May 4, 2016

Dear [Name]

Re: Your request for access to information under Part II of the Access to Information and Protection of Privacy Act [Our File #: HCS/046/2016]

On April 5, 2016, the Department of Health and Community Services (the Department) received your request for access to the following records:

"We hereby request a copy of any proposals, solicited or unsolicited, submitted to government related to aircraft charter services, including air ambulance, passenger transport, or firefighting.

We hereby request a list of all proposals, solicited or unsolicited, submitted to government related to aircraft charter services, including air ambulance, passenger transport, or firefighting, with the names of proposer, scope of proposal and date of submittal"

In addition, you refined your request to only include records for the last five years, 2011- present

The Department has reviewed your request in the context of the Access to Information and Protection of Privacy Act (the Act) and Beverley Clarke, Deputy Minister, made a decision and is pleased to inform you that access to these records has been granted, in part. In accordance with your request for a copy of the records, the appropriate copies have been enclosed. Some information has been refused in accordance with the following exceptions to disclosure, as specified in the Act:

Section 40- Disclosure Harmful to Personal Privacy

The following pages are exempted under section 40 of the Act and have been removed:

EVAS

TP113015793

As required by 8(2) of the Act, we have severed information that is unable to be disclosed and have provided you with as much information as possible.

Please be advised that you may appeal this decision and ask the Information and Privacy Commissioner to review the decision to provide partial access to the requested information, as set out in section 42 of the Act (a copy of this section of the Act has been enclosed for your reference). A request to the Commissioner must be made in writing within 15 business days of the date of this letter or within a longer period that may be allowed by the Commissioner. Your appeal should identify your concerns with the request and why you are submitting the appeal.

The appeal may be addressed to the Information and Privacy Commissioner is as follows:

Office of the Information and Privacy Commissioner  
2 Canada Drive  
P. O. Box 13004, Stn. A  
St. John’s, NL. A1B 3V8  

Telephone: (709) 729-6309  
Toll-Free: 1-877-729-6309  
Facsimile: (709) 729-6500  

You may also appeal directly to the Supreme Court Trial Division within 15 business days after you receive the decision of the public body, pursuant to section 52 of the Act (a copy of this section of the Act has been enclosed for your reference).

Please be advised that responsive records will be published following a 72 hour period after the response is sent electronically to you or five business days in the case where records are mailed to you. It is the goal to have the responsive records posted to the Office of Public Engagement's website within one business day following the applicable period of time. Please note that requests for personal information will not be posted online.
If you have any further questions, please contact the undersigned by telephone at 709-729-7007 or by email at angelapower@gov.nl.ca.

Sincerely,

[Signature]

Angela Power
ATIPP Coordinator
CHARTER
From: Fox Flight [mailto:mail@foxflight.com]
Sent: Saturday, May 11, 2013 9:26 PM
To: Young, Wayne
Subject: Learjet Repositioning in YYR

Hi Wayne,

I have spoken to my boss and we have come up with the following:

$16,800 to reposition the aircraft to CYYR
$5,000 per day of sitting, to cover pilot expenses
+ the mileage of any trips done, and return of the aircraft

If you have any questions, feel free to call us. I will be heading home soon, but will be taking over and he is informed of the situation.

Thank you!

Fox Flight Inc. Air and Ground Ambulance
Asia Air Ambulance
Fox Flight Maintenance Inc.
Fox Flight Travel Inc. IATA 67-5 0538 4
3062 - 11 Lakeshore Blvd West
Toronto, Ontario
M8V 4C9
(416) 203 - 3433
http://www.foxflight.com
Full Accreditation “Special Care” - EURAMI
Certification # 92EUR291116

This message and any attachments may contain information that is privileged or confidential. If you are not the intended recipient, you are hereby notified that any disclosure, copying, distribution, or use of the information contained herein is STRICTLY PROHIBITED. If you received this transmission in error, please immediately contact the sender and destroy the material in its entirety, whether in electronic or hard copy format.
TENDER:
HCS AIR 2014 002
DEPARTMENT OF HEALTH AND COMMUNITY SERVICES
AIR AMBULANCE PROGRAM
REQUEST FOR PROPOSALS

Long Distance Air Ambulance with Medical Team Provision
On Demand Standing Offer

December 22, 2014
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# Health and Community Services - Request for Proposal Cover Sheet

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Long Distance Air Ambulance with Medical Team Provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP#</td>
<td>HCS Air 2014 - 002</td>
</tr>
<tr>
<td>Issue Date</td>
<td>December 22, 2014</td>
</tr>
<tr>
<td>Questions Deadline</td>
<td>January 9, 2015 4:00 PM NST</td>
</tr>
<tr>
<td>Award Date (Tentative):</td>
<td>March 31, 2015</td>
</tr>
<tr>
<td>Contract Start (Tentative):</td>
<td>May 1, 2015</td>
</tr>
<tr>
<td>Proposal Label:</td>
<td>Government Purchasing Agency</td>
</tr>
<tr>
<td></td>
<td>30 Strawberry March Road</td>
</tr>
<tr>
<td></td>
<td>St. John's, NL</td>
</tr>
<tr>
<td></td>
<td>A1B 4R4</td>
</tr>
</tbody>
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**Name of Project**  Long Distance Air Ambulance with Medical Team Provision  
**Closing Date:**  January 28, 2015 2:00 PM

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**Department of Health and Community Services Contact Information**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Wayne Young</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td>709.729.3021</td>
</tr>
<tr>
<td>E-mail:</td>
<td><a href="mailto:wayneyoung@gov.nl.ca">wayneyoung@gov.nl.ca</a></td>
</tr>
<tr>
<td>Other Info:</td>
<td></td>
</tr>
</tbody>
</table>

