



**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des  
soumissions - TPSGC  
11 Laurier St. / 11, rue Laurier  
Place du Portage, Phase III  
Core 0B2 / Noyau 0B2  
Gatineau  
Québec  
K1A 0S5  
Bid Fax: (819) 997-9776

**LETTER OF INTEREST**  
**LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address  
Raison sociale et adresse du  
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution  
Marine Machinery and Services / Machineries et services  
maritimes  
11 Laurier St. / 11, rue Laurier  
Place du Portage III, 8B3  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> New Commercial Brand - Outboard Motors, Inboard Motors or Stern Drives	
<b>Solicitation No. - N° de l'invitation</b> E60ML-220001/G	<b>Date</b> 2022-08-02
<b>Client Reference No. - N° de référence du client</b> E60ML-220001	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$ML-029-28761
<b>File No. - N° de dossier</b> 029ml.E60ML-220001	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Daylight Saving Time EDT <b>on - le 2022-09-16</b> Heure Avancée de l'Est HAE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Guay, Yvan	<b>Buyer Id - Id de l'acheteur</b> 029ml
<b>Telephone No. - N° de téléphone</b> (343) 543-5396 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> As per call-up form PWGSC-TPSGC 942 Selon la formule de commande subséquente TPSGC-PWGSC 942	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> See Herein – Voir ci-inclus	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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**Letter of Interest (LOI) for New Commercial Brand of  
Outboard Motors, Inboard Motors or Stern Drives for the  
Authorized Users (Federal Identified Users and Provincial/Territorial Identified Users)**

## **1. BACKGROUND**

The Authorized Users (Federal Identified Users and Provincial/Territorial Identified Users) across Canada require the 2023 models of the commercial brands of outboard motors, inboard motors or stern drives. In addition, OEM parts and accessories are required by the clients for the maintenance and repair of existing outboard motors, inboard motors or stern drives.

## **2. REQUIREMENT**

This Letter Of Interest (LOI) E60ML-220001/G is published to qualify any new Original Equipment Manufacturer (OEM), other than the proposed OEMs, or up to two (2) Exclusive Distributors other than the proposed Exclusive Distributors capable to supply the 2023 models of its commercial brand of outboard motors, inboard motors or stern drives with their parts and accessories to Authorized Users (Federal Identified Users and Provincial/Territorial Identified Users) for deliveries across Canada, except areas subject to Comprehensive Land Claim Agreements (CLCAs), on an as-and-when requested basis. In addition, a standing offer will be issued under the Procurement Strategy for Aboriginal Business which will be for deliveries across Canada, except areas subject to CLCAs. This requirement does not contain servicing, installation, or repair & overhaul. In the event a client requires outboard motors, inboard motors or stern drives to be delivered in CLCA area, this procurement will be treated as a separate requirement outside the standing offer. The period will be from date of standing offer to 31 August 2023.

Below is a list of provinces and territories who have shown interest in making call-ups against the Standing Offer:

- . The Government of the Province of British Columbia
- . The Government of the Yukon Territory
- . The Government of the Province of Newfoundland & Labrador
- . The Government of the Province of Prince-Edward Island
- . The Government of the Province of New-Brunswick
- . The Government of the Province of Nova-Scotia
- . The Government of the Province of Manitoba including:
  - . University of Manitoba
  - . Frontier School Division
  - . Winnipeg School Division
- . The Government of the Province of Ontario including:
  - . Township of Georgian Bay

The proposed OEMs and their commercial brands of outboard motors, inboard motors or stern drives are:

Yamaha Motor Canada Ltd., Toronto, Ontario, Yamaha brand of outboard motors; and  
Mercury Marine Limited, Milton, Ontario, Mercury and Mercury Mercruiser brands of outboard motors, inboard motors or stern drives.

The proposed Exclusive Distributors and their commercial brands of outboard motors, inboard motors or stern drives are:

Wajax Power System / Wajax Systèmes de Puissance, Québec, Québec, Volvo Penta brand of inboard motors or stern drives in Atlantic and Central Regions;

Cullen Diesel Power Ltd., Surrey, British Columbia, Volvo Penta brand of inboard motors or stern drives in Western Region; and

Wajax Power System / Wajax Systèmes de Puissance, Québec, Québec, Cox Diesel brand of outboard motors

### **3. QUALIFICATION CRITERIA**

The new OEM or Exclusive Distributor(s) is invited to provide a response to the LOI meeting the following qualification criteria:

1. The response with the LOI number before the Closing Date;
2. The new OEM's or Exclusive Distributor's name and address with a contact person, e-mail address and telephone number;
3. Their commercial brand of outboard motors, inboard motors or stern drives;
4. Their capacity or the combined capacity of up to two (2) exclusive distributors to provide the commercial brand with nation-wide services with offices (distributors or dealers) in each of the following areas in Canada: Atlantic, Central, and Western Regions;
5. Their capacity or the combined capacity of up to two (2) exclusive distributors to provide the same firm price list for the distribution of their commercial brand of outboard motors, inboard motors or stern drives with their parts and accessories for deliveries across Canada on an as and when requested basis from date of standing offer to 31 August 2023;
6. Their capacity to offer their manuals required for description, operation, installation, maintenance, repair and safety instructions of the deliverable end items in Canada's both official languages: English and French; and
7. An estimated amount of their commercial brand of outboard motors, inboard motors or stern drives sold to Authorized Users (Federal Identified Users and Provincial/Territorial Identified Users) for deliveries across Canada, except areas subject to CLCAs, during a preceding period of 12 months.

### **4. SUBMISSION OF THE RESPONSE TO THE LETTER OF INTEREST (LOI)**

The new OEM or Exclusive Distributor(s) must submit its response to the Letter of Interest (LOI) to Yvan Guay by e-mail at [Yvan.Guay@tpsgc-pwgsc.gc.ca](mailto:Yvan.Guay@tpsgc-pwgsc.gc.ca).

Yvan Guay

Solicitation No. - N° de l'invitation  
E60ML-220001/G  
Client Ref. No. - N° de réf. du client  
E60ML-220001

Amd. No. - N° de la modif.  
File No. - N° du dossier  
029ml.E60ML-220001

Buyer ID - Id de l'acheteur  
029ml  
CCC No./N° CCC - FMS No./N° VME

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Supply Team Leader  
Public Works and Government Services Canada  
Defence and Marine Procurement Branch  
Refit, Logistics and Small Vessel Construction Directorate  
Place du Portage, Phase III, 6A2  
11 Laurier Street  
Gatineau, Québec  
K1A 0S5

Telephone: 343-543-5396  
E-mail address: Yvan.Guay@tpsgc-pwgsc.gc.ca