

Lockington, Elliott (SPAC/PSPC)

From: Theis, Rick <Rick.Theis@pmo-cpm.gc.ca>
Sent: March 19, 2020 3:51 PM
To: Murdock, Kelly (SPAC/PSPC)
Cc: Gordon2, Travis (HC/SC); Nowers, Kathryn (HC/SC)
Subject: RE: Urgent. procurement of N95 masks

Thx. Lemme know what your dept suggests. Totally understand that masks may not be priority, BUT, I do take the point of 1) need to build up a stock, and 2) them signing deals with others, which could limit our access if we ended up needing.

From: Murdock, Kelly (SPAC/PSPC) <kelly.murdock@canada.ca>
Sent: Thursday, March 19, 2020 3:48 PM
To: Theis, Rick <Rick.Theis@pmo-cpm.gc.ca>
Cc: Gordon2, Travis (HC/SC) <travis.gordon2@canada.ca>; Nowers, Kathryn (HC/SC) <kathryn.nowers@canada.ca>
Subject: Re: Urgent. procurement of N95 masks

<https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>

Sent from my iPhone

On Mar 19, 2020, at 3:44 PM, Theis, Rick <Rick.Theis@pmo-cpm.gc.ca> wrote:

Kelly. Can you flip me a link to the portal?

From: Murdock, Kelly (SPAC/PSPC) <kelly.murdock@canada.ca>
Sent: Thursday, March 19, 2020 3:37 PM
To: Gordon2, Travis (HC/SC) <travis.gordon2@canada.ca>; Theis, Rick <Rick.Theis@pmo-cpm.gc.ca>; Nowers, Kathryn (HC/SC) <kathryn.nowers@canada.ca>
Subject: RE: Urgent. procurement of N95 masks

The portal is generally where we're pushing people, since we don't have the capacity to be interacting every supplier individually. For context, we're up to over 5500 submissions as of this afternoon.

I'll follow up with officials on this one; our ADM Procurement has been negotiating directly with key suppliers for in-demand products. That said, right now N95 masks are not the top priority. So far they haven't been as hard to procure as some of the other items on the PHAC order sheet.

KM

From: Gordon2, Travis (HC/SC)
Sent: March 19, 2020 3:19 PM
To: 'Theis, Rick' <Rick.Theis@pmo-cpm.gc.ca>; Nowers, Kathryn (HC/SC) <kathryn.nowers@canada.ca>
Cc: Murdock, Kelly (SPAC/PSPC) <kelly.murdock@canada.ca>
Subject: RE: Urgent. procurement of N95 masks

Thanks Rick. Adding Kelly from PSPC. PSPC is managing the bulk ordering and we are working with PTs to have them identify their needs to us. We are ordering on behalf of all PTs, so there's no need for Honeywell to create contracts one-by-one with provinces.

I'll leave it to Kelly to advise on the solicitation approach that PSPC is taking for suppliers who need to be wined and dined.

In terms of the HC side, given that they already supply the Canadian market their licenses should all be in order, so no action needed on that front. In the event they're not on the Canadian market, I am certain they are under the American market – and our Interim Order on medical devices will essentially allow a turnaround for licencing/approvals in a matter of hours given that I assume they have approval from the FDA for these masks.

Thanks,
Travis

From: Theis, Rick <Rick.Theis@pmo-cpm.gc.ca>
Sent: 2020-03-19 3:08 PM
To: Nowers, Kathryn (HC/SC) <kathryn.nowers@canada.ca>; Gordon2, Travis (HC/SC) <travis.gordon2@canada.ca>
Subject: FW: Urgent. procurement of N95 masks

Flagging in case they had not been in touch with you.

From: Surkes, Marci <Marci.Surkes@pmo-cpm.gc.ca>
Sent: Thursday, March 19, 2020 2:09 PM
To: Stickney, Matt <Matt.Stickney@pmo-cpm.gc.ca>; Theis, Rick <Rick.Theis@pmo-cpm.gc.ca>
Subject: Fwd: Urgent. procurement of N95 masks

Can you direct where appropriate? Thanks

Begin forwarded message:

From: Elly Alboim <Elly@earnscliffe.ca>
Date: March 19, 2020 at 9:45:03 AM EDT
To: 'Marci Surkes' <[REDACTED]> "Marci Surkes (Marci.surkes@pmo-cpm.gc.ca)" <Marci.surkes@pmo-cpm.gc.ca>
Subject: Urgent. procurement of N95 masks

From my colleague....

From: Sarah Goldfeder <sgoldfeder@earnscliffe.ca>
Sent: March-19-20 9:41 AM
To: Elly Alboim <Elly@earnscliffe.ca>
Subject: procurement of N95 masks

Honeywell has the capacity to manufacture of N95 masks for Canada. They are looking to help, the response I was given was for them to go to the portal.

I passed the message along to the company, and the business unit is considering it. But they most likely won't do it. They won't do it because they have multiple customers knocking down their (virtual) door.

They are interested in helping and if Canada is in need, I am confident this company would step up – but the portal process is unlikely to be added to their queue. Like I noted above, they have a lot of potential customers coming to them right now, so they will focus on those that are most aggressive about their needs.

If Canada needs these masks – the company was at one point (yesterday) open to dedicating to a line to production for Canada in their Tijuana facility (they have already done this for the U.S. – at their U.S. facility, the MX facility is not part of the U.S. order fulfillment) – it would be worth considering an avenue other than this portal to secure those.

Honeywell was also clear that it did not have the resources to reach out to all the individual provinces and create smaller contracts one-by-one. Their business unit is swamped – if Canada needs these, we need to be aggressive about it.

Earnscliffe

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