

McKenna, Neil

From: Kevin.Wong@international.gc.ca
Sent: Tuesday, March 31, 2020 4:09 PM
To: Kim, Sabrina; Clow, Brian; Garneau, Vincent; Zimmerman, Shannon; Wagner, Elise
Cc: Laurence.Deschamps-Laporte@international.gc.ca; Annie.Lagueux@international.gc.ca; Stickney, Matt; boyan.gerasimov@canada.ca
Subject: RE: Zoll Ventilator Issue

Hi all – sorry for all the email traffic. We're told by PCO that we can discuss this issue on the standing 6:30 procurement call, and that our Deputy Minister of Trade will dial-in to provide context. It will be the first issue on the agenda.

Some of you may already have this invite, but I've asked to ensure that everyone is added if they're not on it already. Talk to you all then.

-Kevin

From: Wong, Kevin -MINA
Sent: March 31, 2020 3:29 PM
To: 'Kim, Sabrina' <Sabrina.Kim@pmo-cpm.gc.ca>; Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>; Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>; Zimmerman, Shannon <Shannon.Zimmerman@dpmo-cvpm.gc.ca>; Wagner, Elise <Elise.Wagner@pmo-cpm.gc.ca>
Cc: Deschamps-Laporte, Laurence -MINA <Laurence.Deschamps-Laporte@international.gc.ca>; Lagueux, Annie -MINA <Annie.Lagueux@international.gc.ca>; Stickney, Matt <Matt.Stickney@pmo-cpm.gc.ca>
Subject: RE: Zoll Ventilator Issue

Thanks Sabrina. I've been pushing our officials all afternoon on this briefing – they're now telling me that PCO has taken over the organizing, on account of all the interested offices.

We're still aiming for today, but PCO officials will know more on timing/are the ones engaged in trying to put this meeting together. A push from your end might help expedite it?

Sorry for the delay.

From: Kim, Sabrina <Sabrina.Kim@pmo-cpm.gc.ca>
Sent: March 31, 2020 3:06 PM
To: Wong, Kevin -MINA <Kevin.Wong@international.gc.ca>; Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>; Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>; Zimmerman, Shannon <Shannon.Zimmerman@dpmo-cvpm.gc.ca>; Wagner, Elise <Elise.Wagner@pmo-cpm.gc.ca>
Cc: Deschamps-Laporte, Laurence -MINA <Laurence.Deschamps-Laporte@international.gc.ca>; Lagueux, Annie -MINA <Annie.Lagueux@international.gc.ca>; Stickney, Matt <Matt.Stickney@pmo-cpm.gc.ca>
Subject: RE: Zoll Ventilator Issue

Hi – standing by & also adding Matt Stickney who is the lead on procurement in PMO.

Thank you!

From: Kevin.Wong@international.gc.ca <Kevin.Wong@international.gc.ca>
Sent: Tuesday, March 31, 2020 12:19 PM

To: Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>; Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>; Zimmerman, Shannon <Shannon.Zimmerman@dpmo-cvpm.gc.ca>; Wagner, Elise <Elise.Wagner@pmo-cpm.gc.ca>; Kim, Sabrina <Sabrina.Kim@pmo-cpm.gc.ca>
Cc: Laurence.Deschamps-Laporte@international.gc.ca; Annie.Lagueux@international.gc.ca
Subject: RE: Zoll Ventilator Issue

Will have Sabrina and Elise added to the call as well. Thanks!

From: Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>
Sent: March 31, 2020 12:16 PM
To: Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>; Wong, Kevin -MINA <Kevin.Wong@international.gc.ca>; Zimmerman, Shannon <Shannon.Zimmerman@dpmo-cvpm.gc.ca>; Wagner, Elise <Elise.Wagner@pmo-cpm.gc.ca>; Kim, Sabrina <Sabrina.Kim@pmo-cpm.gc.ca>
Cc: Deschamps-Laporte, Laurence -MINA <Laurence.Deschamps-Laporte@international.gc.ca>; Lagueux, Annie -MINA <Annie.Lagueux@international.gc.ca>
Subject: RE: Zoll Ventilator Issue

Adding Elise and Sabrina who can join from PMO issues.

From: Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>
Sent: Tuesday, March 31, 2020 12:15 PM
To: Kevin.Wong@international.gc.ca; Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>; Zimmerman, Shannon <Shannon.Zimmerman@dpmo-cvpm.gc.ca>
Cc: Laurence.Deschamps-Laporte@international.gc.ca; Annie.Lagueux@international.gc.ca
Subject: RE: Zoll Ventilator Issue

Hi Kevin!

Thanks for the message. We are aware of the situation but a briefing could be useful, do you mind if we join on a call? I am adding my colleague Shannon who is the lead in our office on procurement.

Thanks!

Vincent

From: Kevin.Wong@international.gc.ca <Kevin.Wong@international.gc.ca>
Sent: Tuesday, March 31, 2020 12:08 PM
To: Clow, Brian <Brian.Clow@pmo-cpm.gc.ca>; Garneau, Vincent <Vincent.Garneau@dpmo-cvpm.gc.ca>
Cc: Laurence.Deschamps-Laporte@international.gc.ca; Annie.Lagueux@international.gc.ca
Subject: Zoll Ventilator Issue

Brian, Vincent,

I wanted to flag this issue below, as it may have bilateral implications. We have just recently learned of it, and are working with our officials now to get a better sense of the downstream implications of this US policy, including for other possible procurements. Us and PSPC are engaged.

We are working to have a briefing from GAC officials sometime in the next few hours – please let me know if you would be interested in joining, and I can have you added to the invitation.

Key issues:

- In March 2020, **PSPC issued a contract for 200 ventilators with ZOLL Manufacturing**, a ventilator plant in Chelmsford, MA. (Zoll is a US-based firm owned by a Japanese parent).
- The **first 50 ventilators were to be delivered in Canada on April 1** with a staggered delivery over the course of the next week.
- On Sunday March 29 **PSPC learned that ZOLL is not able to supply Canada with any ventilators until July, including the 200 already on order.**
- On Monday March 30 the Consulate in Boston had an email exchange with Zoll – in which **Elijah White, Zoll's president, stated he must fulfill the United States Department of Defence (DOD) order as a priority, and cannot supply Canada until July 2020.** Zoll indicated that **all its ventilator production will go to the US (DOD) for at least the next 60-90 days.** ZOLL has had a decades-long relationship with DOD, and DOD recently invoked existing options in current contracts, so they feel they have no choice but to execute.
- On Monday March 30 **DM Morgan raised Canada's order from Zoll with Deputy Secretary Biegun.** He was not aware of the issue but undertook to look into the matter. He was **unsure how much he could do, given demand from federal level and US states for ventilators.**
- On Tuesday March 31 **Minister Hajdu spoke with Sec Azar** (aprox 10h30 call) . He **promised to raise the issue of a formal exemption for Canada to the Defence Production Act** (and at a minimum to get the order of 200 ventilators from Zoll), noting PPE and essential equipment acquisition are being driven out of the WH with involvement of FEMA. He **also recommend a leaders call.**

With thanks,

Kevin Wong