

Lockington, Elliott (SPAC/PSPC)

From: Laporte, Anthony (SPAC/PSPC)

Sent: March 25, 2020 3:42 PM

To: Kusnick, Chelsea (SPAC/PSPC)

Subject: Respiratory ventilator

Also, can you c.c. me when you answer?

Thanks!

From: Laporte, Anthony (SPAC/PSPC)

Sent: March 25, 2020 3:41 PM

To: Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>

Subject: Respiratory ventilator

Here's an example that you can modify as needed.

Hello Ms. Pekeles

I wanted to thank you for reaching out to Minister Anand and offering your products and materials to Canadians.

I am contacting you to share information with you regarding suppliers for goods and services related to the COVID-19 pandemic. As you know, in addition to leveraging existing sources of supply, Public Services and Procurement Canada (PSPC) is now proactively engaging industry to help meet Canada's needs.

I invite you to fill out the following form so we can track your offer: <https://buyandsell.gc.ca/calling-all-suppliers-helpcanada-combat-covid-19>. As this website will continue to be updated, I encourage you to check back for new information that may be posted.

Also, would you be able to give me an idea of your production capacity regarding the goods that you mentioned in your letter?

PSPC analyses and manages the current production capacity of suppliers. As per your suggestion of repurposing your distribution facility to supply products in need, I would encourage you to reach out to my colleague Sarah Assoum at the Office of the Innovation, Science and Industry (ISI): sarah.assoum@canada.ca

Our department is reviewing the significant number of responses and identifying potential suppliers for the goods and services that may be required as the COVID-19 situation continues to evolve.

Kind Regards,
Anthony Laporte

Conseiller politique principal / Senior Policy Advisor
Office of the Minister of Public Services and Procurement Canada |
Bureau de la ministre des Services publics et de l'Approvisionnement
PDP III, Tower A, 18th Floor, 11 rue Laurier Street, Gatineau QC, Canada K1A 0S5
Government of Canada | Gouvernement du Canada
846

From: Kusnick, Chelsea (SPAC/PSPC)
Sent: March 25, 2020 3:11 PM
To: Laporte, Anthony (SPAC/PSPC) <anthony.laporte@canada.ca>
Subject: Respiratory ventilator

Do you guys have a template response you've been sending to suppliers just to let them know their request has been logged?

From: Laporte, Anthony (SPAC/PSPC)
Sent: March 25, 2020 2:44 PM
To: McHarg, Kevin (Fergus, Greg - MP) <Kevin.McHarg.330@parl.gc.ca>; Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>
Cc: Foran, Derek (Fergus, Greg - MP) <Derek.Foran.330@parl.gc.ca>; Fergus, Greg - Personal
Subject: Respiratory ventilator

Hello Kevin,

Adding my colleague Chelsea who will be following up.

Thanks,
A.

From: McHarg, Kevin (Fergus, Greg - MP) [mailto:Kevin.McHarg.330@parl.gc.ca]
Sent: March 25, 2020 10:09 AM
To: Laporte, Anthony (SPAC/PSPC) <anthony.laporte@canada.ca>
Cc: Foran, Derek (Fergus, Greg - MP) <Derek.Foran.330@parl.gc.ca>; Fergus, Greg - Personal
Subject: FW: Respiratory ventilator
Importance: High

Hi Anthony,
I hope all is well. Would it be possible for someone from the department to contact Steeve?

Thanks,
Kevin

From: Fergus, Greg – MP <Greg.Fergus@parl.gc.ca>
Sent: March 25, 2020 10:04 AM

To: McHarg, Kevin (Fergus, Greg - MP) <Kevin.McHare.330@parl.gc.ca>
Subject: FW: Respiratory ventilator

From: Steeve Lavoie <slavoie@alliedscientificpro.com>
Sent: March 24, 2020 6:28 PM
To: Fergus, Greg – MP <Greg.Fergus@parl.gc.ca>
Cc: Jollyveau Tessa <jtessa@alliedscientificpro.com>
Subject: Re: Respiratory ventilator

Hi Greg,

Here is an offer to give you an idea of how much 3,000 respiratory ventilators (mix of portable and hospital ventilators) and a million KN95 masks are worth on today's market with all of the global pressure right now. To see the specs visit : <https://alliedscientificpro.com/shop/category/covid-19-medical-devices-and-personnel-protective-equipment-ppe-195>

Total: \$75,950,350.00 USD

Total: \$109,878,130.00 CAD (exchange rate of 1.44)

EDC and BDC or RBC are prepared to work with us.

We would need a mandate letter to start the work.

Those items were in stock yesterday evening, but the inventory will be updated this evening.

Soon, there will be no inventory left and prices will go up.

As I said, we need to act fast.

Please share with those responsible.

Steeve

Hello Mr. Fergus,

Thank you for taking the call this evening.

