

Khalil, Samantha

From: Kim, Sabrina
Sent: Tuesday, April 7, 2020 7:58 PM
To: Stickney, Matt; Chin, Ben; Clow, Brian; Duchesneau, Olivier; Theis, Rick; Deagle, Jordan; Lamothe, Colleen; Holland, Alyx; Khalil, Samantha
Subject: Procurement Call - April 7

Follow Up Flag: Follow up
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Hi team – please see below for a summary of tonight’s procurement 4C.

Towards the end of the convo we had agreed that these were the most positive new procurement updates. Just bumping them up at the top here for comms:

- Fluid Energy out of AB has provided us with their delivery schedule for hand sanitizer that will significantly help us transition from overseas dependence
 - o They can produce 10 million litres in total of hand sanitizer that will start on the week of April 15th
 - o Deliveries will come in thousands of buckets soon (and each bucket is 5 gallons)
 - o Hand sanitizer is a key commodity out of the 20 that we’re tracking – and this agreement will help us transition from overseas dependence & is backed by an investment of \$100m
- PSPC officially awarded Canada Goose with a contract for gowns today
- The 500k 3M N95 mask shipment will hopefully arrive late tonight or early tomorrow morning – here is a little tracker that I will continue to check every 5 mins
 - o <https://3m.fourkites.com/tracking/#/integrations/trackLoad/ltl/ll/VjJ8M20tY29tcGFueXwyZGZjMGZiMC1IN2MyLTQ5NjltYTcyMCOwYWNhNDA1NTYxMDU?lang=en>
 - o <https://3m.fourkites.com/tracking/#/integrations/trackLoad/ltl/ll/VjJ8M20tY29tcGFueXwzOWUwN2I1ZS05YTRILTQ5ZTctYjAxMi1iNDQ5ODMyNzg1M2M?lang=en>
- Chris Fox had also said she was going to make an active effort to work with PCO on providing provinces with a heads up on when we’re signing LOIs and moving forward on contracts with domestic suppliers
 - o These are good news stories for us, for the companies and for the provinces & Premiers want to be able to give a shout out to companies in their respective provinces who are working with us when they can

Call Summary:

Masks & hand sanitizer:

- We’ve placed new orders for many KN95s and N95s from China
 - o The supplier agreed to pay a penalty fee if they don’t deliver in 15 days which is rare but good to see
- We are sending a new aircraft out to pick up materials from China & there will be space for some more products that QC has ordered independently of us
- We were also expecting another 1.5 – 2 million N95 masks to arrive today
 - o These will now go on our next flight – we’re in discussions with Air Canada to send Boeing 777 in a few days to pick those up
- We also expect more deliveries of masks later this week – may have to charter some more aircraft to go there
- There is more positive this week – there’s a significant amount of N95s in our warehouse & we expect more soon – so we’re at a good start

Hand sanitizer:

- Fluid Energy out of AB has given us their delivery schedule for hand sanitizer which is impressive & quick

Reagents / testing:

- A scientific company said the shipment of 520k swabs from China were not of quality so those aren't going ahead
- We were advised by QC that they were short of reagents & needed rapid supply so today we sent an additional 10,000 extraction reagents to QC
 - o As such, gap has been filled for the next 3 or so days while we get supply from NB for more reagents – we are hopeful we can start rolling out reagent product by the end of this week from NB
- PEI urgently flagged to us that they needed their test results from the National Microbiology Lab back ASAP
 - o As such, we moved those samples to the front of the line & will be getting back to them this evening with their test results
- **Based on lab capacity reports that we've heard from p/ts and weekly testing numbers across the country – the reagent shipments from NB that will come soon will mean that we will be in good shape to meet the current Canadian demand for testing**
- There will also be convos with P/Ts tomorrow about swabs
- Important to remember the urgent FPT pressure from ON re masks

Ventilators:

- Some issues around ventilators & requests for indemnification which ISED is working on

Gowns:

- Formal contract awarded to Canada Goose today which is great news

P/T comms request:

- Chris Fox: When there is a company that is chosen in the jurisdiction of a province – provinces are excited about that
 - o We're going to be working with comms folks at PCO to try to give the info to the Premier's Office cause they go out daily and they can reiterate some of the GoC messaging in their remarks
 - o Good for the company, good for us & good for the province too

Zoll update:

- **DPMO:** Any updates on this?
 - o Ambassador involved in Washington; working on a strategy

India medicine export ban ban:

- **Trade:** Is the GoC looking into supplies being blocked from India? Min Ng has a call w her counterpart on this topic soon
 - o No, the GoC is not but pharmaceutical companies are sourcing things from India, yes
 - o There is a broader gov effort to resolve this issue
- **GAC:** India has banned two key commodities – hydroxychloroquine & acetemetophine
 - o We are working to re-open the market for that; we can support Min Ng for her call
 - o There are also major transportation challenges in India so we're working with industry to resolve them & also to identify alternate sources of supply

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