

McKenna, Neil

From: Kim, Sabrina
Sent: Saturday, April 11, 2020 7:49 PM
To: Stickney, Matt; Theis, Rick; Zimmerman, Shannon; Lamothe, Colleen; Holland, Alyx; Clow, Brian; Chin, Ben; Duchesneau, Olivier; Deagle, Jordan; Khalil, Samantha
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Subject: Procurement Call - April 11

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

Some positive updates on: hand sanitizer (deal signed w Irving for additional 300k litres to start flowing next week), domestic ramp up of 30k ventilators, N95 deliveries (cargo jet arrived tonight with 1.6 – 1.7 million N95s which will now be tested) and regulatory approvals on mask sterilization technologies. QC also received some urgent isolation gowns to hold them over.

China introduced new export controls on PPEs yesterday. ESBE has issued a “do not use” on the 300k faulty swabs – AB, QC and MB have three days worth of swabs remaining. Officials are exploring five paths to resolve this particular swabs issue and in the meanwhile, China is ramping up quality control on test kits & swabs before they’re exported.

New purchases

- Deal signed with Irving for 300k litres of hand sanitizer
 - o Delivery will start flowing in the next week
 - o Between this & Fluid Energy (AB) deal, we’ll have a lot of hand sanitizer to offer to the health system and to other sectors too
- We are finalizing deals for 12 million N95s with some Chinese manufacturing plants
 - o If landed – the hope is to see 2 million coming in every five days
- There were some issues around the three LOIs for domestic ramp up of 30k ventilators
 - o Spent the last week negotiating with the companies, they’ve accepted the proposed indemnification strategy – 2 of the three contracts are signed and we’re waiting on the 3rd
 - o There is a fourth deal in the works on ventilators.
- Updates on O-Two ventilators?
 - o Spoke with Ontario recently – they’re still working on their O-Two contract
 - o They were facing similar indemnification issues and will likely have to go through the same route that we did
 - o Some movement on sensors from Honeywell which should start coming in very quickly, hopefully within a couple of weeks
- Linamar & Thornhill looking good too

Logistics

- Cargo jet landed a few mins ago with 1.6 – 1.7 million N95 masks
 - o It is also topped up with QC PPE too
 - o Will be sent for testing in North Carolina (approx. 72 hour turnaround); hope is that these masks will be of better quality
 - o Big milestone because it is the first Cdn cargo company to get all the clearances & visas to land etc. in the context of China’s new export controls of PPEs that were added yesterday
- Three Air Canada 777s arriving – one in Mtl and two at Pearson.
 - o One in Mtl has only QC PPE. And the ones in Pearson will include 785,000 N95s too.
- We have increasing numbers of masks in the warehouse – they will depart Shanghai on 15th and 16th.