

## Lockington, Elliott (SPAC/PSPC)

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**From:** Taipalus, Madison (SPAC/PSPC)  
**Sent:** March 20, 2020 6:41 PM  
**To:** Lalli, Sangeeta  
**Subject:** RE: Medical Supply Chain and Logistics

Thanks! Inputted into my tracker

-----Original Message-----

**From:** Lalli, Sangeeta [mailto:Sangeeta.Lalli@pmo-cpm.gc.ca]  
**Sent:** March 20, 2020 18:17  
**To:** Taipalus, Madison (SPAC/PSPC) <madison.taipalus@canada.ca>  
**Subject:** Fwd: Medical Supply Chain and Logistics

Sent from my iPhone

Begin forwarded message:

**From:** "Simons, Fiona (EC)" <fiona.simons@canada.ca>  
**Date:** March 20, 2020 at 4:13:17 PM MDT  
**To:** "DMarthaller@sinclairidental.com" <DMarthaller@sinclairidental.com>  
**Cc:** "Jonathan.Wilkinson.A1@parl.gc.ca" <Jonathan.Wilkinson.A1@parl.gc.ca>  
**Subject:** Re: Medical Supply Chain and Logistics

Hi Dale,

Minister Wilkinson passed along your kind email to me for a thorough response. Thank you for getting in touch — it is very much appreciated.

The Public Health Agency of Canada is working closely with federal partners, provinces and territories to assess potential shortfalls, and identify priority items.

Public Services and Procurement is also proactively engaging with industry to help meet Canada's needs, and is leading the consolidated purchase of required emergency supplies and services.

Any potential suppliers or individuals with helpful information on supporting the COVID-19 response are encouraged to visit <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19> <<https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>> for more information.

PSPC is implementing flexible and innovative procurement approaches to best meet Canada's needs and is reviewing the significant number of responses to identify potential suppliers for the goods and services that may be required as the COVID-19 situation continues to evolve.

I'm copying my colleague Kyle here, should you have any follow up questions.

Thanks,

Fiona

Fiona Simons

Advisor, Policy and Regional Affairs (British Columbia) Office of the Minister of Environment and Climate Change

T: 343-548-1908

From: Dale Marthaller <DMarthaller@sinclairdental.com<mailto:DMarthaller@sinclairdental.com>>

Sent: March 20, 2020 2:54 PM

To: Wilkinson, Jonathan - M.P. <Jonathan.Wilkinson@parl.gc.ca<mailto:Jonathan.Wilkinson@parl.gc.ca>>

Subject: Medical Supply Chain and Logistics

Dear Mr. Jonathan Wilkinson

We are a Canada wide distributor (Headquartered in North Vancouver) 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

<image003.png>

Direct 604-982-1082<tel:6049821082>

dmarthaller@SinclairDental.com<mailto:dmarthaller@SinclairDental.com>

www.SinclairDental.com<http://www.sinclairdental.com/>

