

Lockington, Elliott (SPAC/PSPC)

From: Laporte, Anthony (SPAC/PSPC)
Sent: March 25, 2020 3:40 PM
To: Kusnick, Chelsea (SPAC/PSPC)
Subject: RE: Respiratory ventilator

Here 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-help-canada-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

Senior Policy Advisor / Conseiller politique principal
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

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

Thank you,

Kevin

From: Fergus, Greg - MP <Greg.Fergus@parl.gc.ca>
Sent: March 25, 2020 10:04 AM
To: McHarg, Kevin (Fergus, Greg - MP) <Kevin.McHarg.330@parl.gc.ca>
Subject: TR: 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 (a mix of portable and hospital ventilators) and 1 million KN95 masks are currently worth on the market with all the global pressures at the moment.

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

Total: US\$75,950,350.00

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

EDC, BDC and RBC are ready to work with us.

We need a mandate letter to start the work.

The units were in stock as of last night, but tonight the stock will change.

Inventories will soon be depleted and prices will increase.

As I said, it is necessary to act quickly.

Please share with authorities.

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>

We are ready to mobilize 100% of my troops (procurement, logistics, IT, engineers, researchers) for the deployment, training and technical field support of the equipment. Our expertise: the sourcing of supply chains, import logistics, engineering and technical support (10 years' experience).

Gatineau could be a great fit seeing as it is geographically well situated with Ottawa.

Stock and prices vary from hour to hour in the global markets for all medical equipment.

As I said, the plan I recommend is as follows:

Have an open order with Industry Canada, hand over orders with suppliers, EDC guarantees the money that RBC advances to us for the transaction as it is necessary to move fast with the orders as stock is flying in the global markets. I cc'd our contact at EDC and RBC.

We need the list of needs from Canadian hospitals.

I propose an emergency call tomorrow with EDC and RBC and someone from Industry Canada.

Thank you,

Steeve

Steeve Lavoie

CEO / Manager I Allied Scientific Pro

P: 1-800-253-4107 1-819-743-7851

E: slavoie@alliedscientificpro.com

A: 815 Blvd de la Carriere, Office 203, Gatineau, QC J8Y 614

www.alliedscientificpro.com



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

Hello Steeve,

On behalf of Greg Fergus, thank you for your e-mail and offer of assistance.

We have forwarded your offer to the Minister's Office and will get back to you as soon as we have more avons information.

Thank you,

Derek Foran

Member's Assistant | Adjoint du député

Office of Greg Fergus Member of Parliament / Bureau du Député Greg Fergus

From: Steeve 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 <ltessa@alliedscientificpro.com>

Subject: Re: Respiratory ventilator

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**Thank you,
Steeve**

Steeve Lavoie

CEO / Manager I Allied Scientific Pro

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

Steeve of ASP (laser company)

In our war effort against Covid, I looked for respiratory ventilators and found a few hundred units.

We also wish to perhaps manufacture them here in Gatineau.

I would like to talk to you and see how to help.

Steeve Lavoie

CEO / Manager I Allied Scientific Pro

P: [1-800-253-4107](tel:1-800-253-4107) **M:** [1-819-743-7851](tel:1-819-743-7851)

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