

McKenna, Neil

From: Kim, Sabrina
Sent: Monday, April 13, 2020 9:12 PM
To: Stickney, Matt; Theis, Rick; Zimmerman, Shannon; Lamothe, Colleen; Holland, Alyx; Clow, Brian; Chin, Ben; Duchesneau, Olivier; Deagle, Jordan; Khalil, Samantha
Cc: Saini, Sabina (HC/SC); leslie.church@canada.ca; Dunn, Ryan (Ext.)
Subject: Procurement Call - April 13

Hi team – please see below for a summary of today’s call.

Few things:

- **Despite enthusiasm about Spartan in the media – we’ve learned they’ll probably have to get a second, HC approval for a slightly diff formulation better suited for point-of-care use (the approved formulation apparently needs to be stored at -20 which isn’t possible everywhere & the numbers are now moving a bit in that they won’t be able to satisfy short term needs. Still a good testing play.**
- 3M has successfully been able to satisfy prov orders thus far from the U.S. to Canada (500k N95s moving across the border)
- **Four flights came in this weekend with N95s – the N95 are starting to be tested – early results show they check out (in other words they’re real N95s) however there are some issues with some of the straps which are breaking**
- Two flights are heading out this week to get more supplies (15th & 17th)
- **Olivier – Premier Legault said today that QC will run out of gowns in the next week – but officials said they’ve received two big orders of gowns recently (one of which came in last night) so they should be in good shape for some time**
- There is potential for the faulty swabs (from the 300k batch that was reported on in TStar) to be sterilized in Mirabel & used
 - o QC’s batch has gone (or will soon go) to Mirabel for sterilization
- The three ventilator contracts have been finalized w/ domestic players for 3k ventilators in total, with deliveries beginning in May ISED now has a manufacturer for Art Macdonald’s ventilator design & an LOI in place
 - o We’re moving into the negotiation of this contract now
- Contract finalized with Irving Oil to provide 300,000 litres of made-in-Canada hand sanitizer, with deliveries starting later this week
- Cardinal Canada (a subsidiary of Cardinal in the US), will be delivering 414,000 swabs in batches
 - o Ground shipment of swabs to be delivered starting tomorrow

Call Summary:

PSPC – New orders placed:

- 20m gowns
- 500k sets of protective goggles
- 300k litres of hand sanitizer by Irving
- 2 million swabs from Cardinal (purchased between Sunday and today)
- Finalizing a series of Cdn buys for face masks

PSPC – Logistics:

- 4 flights came in over weekend
- Cargo jet had 1.67 million N95s that are being tested (updates below on how testing is going)
- Three Air Canada flights arrived yesterday (one went to Mtl, large shipment of gowns needed for QC)
- Two others went to Pearson – we had probably around 1 million more N95 masks on those

- Those are being counted as we speak
- Next flights coming out of Shanghai – we have one on the 15th and one on the 17th
 - o We expect a couple million more N95 masks on the flight on the 15th
 - o One of these two flights will have a large shipment of protective coveralls too
- 3M shipped 500k masks to P/Ts today from the U.S. (independent of fed bulk buy but good to know)
- In total (including 3M shipment independent of us)– 1.1 million N95 masks are either on the road or will soon be on the road – this is up to two weeks of use

PSPC – Swabs:

- We're sending QC's portion of the 300k faulty swabs to a sterilization plant in Maribel
- After a test run of whether we've got an effective sterilization process for the swabs at the NML which is going well (for 72 hours post sterilization, no growth has been shown); we're feeling hopeful about this plan
- Provinces that have swabs that were potentially contaminated but which don't have the right treatment facilities to sterilize will be able to move their swabs over to Maribel too
- **We also have an order of 100k swabs that can be identified in the immediate future from a delivery from Puritan**
 - o **These folks are a premier global swab manufacturer based in Maine**
- It is not clear how many of the 300k swabs got used in the end nor do we know how many precisely were faulty but the vast majority should be going to Maribel due to the manner in which they received

Sanitization machines & gloves:

- This evening there will be a convo with provinces re sanitization machines
 - o **9 P/Ts that are interested in using them as a last resort**
- We've also received 6.5m pairs of gloves in today

PSPC – Reagent:

- Production side with NB's Luminutra is in full swing (moving into 500k extractions per week)
- We're looking at around a little over 400k tests per week if the provinces are going full tilt so the 500k Luminutra order means we'll be comfortable on a weekly basis
- Lagging piece is the plastics part
 - o Plastics are required to be used with the machines that use reagents
 - o We have, however, worked out a wash protocol for those plastics so that the provinces who already have the plastics can wash them out & re-use
- Luminutra shipped 45k extractions to QC last week

Broader discussion on testing:

- Q: Any impediments to provinces testing or are we good for now?
 - o Thinking positively on this
 - o **ON has some pressures** – they were not interested in Thermo King & Luminutra reagent method – however officials re-presented this as an option which they may wish to consider this weekend – no response back yet
 - o **AB has reached out** – they were making their own reagent but they're encountered some shortages w/ the compound Guanidinium
- Q: Copan NA was saying they're working with CDC to widen the range of applicators so the swabs can be diff materials (foam) & test from a diff part of the nose – do any of those affect the type of reagent that is used & are we looking at the same thing?
 - o Doesn't rly change reagent that we use

Testing of recent shipments:

- **Have started testing in North Carolina for shipment the first shipment that came in from China over the weekend**
 - o Test results received for first shipment within 24 hours

- 5 / 6 lots of N95s passed the efficiency tests (in other words, they are N95s)
- Some issues with the straps and the nose clips – in 1 / 5 lots – 25% of straps broke, in another, 40% of them did
- Among these, however, we have 350k masks that are good to go and will be shipped over the next 48 hours

ISED – Domestic ramp-up:

- **Gowns:** First three gown contracts in place for domestic production & will amount to the production of 7 million gowns in total (first deliveries to start a week from today)
- **Vents:**
 - First three domestic vent contracts signed this past weekend; all of which are scheduled for delivery beginning in May
 - Manufacturer for Art McDonald's design has been given an LOI; moving into the negotiation of contract now
- **Swabs:** ISED spending a lot of time on domestic line up opportunities
 - Two potential 3D manufacturing options that can come online in the next few weeks pending HC approvals
 - From a volume perspective – collaboration going on between plastic injection molding folks & the auto industry – so we'll potentially be able to scale up in much larger volumes
- **Gloves:** Given how quickly things changed w swabs, may want to start thinking about domestic capacity for glove manufacturing
- **Testing & Spartan:** Had a couple of good meetings with the CEO of Spartan – they've been approved and they're scaling up
 - Note of caution: it will take them more time to scale than they thought – supply will be thinner in the next little while
 - Will take a while for mass testing & we're not sure Spartan will be able to satisfy needs in the short term
 - Ongoing discussions with Spartan about expanding their operation – could take some time
- **Mask sterilization:** Call today with key players in this field
 - Between some procurement & some validation of existing technologies that we can do & existing equipment in hospitals – it looks like the sterilization issue will potentially be resolved without heavy lifting on our part

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