

Lockington, Elliott (SPAC/PSPC)

From: Ismail, Tasha (IC)
Sent: March 26, 2020 4:54 PM
To: Parmar, Dovejot (SPAC/PSPC)
Subject: FW: Follow-Up On Call

From: O'Neill, Sean Matthew (IC) <seanmatthew.oneill@canada.ca>
Sent: March 26, 2020 4:50 PM
To: Ismail, Tasha (IC) <tasha.ismail@canada.ca>
Subject: FW: Follow-Up On Call

Hi Tasha,

This is the stakeholder that the Minister asked me to contact directly

I forwarded their request/info to PSPC but they have yet to receive an answer

I've replied to their email below and also poked PSPC to answer ASAP but would you have time for a 3 minute call with them – just want them to know we're not dropping the ball on their request

Let me know if you have any questions

Sean

From: Gavinder Bhatia <P [REDACTED]>
Sent: March 26, 2020 4:46 PM
To: O'Neill, Sean Matthew (IC) <seanmatthew.oneill@canada.ca>
Cc: Girish Bala <girish@oakwoodhealth.com>
Subject: RE: Follow-Up On Call

Hi Sean

Letting you know that we have not heard back from the Ministers' office. Spain has also put in a bulk order so we have just a bit of time left to lock in , and potentially risking volumes.

What can we do to expedite this decision so we can confirm the POs tonight?

my regards,

Gavinder Bhatia

On Mar. 25, 2020, at 6:52 p.m., "O'Neill, Sean Matthew (IC)" <seanmatthew.oneill@canada.ca> wrote:

Good Evening,

Thank you for your email(s) and please forgive the lateness of my reply.

Please note that I have forwarded your information to the Office of the Minister of Public Services and Procurement Canada and that they will be in touch with you directly very shortly.

Should you not hear back from them, or should you have any further questions for me, please do not hesitate.

Best regards,

Sean

From: Girish Bala <girish@oakwoodhealth.com>
Sent: March 25, 2020 4:37 PM
To: O'Neill, Sean Matthew (IC) <seanmatthew.oneill@canada.ca>
Cc: Gavinder Bhatia <[REDACTED]>
Subject: Re: Follow-Up On Call

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

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

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> 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

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