

## Lockington, Elliott (SPAC/PSPC)

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**From:** O'Neill, Sean Matthew (IC)  
**Sent:** March 25, 2020 7:33 PM  
**To:** Mullan-Boudreau, Caitlin (SPAC/PSPC)  
**Cc:** Parmar, Dovejot (SPAC/PSPC)  
**Subject:** RE: Re: Follow-Up On Call

Thank you

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**From:** Mullan-Boudreau, Caitlin (SPAC/PSPC) <[caitlin.mullan-boudreau@canada.ca](mailto:caitlin.mullan-boudreau@canada.ca)>  
**Sent:** March 25, 2020 7:01 PM  
**To:** O'Neill, Sean Matthew (IC) <[seanmatthew.oneill@canada.ca](mailto:seanmatthew.oneill@canada.ca)>  
**Cc:** Parmar, Dovejot (SPAC/PSPC) <[dovejot.parmar@canada.ca](mailto:dovejot.parmar@canada.ca)>  
**Subject:** RE: Re: Follow-Up On Call

Adding Dove.

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**From:** O'Neill, Sean Matthew (IC)  
**Sent:** March 25, 2020 6:51 PM  
**To:** Mullan-Boudreau, Caitlin (SPAC/PSPC) <[caitlin.mullan-boudreau@canada.ca](mailto:caitlin.mullan-boudreau@canada.ca)>  
**Subject:** FW: Re: Follow-Up On Call

On e more note from this stakeholder – much appreciated

Sean

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**From:** Gavinder Bhatia <[Gavinder.Bhatia@oakwoodhealth.com](mailto:Gavinder.Bhatia@oakwoodhealth.com)>  
**Sent:** March 25, 2020 5:02 PM  
**To:** Girish Bala <[girish@oakwoodhealth.com](mailto:girish@oakwoodhealth.com)>  
**Cc:** O'Neill, Sean Matthew (IC) <[seanmatthew.oneill@canada.ca](mailto:seanmatthew.oneill@canada.ca)>  
**Subject:** Re: Follow-Up On Call

Hi Sean

One quick comment on urgency of time.... We got a confirmed order from Kuwait for 5Million units.

There is still capacity for N95s, the most critical for hospitals.

Hope to execute with a confirmed order for Canadian frontline workers asap!

Gavinder Bhatia

On Mar. 25, 2020, at 4:37 p.m., Girish Bala <[girish@oakwoodhealth.com](mailto:girish@oakwoodhealth.com)> wrote:

Good Day Sean,

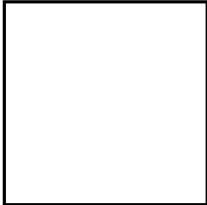
**File #34917**

Thank you for letting us try and help, we all have friends or family on the front line and the next little while will be a test of everyone's mettle.

The marketplace for masks is quickly evolving, and delivery times are pushed out everyday as manufacturers and distributors get firm Purchase Orders and deposits. The information we have today is likely only valid for 36 to 48 hours. What we are looking for your help on:

a) Expediting the approval so we can engage on the line time

b) Confirmation of which masks to pursue.



Here are the opportunities we have at the moment:

### **3M 8210 Mask**

- N95, NIOSH certified
- Lead time – 15 days from P.O. (shipping from the U.S)
- \$6.50 USD per mask for 1M pcs, \$6.20 USD per mask for 2M pcs (cost from distributor)
- Distributor is willing to forgo payment until the masks have arrived based on a P.O. or letter from the Government of Canada
- Shipping, customs & duties are passed through at cost
- 8% administration charge per piece

Since N95 masks, with the NIOSH certification, are so scarce and expensive, the CDC outlines alternative solutions on their website. Under their "[Crisis Capacity Strategy](#)" they provide for the use of masks with equivalent certifications from other countries. This includes the KN95 mask with the GB 2626-2006 certification and the FFP2 mask with the EN 149-2001 certification meant for the European market. If Canada is willing to utilize these alternative certifications, there are more affordable options.

### **KN95 Mask – Generic Chinese Manufacturer, packaging not likely to be in English**

- KN95 GB2626-2006 certified
- Lead time 15 to 30 days (shipping from China)
- \$2.00 USD per mask for 1M pcs (cost from distributor)
- 50% payment with P.O. and 50% payment as goods leave factory
- Shipping, customs & duties are passed through at cost
- 8% administration charge per piece

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### **Advantage 3M product**

- Known product – quality and functionality are guaranteed
- Shorter lead times to get to shipper
- Shorter, more reliable and more affordable shipping
- Ideal payment terms

### **Disadvantage 3M product**

- Approximately 6 times more expensive than prior to the COVID-19 outbreak

### Advantage generic Chinese product

- One third to half as expensive (once you factor in much more expensive shipping)

### Disadvantage Chinese product

- Longer lead times
- Longer shipping times, far less reliable and less control
- Payment before delivery so quality issues have no redress
- Certifications would be in place but quality issues are an unknown with a new product

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Finally, the **3 Ply Mask** is also available via the Chinese suppliers – lead times and quality are far less concerning. Certified 3 Ply Masks are \$0.36 USD and can be purchased in the millions. Fake certified 3 Ply Masks are circulating on the market for \$0.05USD so be cautious paying less than \$0.36 per mask. All the same terms for the KN95 apply to the 3 Ply Mask.

Please let us know if we can help facilitate getting these into the hands of our front line heroes!

Thank you,

Girish Bala  
COO-Oakwood Health Network  
Ph: 416 716 0544

On Wed, Mar 25, 2020 at 1:58 PM Gavinder Bhatia <P [REDACTED]> wrote:

Sundeep and/or Gavinder Bhatia

On Mar. 25, 2020, at 1:42 p.m., "O'Neill, Sean Matthew (IC)" <[seanmatthew.oneill@canada.ca](mailto:seanmatthew.oneill@canada.ca)> wrote:

Good Afternoon,

Thank you again for the call earlier – it was very helpful.

As discussed, if you could kindly reply to this email with a brief summary of what we discussed regarding the potential access to N95 masks, I will happily put you in touch with our contact in the Office of Minister Anand.

Of course, should you have any further questions, please do not hesitate.

Warmest regards,

**Sean O'Neill**

**PSA**

Office of the Minister | Cabinet du ministre

Innovation, Science and Industry | l'Innovation, des Sciences et de l'Industrie

Government of Canada | Gouvernement du Canada

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