

Lockington, Elliott (SPAC/PSPC)

From: Kusnick, Chelsea (SPAC/PSPC)
Sent: April 27, 2020 3:08 PM
To: 'Pierre Blondeau'
Subject: RE: Reference of Minister Francois Champagne

Hello Mr. Blondeau,

Thank you for reaching out.

I would be happy to help you work with our department to provide any supplies that meet our requirements.

First, I would invite you to submit an application on the Buy and Sell portal here: <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>. Once you've completed the form, you should receive a reference number.

If you could then provide me with

- The reference number
- How many of each piece you can supply at this time (gloves, N95 masks, gowns, surgical masks, etc)

I will then pass this information along to our procurement specialists who are triaging the submissions on the portal so that they have more information they can add to your submission.

Let me know if you have any questions. Thank you very much for your support.

Sincerely,

Chelsea Kusnick

Parliamentary Secretary Assistant and Legislative Assistant
Office of the Honourable Anita Anand | Bureau de l'honorable Anita Anand
Minister of Public Services and Procurement Canada | Ministre des Services publics et de l'Approvisionnement
PDP III, Tower A, 18th Floor, 11 rue Laurier Street, Gatineau QC, Canada K1A 0S5
chelsea.kusnick@canada.ca
Cell : 873 355 3368

From: Pierre Blondeau [mailto:pierreblondeau@blondogroupasia.com]
Sent: April 27, 2020 2:05 PM
To: Gerasimov, Boyan (SPAC/PSPC) <boyan.gerasimov@canada.ca>
Cc: [REDACTED]; Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>; Laporte, Anthony (SPAC/PSPC) <anthony.laporte@canada.ca>
Subject: RE: Reference of Minister Francois Champagne

M. Gerasimov,

Thank you for getting back to me so quickly. It's a pleasure to meet you and your team.

Chelsea and Anthony, I look forward to following up with you on this. I think what might be best as a first step would be to do an introductory conference call where we can bring in my business partner in Hong Kong so that we can discuss your near and medium term needs and give you an idea of how we might be able to fit into your strategy.

If that works for you, then please let me know what your schedule looks like and when might be a convenient time for you.

Thank you again, and I look forward to speaking with you soon.

Kind regards,

Pierre Blondeau, President, Blondo Group Asia Limited

香港灣仔譚臣道 141 – 149 號大業大廈 5 樓

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De : Gerasimov, Boyan (SPAC/PSPC) [<mailto:boyan.gerasimov@canada.ca>]

Envoyé : April-27-20 1:49 PM

À : Pierre Blondeau

Cc : [REDACTED] Kusnick, Chelsea (SPAC/PSPC); Laporte, Anthony (SPAC/PSPC)

Objet : RE: Reference of Minister Francois Champagne

Mr Blondeau,

Thank you very much for reaching out. Our office would be glad to hear more about the work of your company.

Let me introduce you to my colleagues, Chelsea and Anthony (cc-ed), who would be happy to discuss with you further.

Thank you and best regards,

Boyan

Boyan Gerasimov

Director of Policy | Directeur des politiques

Office of the Minister of Public Services and Procurement | Cabinet de la ministre des Services publics et
Approvisionnement Canada

From: Pierre Blondeau [<mailto:pierreblondeau@blondogroupasia.com>]

Sent: April 27, 2020 1:32 PM

To: Gerasimov, Boyan (SPAC/PSPC) <boyan.gerasimov@canada.ca>

Cc: P [REDACTED]

Subject: Reference of Minister Francois Champagne

Bonjour M Gerasimov,

Minister M. François Champagne asked me to contact you. I own a distribution company called Blondeau Distribution, based in Quebec City, with a satellite company based in Hong Kong. We are currently working with a variety of manufacturers in Asia (primarily China and Vietnam) to provide a range of PPE products to purchasers in North and South America. We have access to supply channels for products in high demand (NIOSH N95 respirators, surgical masks, gowns, gloves, etc.) at competitive prices. Importantly, we take very seriously our responsibility to ensure that we are only offering products which meet our standards for quality and authenticity. In a market that is riddled with counterfeit or poor-quality products, we carefully vet our suppliers and products in order to give our clients confidence that they are buying quality products from a trusted source.

Please let us know when might be a convenient time to speak so that I can understand your needs.

Kind regards,

Cc Chris Albergo director of our Hong Kong office

Pierre Blondeau, President, Blondo Group Asia Limited

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