

Lockington, Elliott (SPAC/PSPC)

From: Taipalus, Madison (SPAC/PSPC)
Sent: March 26, 2020 7:33 PM
To: Mullan-Boudreau, Caitlin (SPAC/PSPC)
Subject: FW: Thanks for the call today

Apollo management solutions in SK have masks, suits, gloves, sanitizer, disinfectant. Not sure if you want to share with Bill and Arianne. It is in the tracker.

Madison

From: Cameron Scott [mailto:cameronscott@apollomanagement.ca]
Sent: March 26, 2020 15:19
To: Logan, Tim (IC) <tim.logan@canada.ca>
Cc: Taipalus, Madison (SPAC/PSPC) <madison.taipalus@canada.ca>; Phillips, Kylie (HC/SC) <kylie.phillips@canada.ca>
Subject: Re: Thanks for the call today

Good afternoon Madison,

We were holding off on the GC Buy and Sell until we knew we were able to import the product. But I can/will absolutely ensure that we are entered in there today.

As for capacity we currently have the following capacity

*this is a conservative statement of capacity using only 1 vendor per product type with the exception of the N95's. Let me know if you need more information.

Please note: Even though we are able to import the N95's as an industrial product we have been advised that we may require an MDEL or Exemption given the current medical intended purpose for the N95's.

Microporous Suits (CAT Type 5/6)

Similar Fabric to Tyvek but not Tyvek Brand

- Location - Shaanxi Province PRC
- Availability: ~ 50,000pcs available for immediate shipment (1-3 days)
- Production Capacity: 50,000pcs or higher production capacity weekly
- Production Lead Time: 5 to 10 days including production booking

Nitrile Gloves

6mm Black Nitrile Gloves

- Availability: 100cases (~5,000pcs) available locally (100,000pcs slotted for production within 2 weeks)

5mm Blue - available for immediate production

- Availabilty: up to 500cases for immediate shipment (1 to 3 days) (Location - Shaanxi Province)
- Production Capacity: 200,000 or higher daily production (Negotiable Production Slot)
- Production Leadtime: 7 to 10 days (if not in stock) including production booking

Noriquat Commercial Disinfectant Concentrate - 72cases (~288 x 4L Jugs)

*produces very high qty of RTU disinfectant mix.

- Produced in Canada

- Ongoing Production with significant capacity.

Hand Sanitizer - available for immediate labelling and available for immediate product

*Pending Approval for Import and SL from NHPD

- Location: Guangdong Province, China
- Production Capacity: 200,000pcs or higher daily production (500,000pcs + weekly)
- Production Lead Time: 7 - 10 days including production booking

Niosh N95 Respirator Masks

- Location: Guangzhou, China and Ningbo, China
- Availability: 1000 to 2,000pcs available for immediate shipment (Can confirm tonight)
- Availability: Very small amount available locally / in Canada through partners.
- Production Capacity: Confirmed immediate small batch production of 10,000pcs (3-7 days)
- Production Capacity: 50,000pcs or higher daily volume (200,000pcs weekly with pre-booking)
- Production Lead Time: 5-7days or 7-10 days depending on booking schedule (Alternating flat and cone production)

Also available in unconfirmed production capacity: FFP2(CEA9507) KN95, EN136 Full Mask, EN140 Half Mask, EN14387 Mask Filters

Laboratory Style Goggles

Availability: Significant Quantity in stock (100,000pcs+)

Production: Ongoing Availability

Note: We can confirm production Capacity and Lead Times if there is a demand.

Cameron Scott BMgmt, PSGov, PMP

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On Mar 26, 2020, at 12:00 PM, Logan, Tim (IC) <tim.logan@canada.ca> wrote:

Thanks Madison! Was in the middle of writing an email doing that – probably saves me forgetting to CC someone again...

Cameron – remind me, have you folks emailed the expedited licensing portal at hc.covid19healthproducts-produitsdesante.sc@canada.ca? If not – that would be a good step to take as well as they would have some more detailed information.

