

**Lockington, Elliott (SPAC/PSPC)**

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**From:** Kusnick, Chelsea (SPAC/PSPC)  
**Sent:** May 8, 2020 1:30 PM  
**To:** Laporte, Anthony (SPAC/PSPC); Serengulian, Norair (PMO/CPM)  
**Subject:** RE: 3M masks N95 medical model 1860

Can do.

**From:** Lapone, Anthony (SPAC/PSPC)  
**Sent:** May 8, 2020 1:28 PM  
**To:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>; Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)>  
**Subject:** RE: 3M masks N95 medical model 1860

Thanks Norair,

Adding my colleague Chelsea.

Chelsea - Can you contact this supplier to find out if they have made an offer through BuyandSell?  
And if so, can you follow up with Caitlin and the department to see where they stand.

Thanks!

A.

**From:** Serengulian, Norair (PMO/CPM)  
**Sent:** 2020-05-07 at 3:45 PM  
**To:** Lap. <[anthony.laporte@canada.ca](mailto:anthony.laporte@canada.ca)>  
**Subject:** RE: 3M masks N95 medical model 1860

Hi Anthony,

Please call me when you have a minute.

Thanks,

N

Norair Serengulian  
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**From:** Harvey, Jean-Francois (HC/SC) <[jean-francois.harvey@canada.ca](mailto:jean-francois.harvey@canada.ca)>  
**Sent:** Thursday, May 7, 2020 1:56 PM  
**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)

**Cc:** Hinse, Geneviève (PMO/CPM) [<genevieve.hinse@canada.ca>](mailto:genevieve.hinse@canada.ca); Lapointe, Marie-Laurence (PMO/CPM) [<marie-laurence.lapointe@canada.ca>](mailto:marie-laurence.lapointe@canada.ca); Kalles, Jonathan [<Jonathan.Kalles@pmo-cpm.gc.ca>](mailto:Jonathan.Kalles@pmo-cpm.gc.ca); Duran, Anson [<Anson.Duran@pmo-cpm.gc.ca>](mailto:Anson.Duran@pmo-cpm.gc.ca)

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

Ok, excellent. So in principle it should end up in the hands of PSPC but I'll let Anthony confirm.

Thanks,

JFH

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

**Sent:** 2020-05-07 12:19 PM

**To:** Harvey, Jean-Francois (HC/SC) [<jean-francois.harvey@canada.ca>](mailto:jean-francois.harvey@canada.ca); Laporte, Anthony (SPAC/PSPC) [<anthony.laporte@canada.ca>](mailto:anthony.laporte@canada.ca)

**Cc:** Hinse, Geneviève (PMO/CPM) [<genevieve.hinse@canada.ca>](mailto:genevieve.hinse@canada.ca); Lapointe, Marie-Laurence (PMO/CPM) [<marie-laurence.lapointe@canada.ca>](mailto:marie-laurence.lapointe@canada.ca); Kalles, Jonathan [<Jonathan.Kalles@pmo-cpm.gc.ca>](mailto:Jonathan.Kalles@pmo-cpm.gc.ca); Duran, Anson [<Anson.Duran@pmo-cpm.gc.ca>](mailto:Anson.Duran@pmo-cpm.gc.ca)

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

**Thanks J-F. I forgot to mention that he already has the MDEL.**

N

**Norair Serengulian**

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[\*\*norair.serengulian@canada.ca\*\*](mailto:norair.serengulian@canada.ca)

**From:** Harvey, Jean-Francois (HC/SC) [<jean-francois.harvey@canada.ca>](mailto:jean-francois.harvey@canada.ca)

**Sent:** Thursday, May 7, 2020 12:01 PM

**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)

**Cc:** Hinse, Geneviève (PMO/CPM) [<genevieve.hinse@canada.ca>](mailto:genevieve.hinse@canada.ca); Lapointe, Marie-Laurence (PMO/CPM) [<marie-laurence.lapointe@canada.ca>](mailto:marie-laurence.lapointe@canada.ca); Kalles, Jonathan [<Jonathan.Kalles@pmo-cpm.gc.ca>](mailto:Jonathan.Kalles@pmo-cpm.gc.ca); Duran, Anson [<Anson.Duran@pmo-cpm.gc.ca>](mailto:Anson.Duran@pmo-cpm.gc.ca)

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

Hi Norair,

If the stakeholder wishes to import and distribute medical devices in Canada, they will need a Medical Device Establishment Licence (MDEL). Here are the steps to follow:

Health Canada has issued guidance around optimizing the use of masks and respirators during the COVID-19 outbreak to maximize the utility of existing PPE stocks (<https://www.canada.ca/en/health-canada/services/drugs-health-products/medical-devices/masks-respirators-covid19.html>) including fast-tracking the Medical Device Establishment Licence (MDEL) for companies that want to manufacture, import or distribute Class I masks.

Companies that need an MDEL application fast-tracked should contact [\*\*hc.mdel.application.leim.sc@canada.ca\*\*](mailto:hc.mdel.application.leim.sc@canada.ca)

Thank you and have a nice day.

**From:** Serengulian, Norair (PMO/CPM) <[norair.serengulian@canada.ca](mailto:norair.serengulian@canada.ca)>  
**Sent:** 2020-05-07 11:32 AM  
**To:** Lapone, Anthony (SPAC/PSPC) <[anthony.laporte@canada.ca](mailto:anthony.laporte@canada.ca)>; Harvey, Jean-Francois (HC/SC) <[jean-francois.harvey@canada.ca](mailto:jean-francois.harvey@canada.ca)>  
**Cc:** Hinse, Geneviève (PMO/CPM) <[genevieve.hinse@canada.ca](mailto:genevieve.hinse@canada.ca)>; Lapointe, Marie-Laurence (PMO/CPM) <[marie-laurence.lapointe@canada.ca](mailto:marie-laurence.lapointe@canada.ca)>; Kalles, Jonathan <[Jonathan.Kalles@pmo-cpm.gc.ca](mailto:Jonathan.Kalles@pmo-cpm.gc.ca)>; Duran, Anson <[Anson.Duran@pmo-cpm.gc.ca](mailto:Anson.Duran@pmo-cpm.gc.ca)>  
**Subject:** FW: 3M masks N95 medical model 1860

**Hello Anthony, Jean-François,**

**Please see the email below. Time sensitive.**

**I don't know which MinO would be responsible for this, so I'm sending it to both of you.**

**The stakeholder contacted me earlier to discuss the possibility of acquiring 100 million N95 masks. The other country he refers to in his email is Germany.**

**Please indicate which MinO will process it. Thank you for continuing to keep me informed on the progress of this matter.**

**Thank you,**

**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  
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