

Lockington, Elliott (SPAC/PSPC)

From: Kusnick, Chelsea (SPAC/PSPC)
Sent: April 3, 2020 4:17 PM
To: Mullan-Boudreau, Caitlin (SPAC/PSPC)
Subject: FW: Procurement of Medical Supplies - Quick Question

Hey Caitlin,

Can you pass this along to the department. He mentions that he can also get ventilators from China so it would be good to keep on top of this one.

It's in the tracker and I will follow up on the ventilator question.

-----Original Message-----

From: Greg Isaacs [P]
Sent: April 3, 2020 12:31 PM
To: Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>
Subject: Re: Procurement of Medical Supplies - Quick Question

Dear Chelsea Kusnick,

Thank you for your reassuring words. I just want to do my best to help as many people as I can. I have heard on the news about profiteers in America, and seen how prices have changed with manufacturers abroad as well. I hope I can undercut these profiteers and do my part to help as many people as I can. These are pressing times we live in. This is war.

The Reference number for my Submission Form is #46248

I have included in the additional notes section, a more clear idea of the numbers and prices. In hindsight, I should have copied and pasted that information here as well.

1) The most important note though, is the ability to work with a close manufacturer, and produce 10,000 N95 masks a day. There are stories about fights for supplies and it being like the wild west. One person being out-bid by another, and then losing orders. This specific factory that can produce 10,000 masks a day, is reliable. If a sample is requested, I have them on hand and can go to Ottawa if necessary for verification by government officials (I live in Toronto, so if someone is closer, that's of course preferable).

Each N95 mask is \$3 USD/unit. This price is far better than the \$5 USD/mask that I heard on the news hospitals in America are paying. I am awaiting a response for information from the manufacturer, to determine the cost to transport by FedEx. Ideally, the least expensive freight options is the best price, which is sea freight. Due to the pandemic, the most reliable and fastest way to transport goods is with FedEx. Sea and air freight are not as reliable, with sea taking too long, and air freight being disorganized. So in theory, a weekly supply of N95 masks would be 70,000 units at \$3 USD per mask. Plus FedEx for transport.

I am awaiting clarification on other fees and such things as customs, which may or may not impact the overall cost for better or for worse.

2) There are other manufacturers listed in my submission, such as a factory ready to transport 250,000 surgical masks, and 50,000 KN95 masks. However, I do not have samples on hand. The benefit is the volume and speed to put on a

FedEx plane and ship. The disadvantage is not having that sample on hand to verify and approve. This same factory can then produce a steady stream of product, and the price for the KN95 mask would be also \$3 USD, and the surgical mask would be fifty cents per mask. FedEx would again be the method of transportation.

In the submission form, I mention a number of other ways I can help, and early quotations on important items such as ventilators for at maximum \$30,000 USD and CoVid-19 tests.

My goal is to establish a positive relationship with the government of Canada, and be your bloodhound dog seeking medical supplies and fetching quotations for you. Doing all this while finding a fair price for goods, and to get it into healthcare worker's hands as fast as possible. It is a difficult environment to navigate, but I hope I can help and do my part.

Best,

Greg Isaacs

On Fri, Apr 3, 2020 at 10:26 AM Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca> wrote:

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> Hi Greg,

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> Thank you so much for your support in this extraordinary time. Sincerely, providing protective equipment for our doctors and nurses is the best thing you can do at this time.

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> I would invite you to list the supplies you have on this form: <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>. Please provide me with the reference number you receive after completing the form.

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> Also, provide me with details around what your capacities are in terms of supply and timelines for delivery (as well as the price point).

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> Once I have that information, I can pass it along to the department who will follow up.

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> Thank you again for your engagement.

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> Best regards,

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> Chelsea Kusnick

