

Lockington, Elliott (SPAC/PSPC)

From: Parmar, Dovejot (SPAC/PSPC)
Sent: March 25, 2020 3:06 PM
To: Mullan-Boudreau, Caitlin (SPAC/PSPC)
Subject: FW: BYD Face Mask & Hand Sanitizer
Attachments: BYD Canada Face Masks & Hand Sanitizer_Customer Intended Procurement Qua....xlsx
Importance: High

I have this on the tracker – they are a promising lead. Can we nudge Arianne’s team to reach out?

Dove

Dove Parmar

Special Assistant - Ontario | Adjoint spécial - Ontario
Office of the Honourable Anita Anand | Bureau de l’honorable Anita Anand
Public Services and Procurement Canada | Services publics et Approvisionnement Canada
dovejot.parmar@canada.ca

From: nicholas.he@byd.com [mailto:nicholas.he@byd.com]
Sent: March-25-20 2:52 PM
To: Parmar, Dovejot (SPAC/PSPC) <dovejot.parmar@canada.ca>
Cc: han.dongP
Subject: RE: BYD Face Mask & Hand Sanitizer
Importance: High

Hi Mr. Parmar,

I write to update the key information regarding the BYD Canada products’ regulatory status.

BYD masks and hand sanitizer have both been approved by FDA, and today BYD Canada will submit the MDEL application to apply for Canadian approval.

In the same time I’m getting more concerned that, if we wait too long and couldn’t act fast to submit the required quantity information to our factories, it will be more difficult to secure enough supplies for our communities in Canada.

The State of California, Washington, New York and Texas have been in very close contact with BYD US, and everyone wants to get ALL capacity we have for the next 2 months, and not to mention the governments in Europe have also been very proactively trying to secure supplies from China as well, BYD included.

Therefore, it is highly required that BYD Canada is able to collect future demand for next shipment as soon as possible, provided the extreme limited capacity that’s available. The sooner we received the demand for masks & hand sanitizer, the quicker BYD Canada is able to allocate more supplies into Canada to support our communities.

I hereby attached one form to collect the potential require quantity that your department is interested in inquiring with BYD, we’ll review the numbers and get back to you with the volume BYD’s able to supply based on our capacity and current orders.

I look forward to your response.

Nicholas

From: nicholas.he@byd.com [mailto:nicholas.he@byd.com]
Sent: March 24, 2020 09:46 AM
To: 'Parmar, Dovejot (SPAC/PSPC)' <dovejot.parmar@canada.ca>
Subject: RE: BYD Face Mask & Hand Sanitizer

Morning Mr.Parmar,

I trust all is well with you! I write to you with the latest update regarding the regulatory status of BYD essential products, as below:

Disinfectants—FDA approved yesterday

NDC Product Code	Proprietary Name	Non Proprietary Name	Dosage Form	Route of Administration	Marketing Date	Size
73818-010-01	BYD Hand Sanitizer Orange & Grapefruit	Alcohol	Gel	Topical	2020/03/23	500ml
73818-010-02	BYD Hand Sanitizer Orange & Grapefruit	Alcohol	Gel	Topical	2020/03/23	50ml
73818-020-02	BYD Hand Sanitizer Lavender	Alcohol	Gel	Topical	2020/03/23	50ml
73818-030-02	BYD Hand Sanitizer Aloe & Cucumber	Alcohol	Gel	Topical	2020/03/23	50ml

Masks—FDA approval in process

	Regulatory Status	Current status	Estimated Completion
Single-use Face Mask	<ul style="list-style-type: none">FDA approval pendingCE Approval pending	<ul style="list-style-type: none">Test reports, packaging information submitted to FDA on 2020/03/20FDA started the process of Emergency Use Authorization on 2020/03/23	2020/03/26
KN95 Face Mask			2020/03/26

Please kindly forward this information to your team responsible, and feel free to contact me if there's any questions.

I look forward to talking with you soon. Be well!

Nicholas HE
BYD Canada
190 Harry Walker Pkwy N, Newmarket, ON L3Y 7B4
nicholas.he@byd.com | www.byd.com | 213-399-9337



From: nicholas.he@byd.com [mailto:nicholas.he@byd.com]
Sent: March 23, 2020 11:44 AM

To: 'Parmar, Dovejot (SPAC/PSPC)' <dovejot.parmar@canada.ca>

Subject: RE: BYD Face Mask & Hand Sanitizer

Importance: High

Hi Mr. Parmar,

Glad to talk to you, per our conversation, please kindly find the quantity and availability information as below,

