



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

**SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION**

The referenced document is hereby revised; unless otherwise
indicated, all other terms and conditions of the Solicitation
remain the same.

Ce document est par la présente révisé; sauf indication contraire,
les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires

Letter of Interest (LOI) /

Lettre d'intérêt (LI)

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

Title - Sujet New Commercial Brand - Outboard Motors, Inboard Motors or Stern Drives	
Solicitation No. - N° de l'invitation E60ML-220001/G	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client E60ML-220001	Date 2022-08-17
GETS Reference No. - N° de référence de SEAG PW-\$SML-029-28761	
File No. - N° de dossier 029ml.E60ML-220001	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Daylight Saving Time EDT on - le 2022-09-16 Heure Avancée de l'Est HAE	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Guay, Yvan	Buyer Id - Id de l'acheteur 029ml
Telephone No. - N° de téléphone (343) 543-5396 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: As per call-up form PWGSC-TPSGC 942 Selon la formule de commande subséquent TPSPG-PWGSC 942	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
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

This Amd No 001 to LOI is raised to include the Final User List of Provinces and Territories.

**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 Nova Scotia
- . 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 Saskatchewan
- . The Government of the Province of Manitoba
 - . University of Manitoba, MB
 - . University of Winnipeg, MB
 - . Red River College, MB
 - . Frontier School Division, MB
 - . Winnipeg School Division, MB

- . The Government of the Province of Ontario including:
 - . Township of Georgian Bay, ON
 - . Carleton University, ON
 - . Ontario Provincial Police, ON
 - . Township of Strong, ON

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.

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.
001
File No. - N° du dossier
029ml.E60ML-220001

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

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.

Yvan Guay
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