

## Lockington, Elliott (SPAC/PSPC)

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**From:** Kusnick, Chelsea (SPAC/PSPC)  
**Sent:** June 8, 2020 8:56 AM  
**To:** 'Francois.Boulay@tpsgc-pwgsc.gc.ca'  
**Subject:** FW: 3M masks N95 medical model 1860

Hi Francois,

Can you check on this request?

Mr. Gradek should have a buy and sell request. Do you know if anyone has reached out to him?

Thank you!

Chelsea

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**From:** Serengulian, Norair (PMO/CPM)  
**Sent:** June 8, 2020 8:32 AM  
**To:** Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>; Laporte, Anthony (SPAC/PSPC) <anthony.laporte@canada.ca>  
**Subject:** RE: 3M masks N95 medical model 1860

Hi Chelsea,

Can we have a quick chat sometime today please?

Thanks,

Norair

Norair Serengulian  
Directeur – Relations avec les communautés | Director – Relations with Communities  
Cabinet du Lieutenant du Québec | Office of the Québec Lieutenant  
Cellulaire | Cellular: 514-443-4747  
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[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)

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**From:** Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)>  
**Sent:** Tuesday, June 2, 2020 9:57 AM  
**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>; Laporte, Anthony (SPAC/PSPC) <[anthony.laporte@canada.ca](mailto:anthony.laporte@canada.ca)>  
**Subject:** RE: 3M masks N95 medical model 1860

I'll follow up and let you know.

Thanks,

Chelsea

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**From:** Serengulian, Norair (PMO/CPM)

**Sent:** June 2, 2020 9:04 AM

**To:** Laporte, Anthony (SPAC/PSPC) <[anthony.laporte@canada.ca](mailto:anthony.laporte@canada.ca)>; Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)>

**Subject:** FW: 3M masks N95 medical model 1860

Hello Anthony, Chelsea,

I hope that you are both doing well.

Please see below. Any updates on his request? Any information would be greatly appreciated. A call to him would be even better.

Just to recap the opportunity presented to us, Mr. Gradek is able to obtain large quantities of 3M, US-sourced, N95 masks. He is dealing directly with 3M.

Thanks,

Norair

Norair Serengulian

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**From:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>

**Sent:** Saturday, May 30, 2020 1:37 PM

**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>

**Subject:** Re: 3M masks N95 medical model 1860

Hi Norair

I hope that you and your loved ones are well

I have not had any call from anyone in regards to the 3M masks which are available.  
Nor any progress on ventilation systems for CHLSD with sterilization?

I am really trying to put forward solutions to help bring preparedness in combating this Covid19

The China Canada relationship will probably be further stressed and importing PPE from China may become more difficult all the reason to be prepared

I would be more than pleased to discuss with the right people how I can help rapidly to put in place procedures to be ready

Best regards

Thomas Gradek

Sent from my iPhone

On May 8, 2020, at 11:40 AM, Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)> wrote:

Hi Norair,

were you able to reach your contact.  
I did not get any call to date.

Best regards

Thomas Gradek  
President  
RHST Industries Inc  
[www.rhstindustries.com](http://www.rhstindustries.com)  
+1-514-867-4646  
<Outlook-y1jvbxde.jpg>

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**From:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>  
**Sent:** May 8, 2020 8:27 AM  
**To:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>  
**Subject:** RE: 3M masks N95 medical model 1860

Hello Tom,

The first line of my email mentioned "time sensitive."

I will ask him to contact you just as soon as I am able to contact him.

Norair

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**From:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>  
**Sent:** Friday, May 8, 2020 8:06 AM  
**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>  
**Subject:** Re: 3M masks N95 medical model 1860

Hi Norair  
Thank you for the information  
My MDEL is 12149  
I am certain that your colleague is inundated with offers  
But  
What differentiates this is  
Price and delivery and terms

And dealing directly with 3M

I would welcome an exchange with your colleague if that would enable a better comprehension of this opportunity

Best regards

Tom

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**From:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>

**Sent:** Friday, May 8, 2020 7:57:56 AM

**To:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>

**Subject:** RE: 3M masks N95 medical model 1860

Hello Tom,

Thank you for the update.

I immediately received a reply from my colleague who works for Minister Hajdu. He sent me links regarding MDEL certification and asked that I send those links to you. I told him that you are already certified.

