

Lockington, Elliott (SPAC/PSPC)

From: Christopher Albergo <P [REDACTED]>
Sent: May 8, 2020 11:03 AM
To: Kusnick, Chelsea (SPAC/PSPC)
Cc: Pierre Blondeau
Subject: Re: Surgical Gowns

Chelsea,

Thanks very much for your message - we look forward to hearing from your colleagues.

Do you (or they) have a list of procurement priorities that we should be chasing down? We have access to supply across a number of different product categories, but if possible, I'd like to make sure we are focusing our efforts where they are most helpful. Please let me know if that would be useful.

Thanks again!

Kind regards,
Chris

On Fri, May 8, 2020 at 10:57 PM Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca> wrote:

Thank you Mr. Albergo,

I have passed this information along to our department procurement officials. They will reach out to you as soon as possible.

Thank you,

Chelsea

From: Christopher Albergo [mailto:P [REDACTED]]
Sent: May 6, 2020 1:44 PM
To: Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>
Cc: Pierre Blondeau <pierreblondeau@blondogroupasia.com>
Subject: Surgical Gowns

Chelsea,

I hope you are having a great week. I'm emailing because it is my understanding that you are looking to procure surgical gowns, and we had a development in that product area today that warrants your attention.

A key issue facing this product area right now is raw material supply - scarcity of the meltblown non-woven material (the filtration layer) is a critical bottleneck in the Chinese supply chain at the moment, so there has been some uncertainty as to production timing. However, one of our main suppliers for this product just notified us that they are now able to take orders for their current production run as they have managed to secure sufficient raw material supply.

I have attached the relevant documentation for your evaluation of the product in question. **Production rate is 100,000 units per day, minimum order quantity is 500,000 units and price is US\$7.80/unit (plus shipping).**

If you would like to pursue this, it would be our advice that you move quickly as this particular product is in very high demand with a fairly volatile underlying supply situation. As such, production runs tend to sell out quickly.

We are at your disposal if you have any questions, need any further information or would like to discuss this with us.

Thank you very much, and we hope this is helpful.

Kind regards,

Chris

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