

Lockington, Elliott (SPAC/PSPC)

From: Taipalus, Madison (SPAC/PSPC)
Sent: March 23, 2020 10:11 AM
To: Phillips, Kylie (HC/SC); Kelly, Pat - Riding 1A
Subject: RE: IMPORTANT: Fw: Medical Supply Chain and Logistics Covid-19

Thank you!

Sharing with my Procurement team.

Madison Taipalus

Regional Advisor- Western and Northern Canada
Conseillère régionale - Ouest et Nord du Canada
819-997-5421

From: Phillips, Kylie (HC/SC)
Sent: March 23, 2020 10:04
To: Kelly, Pat - Riding 1A <Pat.Kelly.C1A@parl.gc.ca>
Cc: Taipalus, Madison (SPAC/PSPC) <madison.taipalus@canada.ca>
Subject: RE: IMPORTANT: Fw: Medical Supply Chain and Logistics Covid-19

Hi Kate,

Thank you for sending this our way! If you could have Mr. Marthaller send in his procurement proposal via the form at <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19> , that would be perfect. This is what is being used to receive offers from established suppliers for supply procurement. I have cc'ed my colleague, Madison, in Minister Anand's office for her awareness, as that office is stickhandling procurement.

Kylie Phillips
Regional Advisor, West and North/Conseillère Régionale, Ouest et Nord
Office of the Minister of Health/Cabinet de la Ministre de la Santé
kylie.phillips@canada.ca
W: 613-941-8993
C: 613-314-9436

From: Kelly, Pat - Riding 1A <Pat.Kelly.C1A@parl.gc.ca>
Sent: 2020-03-22 3:35 AM
To: Phillips, Kylie (HC/SC) <kylie.phillips@canada.ca>
Cc: Kelly, Pat - Riding 1A <Pat.Kelly.C1A@parl.gc.ca>
Subject: IMPORTANT: Fw: Medical Supply Chain and Logistics Covid-19
Importance: High

Hello Kylie,

I am forwarding the below email for your urgent attention.

Regards,

Kate Scott
Casework Officer
MP Pat Kelly Calgary Rocky Ridge
Ph: 403 282 7980
Email: pat.kelly.c1a@parl.gc.ca

From: Kelly, Pat - M.P. <Pat.Kelly@parl.gc.ca>
Date: March 21, 2020 at 8:59:51 AM MDT
To: Kelly, Pat - Riding 1A <Pat.Kelly.C1A@parl.gc.ca>
Subject: Fw: Medical Supply Chain and Logistics Covid-19

From: Dale Marthaller <DMarthaller@sinclair dental.com>
Sent: March 20, 2020 4:29 PM
To: Kelly, Pat - M.P.
Subject: Medical Supply Chain and Logistics Covid-19

Dear Mr. Pat Kelly,

We are a Canada wide distributor (Branch office in Calgary) of medical equipment, supplies with an extensive outside installation and service team. Currently we focus on supplying approximately 9,000 Dentists across the country, some of which include Hospitals, Prisons and Military Bases. We process and ship approximately 1000 orders per day and in our current business model we stock and manage more than 20,000 SKU's. Our 200+ strong service teams provide services ranging from Break/Fix repairs through to designing and building new Dental practices.

We have offices in Vancouver (North Vancouver), Calgary, Edmonton, Winnipeg, London, Toronto, Ottawa, Montreal, Quebec City and Halifax and we have two major distribution centers located in Vancouver (North Vancouver) and Toronto (Mississauga). We are a Canadian owned company employing more than 600 people and in 2019 transacted more than \$250 Million.

As the Dental industry in Canada has powered down to only providing emergency services we are now significantly over-resourced and are eagerly looking to join in the fight against Covid-19.

In a public address made by Prime Minister Trudeau today he made a call out to Canadian industry to get involved. We have significant resources that we can engage in this fight. In considering us the following apply:

- Medical Supply and equipment experience
- Significant procurement and inventory management abilities
- Can manage high order volumes, the majority of which ship on the day ordered
- Health Canada certification
- Security Clearances for sensitive government sites
- Significant number of bench and field technicians (Provide repair and medical equipment installation services)

On behalf of our Executive committee, I'm urgently reaching out to initiate a conversation.

Thank you,

Dale Marthaller

Director of Information Technology



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Owned & Operated

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www.SinclairDental.com