	Quantity	ETA GTA	Bulk Order Price		Order Volume	Packaging	Regulatory Status
Single- use Face Mask	500,000pcs	April 2 nd	C\$0.96/pcs	C\$48/box+ tax+ Freight C\$1,920/case+ tax+ Freight	≥ 10,000pcs	50pcs/box, 40boxes/case (2,000pcs)	Meet standard YY/T 0969- 2013 (China National Standard) FDA approval pending, in process
KN95 Face Mask	200,000pcs	April 2 nd	C\$4.8/pcs	C\$240/box+ tax+ Freight C\$4,800/case+ tax+ Freight	≥ 10,000pcs	50pcs/box, 20boxes/case (1,000pcs)	Meet standard GB 2626- 2006 (China National Standard) FDA approval pending, in process
Hand Sanitizer (50ml)	158,400 bottles	April 22 nd	C\$3.22/pcs	C\$64.4/box+ tax+ Freight C\$772.8/case+ tax+ Freight	≥ 50,000pcs	20 bottles/box 240 bottles/case	Meet standard GB 27950- 2011 FDA approval pending, in process
Hand Sanitizer (500ml)	18,480 bottles	April 22 nd	C\$12.00/pcs	C\$240.0/case+ tax+ Freight	≥ 2,000pcs	20 bottles/case	FDA approval pending, in process

*Freight: delivery cost from BYD Canada warehouse (Newmarket, ON) to required shipping location.

Moreover, considering the limited supply availability, stock will run low shortly. TTC (Toronto Transit Commission) as one of BYD Canada's customers, has shown their strong interest to procure 100,000 BYD masks and will be placing an order soon.

I would like to discuss further, in condition of the acceptance of BYD products, about the upcoming demand in the near term, we already have plan to import more supplies from BYD Corporate China, so we can be well prepared to provide full support for the Government of Canada in response to Covid-19.

With kind regards,

Nicholas HE

BYD Canada

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THE OFFICIAL SPONSOR
OF MOTHER NATURE

From: nicholas.he@byd.com [mailto:nicholas.he@byd.com]
Sent: March 22, 2020 04:22 PM
To: 'Parmar, Dovejot (SPAC/PSPC)' <dovejot.parmar@canada.ca>
Subject: RE: BYD Face Mask & Hand Sanitizer

Hi Dove,

I have followed your instruction to complete the online submission at the web link below. Moreover I tried to call you back, and left the voicemail/text message for you then. Just in case you didn't have our products' information, I hereby attach the related files for your further review, including the latest price update for hand sanitizer.

Please take care, and we'll talk soon!

With kind regards,

Nicholas HE
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190 Harry Walker Pkwy N, Newmarket, ON L3Y 7B4
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THE OFFICIAL SPONSOR
OF MOTHER NATURE

From: Parmar, Dovejot (SPAC/PSPC) [mailto:dovejot.parmar@canada.ca]
Sent: March 22, 2020 12:57 PM
To: nicholas.he@byd.com
Subject: RE: BYD Face Mask & Hand Sanitizer

Hi Nicholas,

Just tried calling you – could you give me a ring at P [REDACTED].

Also, could you confirm if you have submitted your capacity as a supplier to this URL:
<https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>

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From: nicholas.he@byd.com [mailto:nicholas.he@byd.com]
Sent: March-20-20 4:48 PM

To: Parmar, Dovejot (SPAC/PSPC) <dovejot.parmar@canada.ca>

Subject: RE: BYD Face Mask & Hand Sanitizer

Hello Dove,

My number is 213-399-9337, look forward to talking with you.

Nicholas

From: Parmar, Dovejot (SPAC/PSPC) [<mailto:dovejot.parmar@canada.ca>]

Sent: March 20, 2020 04:11 PM

To: nicholas.he@byd.com

Subject: RE: BYD Face Mask & Hand Sanitizer

Hi Nicholas,

Han forwarded me your email stating BYD Canada's interest in assisting the Government of Canada's response to COVID-19. Is there a number where I could contact you?

Dove

Dove Parmar

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Public Services and Procurement Canada | Services publics et Approvisionnement Canada

dovejot.parmar@canada.ca

From: nicholas.he@byd.com <nicholas.he@byd.com>

Sent: Thursday, March 19, 2020 9:24:32 PM

To: Dong, Han - Personal P [REDACTED]

Subject: BYD Face Mask & Hand Sanitizer

Hi Mr. Dong,

Nothing is more important than the health and safety of our customers and colleagues, and I hope all is well with you and the family at this specific moment.

In the wake of the global impact of COVID-19, BYD has taken our social responsibility and quickly engaged one of its industrial parks in Shenzhen, China to produce face masks and disinfectants to help stop the outbreak. And as of March 13, the facility is now the world's largest mass-produced face masks plant with an output of 5 million masks and 300,000 bottles of disinfectants per day. And currently we manufacture two types of masks, KN95 Particulate Respirator and Single-use Face Masks respectively.

Rooted in Ontario, BYD Canada is keen on helping alleviate severe shortages that have affected hospitals and agencies across Canada, flowingly we have plans to bring 200Kpcs masks into Canada by mid-April, along with the Hand sanitizers (volume to be confirmed later). I would like to give you a heads-up and await your feedback in terms of the required volume.

Provided the limited supplies are available, I would like to reach out to you first to have a rough feedback, if necessary we will increase the upcoming shipment right after.

Attached please find the products' information, should there be any questions please feel free to let me know.

With kind regards,

Nicholas HE | **BYD Canada**

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