Here is what we are working on:

<https://alliedscientificpro.com/shop/category/covid-19-medical-devices-195>

I am ready to mobilize all of my troops (procurement, logistics, IT, engineering, researchers) to deploy this equipment on the ground and provide the necessary training and technical support. Our expertise includes sourcing the supply chain, logistics, importation, engineering and technical support (10 years of experience). Gatineau is in a good place geographically to do business with Ottawa. The stock and price of all medical equipment vary from hour to hour on the global market.

As I said, I recommend the following plan: Set up an open order with Industry Canada. Submit orders to suppliers. Have EDC guarantee the money advanced to us by RBC for the transaction since we will need to place orders quickly because stock is quickly running out on the global market. I c.c.'d our contact at EDC and RBC.

We need a list of the needs of Canadian hospitals.

I suggest we have an urgent teleconference tomorrow with EDC and RBC and someone from Industry Canada.

Thank you.
Steeve

Steeve Lavoie
CEO / Manager | Allied Scientific Pro
Phone: 1-800-253-4107 Cell: 1-819-743-7851
Email: slavoie@alliedscientificpro.com
Address: 815 De la Carrière Boulevard, Office 203, Gatineau, QC J8Y 6T4
www.alliedscientificpro.com

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error please notify the system manager. This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail. Please notify the sender immediately by e-mail if you have received this e-mail by mistake and delete this e-mail from your system. If you are not the intended recipient you are notified that disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited.

Read our Terms & Conditions carefully

On March 24, 2020 at 3:24 PM, Fergus, Greg – MP <Greg.Fergus@parl.gc.ca> wrote:

Hi Steve,

On behalf of Greg Fergus, I thank you for your email and your offer of help.
We forwarded your message to the minister's office and we will get back to you as soon as we have more information.

Thank you.

Derek Foran
Adjoint du député | Member's Assistant
Bureau du Député Greg Fergus
Office of Greg Fergus Member of Parliament

From: Steve Lavoie <slavoie@alliedscientificpro.com>
Sent: March 23, 2020 9:26 PM

To: Fergus, Greg – MP <Greg.Fergus@parl.gc.ca>; Bissonnette, Robert <RBissonnette@edc.ca>; Serret, Gaetan <gaetan.serret@rbc.com>; Jollyveau Tessa <jtessa@alliedscientificpro.com>

Subject: Re: Respiratory ventilator

Hello Mr. Fergus,

Thank you for taking the call this evening.

Here is what we are working on:

<https://alliedscientificpro.com/shop/category/covid-19-medical-devices-195>

I am ready to mobilize all of my troops (procurement, logistics, IT, engineering, researchers) to deploy this equipment on the ground and provide the necessary training and technical support. Our expertise includes sourcing the supply chain, logistics, importation, engineering and technical support (10 years of experience). Gatineau is in a good place geographically to do business with Ottawa. The stock and price of all medical equipment vary from hour to hour on the global market.

As I said, I recommend the following plan: Set up an open order with Industry Canada. Submit orders to suppliers. Have EDC guarantee the money advanced to us by RBC for the transaction since we will need to place orders quickly because stock is quickly running out on the global market. I c.c.'d our contact at EDC and RBC.

We need a list of the needs of Canadian hospitals.

I suggest we have an urgent teleconference tomorrow with EDC and RBC and someone from Industry Canada.

Thank you.

Steeve

Steeve Lavoie

CEO / Manager | Allied Scientific Pro

Phone: 1-800-253-4107 Cell: 1-819-743-7851

Email: slavoie@alliedscientificpro.com

Address: 815 De la Carrière Boulevard, Office 203, Gatineau, QC J8Y 6T4

www.alliedscientificpro.com

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error please notify the system manager. This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail. Please notify the sender immediately by e-mail if you have received this e-mail by mistake and delete this e-mail from your system. If you are not the intended recipient you are notified that

disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited.

Read our Terms & Conditions carefully

On Sunday, March 22, 2020 at 12:41 PM, Steeve Lavoie <slavoie@alliedscientificpro.com> wrote:

Hi Greg,

Steeve from ASP (laser company)

To help in the fight against COVID, I have been looking for respiratory ventilators and was able to find a few hundred. We would also like to perhaps manufacture some here in Gatineau. I would like to talk to you and see how we could help.

Steeve Lavoie

CEO / Manager | Allied Scientific Pro

Phone: 1-800-253-4107 Cell: 1-819-743-7851

Email: slavoie@alliedscientificpro.com

Address: 815 De la Carrière Boulevard, Office 203, Gatineau, QC J8Y

www.alliedscientificpro.com

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error please notify the system manager. This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail. Please notify the sender immediately by e-mail if you have received this e-mail by mistake and delete this e-mail from your system. If you are not the intended recipient you are notified that disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited.

Read our Terms & Conditions carefully