lists for our buildings. Some smaller buildings only need 1 bottle of toilet bowl cleaner per month. If it is a warehouse order pallets are fine as we have a loading bay area.**

- 4) In light of the current pandemic conditions, as well as to reduce emissions and be more environmentally friendly, would CFB Borden consider combining smaller zone orders to be delivered together in one day as opposed to multiple orders over multiple days? **Orders are to be delivered as per call up to each location and schedule made due to operational requirements..**

- 5) As amendments to the solicitation may be posted after the question deadline has passed, we ask that you please accept and respond to questions related to any such amendments.

1. *Regarding items 67 to 71 - Can you confirm if you have dispensers in place for the Purell products?*
If so, as refills are proprietary for the dispensers, the allocation of sanitizer is only available to the incumbent/current supplier. Open inventory to other suppliers during this time is not available due to the pandemic and supply chain constraints in the Market. Is it Canada's intention to create a

Barrier to Entry for any other suppliers to respond to this RFSO due to market inventory constraints of these 5 high demand skus?

67,70 and 71 do have dispensers in place.68 and 69 are not brand specific. If you can prove your product fits these dispensers then we will accept that item.

2. Is Canada open to another dispensing/sanitizer solution? No, as these are new dispensers and we do not want to have more holes in walls and/or throwing out new machines is not environmentally conscientious.
3. Quick question about item 47 on the list, should the bottle come with its own spray nozzle? The below highlighted part suggests otherwise. No as stated must be compatible as we have spray nozzle as a line item.
- 1) For the garbage bags (Items 1 to 6 in Annex B) the industry standard is to provide the mil thickness of the bags as the thickness ranges and the difference in cost is significant. For example, "strong" can range from approximately 0.65 mil to 1.05 mil. This equates to an approximate \$10–15 difference in price per case. Could you please include the mil thickness in the product descriptions in Annex B so all proponents are quoting the right product and right mil thickness that you are currently using? We have used all types of thickness it must be described as indicated ie strong ,extra strong etc..
- 2) Could you please confirm if the "Firm Year 1 – Firm Unit Price" in column L is as per "Unit of Size" in Column G or Column B in Annex B? Please refer to Item 43, for example. Is the unit price is per bucket of 160 wipes or case of 4 x 160-wipe buckets? Bucket
- 3) Could you please confirm if the usage in Column K is per unit of size in Column G or Column B in Annex B? Please refer to Item 43, for example. Is the usage 1000 buckets (1 x 160 wipes) or 1000 cases (4 x 160 wipes)? 1000 buckets
- 4) We understand that a regular, continuous supply of the products listed in Annex B is of utmost importance to CFB Borden. The current pandemic, however, has caused a worldwide shortage of nitrile gloves and, as such, it has become challenging for suppliers to guarantee the uninterrupted supply of these gloves. In light of this, we ask that you please consider removing all nitrile gloves (Items 30, 31, 32, 33, and 34) from Annex B. If the gloves cannot be removed, we ask that CFB Borden allow for some leniency regarding the terms outlined in Section 7.0 Substitutions in Annex A so that bidders can provide additional/alternate glove options or price adjustments due to the volatile market conditions. We will not remove these items and we will provide leniency with market proven shortages.

Just confirming the usage year is in cases. Usages are in the size of unit that is stated in the Unit of Size column.

Sorry , but I meant items #8, and #9 (wipers) .They are Kimberly- clark products. 34607 and 41100

In line item 1, 2, 3, 4, 5, 6 we would like to know "What size gallon for garbage bags? There is no colour indicated for these garbage bags.

Is black acceptable?" We require inch size specified and all bags can be black except # 4 which states clear.

For Line Item 7, regarding the sanitary napkins liners, are they "for stand alone or wall dispenser?" Wall dispenser

For Line 12 and 13 does the "toilet tissue need to be exact size?" Or is there room for variation? **Exact size to fit dispenser.**

Regarding Line 10 and 11 is the "paper towel roll brown in colour and can it be more per roll than the 350?" **Yes as long as it fits dispensers.**

For line 37 does it mean that the estimated annual usage is 1 box of 5 which means 75 times a year or 75 total? **75 packages a year.**

Line item 88 says "Steel Wool Pads # 1 Medium No Soap and Line item 89 says "Stainless Steel pot Scrubbers. Design for tough stuck on food. Durable, non rusting, metal construction. FDA approved." Can you elaborate on what the difference is between Line 88 and 89. They appear to be the same thing. Do you have pictures or words to describe the difference? **One is stainless wool and the other is stainless steel it is larger and has circular strips of steel in it.**

on Line item 90 you have "Strong Disposable Nitrile Gloves" but no reference to color. Any preference? **No**

on Line Item 95 you have "Dish Detergent - For everyday dish washing. Dissolves grease and removes food deposits. No formaldehyde. Phosphate Free" Is this a liquid dish detergent or do you want pods? **Liquid.**

on Line item 96-99 you have pot washing gloves. But I wondered if you want nitrile style or latex? Also, do you have a colour preference? **No color preference and it must be latex as nitrile does not have a liner cotton flocked.**

Was looking at the tender, have a bunch of 3M items that I broker that get shipped through distribution. The question I had was on the hand sanitizer line 68, 69, I broker another line that we do the buy and sell ourselves from TTS and item doesn't ship through traditional distribution at this time. Can I submit these items on tender directly to you and we would ship directly to Borden from our Montreal or Toronto warehouses.

We do not care how the item is delivered as long as it gets here as per contract timings