-Tim

From: Taipalus, Madison (SPAC/PSPC) <madison.taipalus@canada.ca>
Sent: March 26, 2020 1:57 PM
To: Cameron Scott <cameronscott@apollomanagement.ca>; Logan, Tim (IC) <tim.logan@canada.ca>
Cc: Phillips, Kylie (HC/SC) <kylie.phillips@canada.ca>
Subject: RE: Thanks for the call today

Thanks for the info! Adding our counterpart at Health Canada.

Madison Taipalus

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From: Cameron Scott [<mailto:cameronscott@apollomanagement.ca>]
Sent: March 26, 2020 13:51
To: Logan, Tim (IC) <tim.logan@canada.ca>
Cc: Taipalus, Madison (SPAC/PSPC) <madison.taipalus@canada.ca>
Subject: Re: Thanks for the call today

No problem Tim,

I have a little understanding of what it can be like in Ministerial Offices and I know that if you are sending emails at 9pm it was a very long and busy day.

As for the incensing: We are finalizing our QA documents today to conform to the NHPD requirements for importers and expect that we will be submitting the SL with QAR today...Although, in a nearly comedic turn of events my Operations Lead who is helping me with creating some of the required forms specific to NHP's had his computer go down on him and we are unable to quickly trouble shoot due to the lack of availability of open computer / electronics stores. We are transitioning him over to an old desktop right now but this will be a bit of a process as we only use Mac's at our office now....

As for relevant information that may be of assistance in processing or advising us regarding our application/license. The product that we are attempting to import would be triaged as a Level 2 item on the *Health Canada Application and Notification Form for Exceptional Release of Disinfectant and Sanitizing Products*.

We believe that our product absolutely qualifies for immediate release pursuant to the information given at the top of the form as we have the CE Certificate of Compliance as well as a copy of our Vendors FDA Registration. This product would be permitted for use in the USA and the EU(MRA Partner).

We have also cross referenced the ingredients in our Formula with NHPD Ingredient Monographs and have ensured that our Label and MSDS sheets contain all of the appropriate warnings and are conformant to Canadian Bilingual Labelling requirements. We have also obtained the testing reports for the current batch of product to confirm that

there are no trace contaminants or prohibited ingredients. We have also obtained numerous Manufacturing Audit / Assessment Reports of the vendor from TUV Rheinland (Quality Assurance Company) and we have had one of our International Partners in Guangzhou visit the factory to confirm capacity and ability of the vendor.

Let me know if this information helps at all. We will be submitting all of our documents with SL and QAR but I will also gladly share anything needed if we are able to confirm that we can begin production and shipping while we are waiting for our SL/QAR to be approved.

I am unsure of the intent or purpose of the Exceptional Release Form, or if it will permit us to bring our product here without the SL but given the wording in the document it seems to imply that we should be able to begin import immediately given the product conformance but I have not received a very clear answer on that, except from the CBSA who said that that they feel the same as I do and that I probably meet the requirements but that they couldn't guarantee anything on the Health Canada side.

Honestly, any advise or direction would be great. Like I said on our call, we have pre-vetted vendors on our end who can produce quality, consistent, constant, high volume quantities of Niosh N95 Respirators, Cleaning Wipes and Hand Sanitizer and we can help manage a supply chain on our end where we can be processing order quantities in the 100,000's pcs weekly and just keep it coming in automatically. We just need the go ahead and a Purchase or Sales Order. We even made contact with the largest pharmaceutical manufacturer in Bangladesh to get things lined up there just in case it was something that was needed to assist in the response.

Sorry, for writing an essay and rambling a bit..its been a long week of 2am shutdowns and 7am startups to make sure everything is set to go if needed. There is a lot of information involved on our end and I could bore you for weeks on how the logistics and distribution will work.

Talk to you soon,