The responsible ministry for your request is Public Service and Procurement. I had sent the email to my colleague who works for Minister Anand. I sent him a reminder email later in the day. I will be calling him later this morning. I've been told that he is inundated with similar requests.

More to come.....

Thanks,

Norair

Norair Serengulian

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**From:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>

**Sent:** Friday, May 8, 2020 6:07 AM

**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>

**Subject:** Re: 3M masks N95 medical model 1860

Good morning Norair,

I hope that you are well.

Just to keep you posted, I did not get any feedback or communication in regards to the 3M masks.

Best regards  
Thomas Gradek  
President  
RHST Industries Inc  
[www.rhstindustries.com](http://www.rhstindustries.com)  
+1-514-867-4646  
<image001.jpg>

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**From:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>  
**Sent:** May 7, 2020 11:44 AM  
**To:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>  
**Subject:** RE: 3M masks N95 medical model 1860

Hello Tom,

Thank you for both your call earlier and for your email.

I have forwarded your email to both my colleagues at Health and at Public Service and Procurement. I have also copied my colleagues in the Office of the Prime Minister.

I will continue to update you on developments as they become available.

Thank you again and hope to speak soon.

Best regards,

Norair

Norair Serengulian  
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**From:** Thomas Gradek <[tgradek@rhstindustries.com](mailto:tgradek@rhstindustries.com)>  
**Sent:** Thursday, May 7, 2020 10:15 AM  
**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>  
**Subject:** 3M masks N95 medical model 1860

Hi Norair,

I appreciate you taking the time to discuss with me the prospect of direct supply from 3M a quantity of 100MM+ masks which can be delivered on a 5-7 days cycle of 25MM Through the major distributor of Biomed supplies (Legend Protection Supply) in the USA, it is possible to deal directly with 3M to obtain sizeable quantities of masks (minimum 100MM order).

At present, through this channel, another country is closing its respective contract for the supply of masks.

There is no funds that are transferred prior to shipping.

The price is \$2,75 USD CIF major Canadian airport + a 3% administration fee.

the procedures are posted below

the price will be increasing on Monday in anticipation of a large contract in the pipeline.

In order to secure the delivery, it would be necessary to forward a completed LOI by Friday.

### **PROCEDURES**

- 1- Our 3M Mask Supplier is 3M, NOT a Distributor and NOT a Broker. WE ARE DIRECT!
- 2- Hospital or government agency submits a LOI with the following information:  
Date, Buyer's information (buyer's name, address, email, phone number, name of authorized person to sign the PO)
  - Masks model and quantity
  - Shipping destination CIF (airport and city)
- 3- Once the LOI is received, 3M provides the Buyer with a Commercial Agreement, IMFPA and Commercial Invoice. The Buyer's lawyer confirms Buyer's POF with the Seller's lawyer.
- 4- All documents will be reviewed by the Buyer.
- 5- Once approved by both parties, the documents are signed and submitted to Seller (3M).
- 6- The Prospective Transaction would involve payment from Buyer to Seller under the following terms: Buyer will make payments in the amount of 100% of each invoice as mask lots become available, after the SGS inspection. (Buyer's responsibility to engage SGS)
- 7- Exact location of the 3M manufacturer is disclosed to the buyer for the SGS inspection, at Buyer's expense.
- 8- 100% of the invoice is paid to the Seller's paymaster after the SGS report is sent to the Buyer and Seller with confirmation of the LOI to Buyer's name, verification of authenticity and with serial numbers, lot numbers ,certificates and quantities.
- 9-This confirms the completion of the order.
- 10- All prices are CIF.
- 11- Buyer is responsible for customs clearance and to make sure that Buyer has all the necessary documents to import medical supplies in the designated shipping destination.
- 12- Commercial agreement is now complete.

### **3 Attachments**

**Legend's 3M format of verification of product destination, purchase order, LOI, Buyer information form,**

There is no need to provide a proof of funds for government orders

I am available to answer any questions pertaining to the above offer.

I trust that this information will be suitable for aiding in COVID19 resolves

Sincerely,

Thomas Gradek  
President  
RHST Industries Inc  
[www.rhstindustries.com](http://www.rhstindustries.com)  
+1-514-867-4646  
<image001.jpg>