

Lockington, Elliott (SPAC/PSPC)

From: Caira, Celine (IC)
Sent: March 20, 2020 10:26 AM
To: Murdock, Kelly (SPAC/PSPC); Chan, Marco (IC)
Subject: RE: Urgent. procurement of N95 masks

Thanks Kelly. Can you elaborate on “rejected”? As in they did not meet the medical standard for PHAC? What was the pain point?

Thanks,
C

From: Murdock, Kelly (SPAC/PSPC) <kelly.murdock@canada.ca>
Sent: March 20, 2020 10:24 AM
To: Chan, Marco (IC) <marco.chan@canada.ca>
Cc: Caira, Celine (IC) <celine.caira@canada.ca>
Subject: RE: Urgent. procurement of N95 masks

Hi Marco,

Discussed this one with PMO yesterday. Honeywell’s masks were rejected by PHAC so we won’t be proceeding.

KM

From: Chan, Marco (IC)
Sent: March 20, 2020 10:20 AM
To: Murdock, Kelly (SPAC/PSPC) <kelly.murdock@canada.ca>
Cc: Caira, Celine (IC) <celine.caira@canada.ca>
Subject: FW: Urgent. procurement of N95 masks

Hi Kelly,

I just wanted to **flag Honeywell as a potential major supplier of N95 masks**, from their Mexico production as US is tied up. **I’ll make sure our officials link up with yours**, in addition.

Honeywell already referred to the PSPC portal but seems we would need to move more aggressively if interested, given high demands. See below **highlighted**. If interested, best to call Sarah for contact rather than writing as there’s some sensitivity in what I shared below. Happy to discuss further as helpful.

Generally we are triaging potential procurement leads to buy & sell, for as needed for follow-up at officials level, but flagging this one to you as a ready, industrial-scale supplier.

I realize your world is crazy – hope you and the team are holding up and wishing you a calm moment soon.

Marco
519-744-0194

From: Chan, Marco (IC)
Sent: March 19, 2020 3:29 PM
To: Hussaini, Sarah (IC) <sarah.hussaini@canada.ca>
Cc: Dunn, Ryan (IC) <ryan.dunn@canada.ca>; Caira, Celine (IC) <celine.caira@canada.ca>; Sachdeva, Parvinder (IC) <parvinder.sachdeva@canada.ca>
Subject: RE: Urgent. procurement of N95 masks

Honeywell already makes N95 masks in one facility in US and one in Mexico. Mexican facility probably has capacity but they are inundated so Canada would have to move aggressively beyond just telling them to go to buy & sell – some company leadership is friendly to meeting Canadian needs. US one probably getting completely directed toward US. This came through Sarah Goldfeder from Earncliffe below – she'd have the contact (Honeywell is a client).

Honeywell has some Canadian manufacturing but likely hard to retool for medical – aerospace parts in Mississauga, internet devices in Kanata. Separate email coming on Siemens.

From: Sarah Goldfeder <sgoldfeder@earncliffe.ca>
Sent: March-19-20 9:41 AM
To: Elly Alboim <Elly@earncliffe.ca>
Subject: procurement of N95 masks

Honeywell has the capacity to manufacture of N95 masks for Canada. They are looking to help, the response I was given was for them to go to the portal.

I passed the message along to the company, and the business unit is considering it. But they most likely won't do it. They won't do it because they have multiple customers knocking down their (virtual) door.

They are interested in helping and if Canada is in need, I am confident this company would step up – but the portal process is unlikely to be added to their queue. Like I noted above, they have a lot of potential customers coming to them right now, so they will focus on those that are most aggressive about their needs.

If Canada needs these masks – the company was at one point (yesterday) open to dedicating to a line to production for Canada in their Tijuana facility (they have already done this for the U.S. – at their U.S. facility, the MX facility is not part of the U.S. order fulfillment) – it would be worth considering an avenue other than this portal to secure those.

Honeywell was also clear that it did not have the resources to reach out to all the individual provinces and create smaller contracts one-by-one. Their business unit is swamped – if Canada needs these, we need to be aggressive about it.

Earncliffe

**Celebrating 30 years as Canada's
leading strategic advisory firm**

Sarah Goldfeder, Principal
46 Elgin Street, Suite 400
Ottawa, ON K1P 5K6

T 613 563 4455
C 613-864-6731
@paraguarosada
earnscliffe.ca

This email may be privileged and confidential. Any use of this e-mail by an unintended recipient is prohibited. If you receive this e-mail in error, please call us immediately.
Cet e-mail peut être privilégié et confidentiel. N'importe quel usage de cet e-mail par un bénéficiaire accidentel est interdit. Si vous recevez cet e-mail dans l'erreur, s'il vous plaît nous appeler immédiatement.