

## Lockington, Elliott (SPAC/PSPC)

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**From:** Jason Thompson <jthompson@superior-strategies.ca>  
**Sent:** April 2, 2020 9:40 PM  
**To:** Parmar, Dovejot (SPAC/PSPC)  
**Cc:** Kusnick, Chelsea (SPAC/PSPC); Kurusamy, Gowthaman (HC/SC); cameronscott@apollomanagement.ca; Jason Swann; Mark Hinz  
**Subject:** Re: Contact Coordinates - CCAB Follow Up

Good Evening Doug,

Thanks for the chat today, and we truly appreciate the opportunity to assist where we can.

As discussed I was not able to locate the reference # we discussed today. We have our Class 1 MDEL Lic#11697. I am also waiting on my PSAB # from the Government as we are registered as an Indigenous Business.

I have included a few of my colleagues in this email who are working hard to source products nationally and internationally, and have years of experience with international imports and logistics.

We currently have access to the following products, lead time and costs very, depending on the changing condition and method of transport.

Here are the products we have access to immediately:

- 1) Hand Sanitizer - 60ML - \$3.45 per bottle/\$282.00 per case, 500ML - \$9.25 per bottle/\$161.25 per case, and 1 Litre Bottles. 100,000L weekly production capacity.  
(Hand Sanitizer Prices include Standard Freight)
- 2) Lakeland Disposable Coveralls
- 3) Nitrile Gloves - Subject to limited availability (4 mil, 5 mil, 6 mil)
- 4) N95 NIOSH Certified Masks - Access from 4,000 - per week to 20,000 and greater, very unpredictable. We are willing to go at cost plus. Pricing & availability are subject to change daily based on quota and capacity.
- 5) Surgical Masks - Access varies from 100,000 - to greater per week. Pricing & availability subject to change daily based on quota and capacity; still vetting factories and supply lines.
- 6) Jan/San Products- Attached is the Noriquat Disinfectant Product comes as a concentrate, retails for \$28.00 per 4L container. Currently looking at using the Noriquat to create own disinfectant wipes. Should have a strategic plan in place in the coming week and a half for the wipes. We also have hand soap (bulk and dispensed through non-proprietary dispensers) and other cleaning chemicals available (ex. RTU glass cleaner, carpet cleaner, neutral floor cleaner, stain remover, etc)

I believe a conference call will better showcase our capabilities and demonstrate our commitment to assist and use our connections here in Canada as well as abroad to meet the needs of our communities and countries. We believe in ethical business practices, and at the end of day we want to conduct all of our business dealings with the utmost integrity.

I look forward to your response.

Chi-Miigwetch (Thank-You);

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Aboriginal Business 

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**From:** Parmar, Dovejot (SPAC/PSPC) <[dovejot.parmar@canada.ca](mailto:dovejot.parmar@canada.ca)>  
**Sent:** Thursday, April 2, 2020 1:47 PM  
**To:** Jason Thompson <[jthompson@superior-strategies.ca](mailto:jthompson@superior-strategies.ca)>  
**Cc:** Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)>; Kurusamy, Gowthaman (HC/SC) <[gowthaman.kurusamy@canada.ca](mailto:gowthaman.kurusamy@canada.ca)>  
**Subject:** Contact Coordinates - CCAB Follow Up

Hi Jason,

It was a pleasure chatting with you just now. As discussed, could you look into tracking down a reference number for me for the Buy and Sell submission that was made? Also, provide me with details around what your capacities are in terms of supply and timelines for delivery (as well as the price point).

Also, I am proactively sending you the following information in the situation that one of these resources becomes relevant for you. Of note, the last email listed is the one that you should send a note in for with respect to hand sanitizer. I have copied my colleague, Gowthaman Kurusamy, for situational awareness on that specific element.

**FOR NEW OR RETOOLING IDEAS:**

*Industry, Science and Economic Development Canada (ISED) has launched a “call to action” to Canadian manufacturers to help fight COVID-19. They have created a new web page as well as an intake for manufacturers that make needed supplies, have the potential to rapidly re-tool existing facilities or equipment, or who have skilled workers that could be available to work elsewhere in Canada.*

- Web page: <https://www.canada.ca/en/services/business/maintaingrowimprovebusiness/manufacturers-needed.html>
- Generic email address: [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca)

**FOR EXISTING SERVICE PROVIDERS OR MANUFACTURERS (NOT RETOOLING):**

*Public Service and Procurement Canada (PSPC) has established a web portal and intake form for suppliers that are able to provide specific products (i.e. N95 masks, gowns, gloves and other PPE) or services (i.e. nursing, food, security)*

- Information submitted through the web portal & generic email address are triaged by type and then referred to a procurement “tiger team” that crosswalks the information submitted through the portal to requirements determined by PHAC & P/Ts
- Web portal: <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>
- Generic email address: [TPSGC.PABPMEClient-APOSMEClient.PWGSC@tpsgc-pwgsc.gc.ca](mailto:TPSGC.PABPMEClient-APOSMEClient.PWGSC@tpsgc-pwgsc.gc.ca)

**HEALTH PRODUCT MANUFACTURER OR POTENTIAL IMPORTER THAT SEEKS CLARITY ON THEIR PATHWAY AND REGULATORY DETAILS:**

For health product manufacturer or potential importer that want to seek clarity on their pathway and regulatory details:

For any questions/requests/applications for **medical devices, including test kits**, this email:

[hc.devicelicensing-homologationinstruments.sc@canada.ca](mailto:hc.devicelicensing-homologationinstruments.sc@canada.ca)

For any questions/requests/applications for other **health products, including hand sanitizer**, this email:

[hc.covid19healthproducts-produitsdesante.sc@canada.ca](mailto:hc.covid19healthproducts-produitsdesante.sc@canada.ca)

**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

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