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**Proponents Meeting/Teleconference**

<table>
<thead>
<tr>
<th>Location:</th>
<th>HCS Boardroom #3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date:</td>
<td>December 30, 2014 2:00 PM</td>
</tr>
</tbody>
</table>

---

**Proponents, please make a copy of this cover page, fill out Proponents Info, and submit as the proposal cover page.**

<table>
<thead>
<tr>
<th>Proponent Organizations:</th>
<th>Legal name of Proponent organization and Doing Business As/name if applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fox Flight Inc.</td>
<td>Fox Flight Inc.</td>
</tr>
<tr>
<td>bda Fox Flight Air Ambulance</td>
<td></td>
</tr>
</tbody>
</table>

**Proponent Address:**  
3062 Lakeshore Blvd. West, Suite 11  
Toronto, ON M8V 4C9

---

**Proponent Contact Info**

<table>
<thead>
<tr>
<th>Name:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td></td>
</tr>
<tr>
<td>E-mail:</td>
<td></td>
</tr>
</tbody>
</table>

**Proponent's Authorized Signatory**

<table>
<thead>
<tr>
<th>Name:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td></td>
</tr>
<tr>
<td>E-mail:</td>
<td></td>
</tr>
</tbody>
</table>

---

**On Behalf of the Proponent Organization, I accept all the RFP's Terms and Conditions**

---

**Signature:**

I have the authority to bind the Corporation
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ANNEXES
Annex 1  Primary Aircraft Performance and Specifications
Annex 2  Back up Aircraft Performance and Specifications
Annex 3  Weighted Evaluation Table

Sections that have been inserted in BOLD / ITALIC are Fox Flight’s response to the questions posed in this RFP
1.0 Overview of Long Distance Air Ambulance RFP Objectives

Her Majesty in Right of Newfoundland and Labrador as represented by the Minister of Health and Community Services (the “HCS”) is seeking long distance air ambulance services, including medical team staffing, to transport patients to health facilities primarily in Ontario. The objectives of this RFP are to identify and develop Standing Offer Agreement(s) for long distance aircraft and medical team services for out of province transports at predetermined prices for the services listed herein. This RFP may result in the creation of a group of one or more preferred Air Operators, with the Proponent having the lowest price achieved through this RFP having the right of first refusal for the long distance, medical staffed, out of province transports that are unable to be serviced by the province’s dedicated Air Ambulance Program aircraft. As this RFP is on-demand, and not a dedicated aircraft and Medical Team, it is recognized that the lowest price Air Operator may have times when aircraft and crew are unavailable, and those flight requests would then be offered to the next lowest priced Proponent(s) until an Air Operator is able to complete the flight. In this regard, there is no exclusivity of contract. All Proponents meeting the RFP requirements shall be eligible to be issued a Standing Offer Agreement. Such issuance shall not be construed or deemed as a commitment by HCS to order any services.

1.1 Provincial Air Ambulance Program Overview

The Government of Newfoundland and Labrador’s Air Ambulance Program transports approximately 1,200 patients to health care facilities throughout the province, and at times, to special health care facilities in Nova Scotia and Ontario. The Air Ambulance Program is managed by the Department of Transportation and Works Government Air Services (GAS) Division in consultation with HCS. HCS has delegated to Eastern Health the responsibility for medical flight authorization, flight scheduling, and Medical Flight Team (MFT) staffing.

There is a fleet of three (3) aircraft used to complete the transports. GAS own and operate two Beechcraft King Air 350 aircraft, modified for use as air ambulances; C-GNLO stationed in St. John’s and C-GNFLF stationed in Happy Valley-Goose Bay. Since September 2010, HCS has placed a Citation III jet on retainer to supplement the services of the GAS King Airs. The jet is used for flights to mainland medical facilities (primarily Nova Scotia and Ontario) and as an operational spare when the GAS aircraft are out of service for maintenance. This retainer is currently due to expire on March 31, 2015.
When required, HCS also charters other private air ambulance providers to supplement the service.  
Table 1 documents transport requests since fiscal 2010/11.  
Table 1 – Annual Air Ambulance Transports

<table>
<thead>
<tr>
<th>Year</th>
<th>Fiscal 2010/11</th>
<th>Fiscal 2011/12</th>
<th>Fiscal 2012/13</th>
<th>Fiscal 2013/14</th>
<th>Estimated on YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Transports</td>
<td>1,224</td>
<td>1,126</td>
<td>1,121</td>
<td>1,216</td>
<td>1,272 (1)</td>
</tr>
</tbody>
</table>

(1) Annual estimate based on six months of 2014/15 transports data.  
Table 2 documents aircraft usage since fiscal 2012/13.  
Table 2 – Transports by Designated Aircraft

<table>
<thead>
<tr>
<th>Aircraft (1)</th>
<th>NLO St. John’s</th>
<th>NLF HV-GB</th>
<th>NLA (2) St. John’s</th>
<th>Retained Jet</th>
<th>Charter</th>
<th>Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012/13</td>
<td>438</td>
<td>318</td>
<td>220</td>
<td>138</td>
<td>7</td>
<td></td>
<td>1,121</td>
</tr>
<tr>
<td>2013/14</td>
<td>402</td>
<td>383</td>
<td>235</td>
<td>185</td>
<td>11</td>
<td></td>
<td>1,216</td>
</tr>
<tr>
<td>2014/15</td>
<td>546</td>
<td>472</td>
<td>23</td>
<td>223</td>
<td>8</td>
<td></td>
<td>1,272</td>
</tr>
</tbody>
</table>

(1) Aircraft transports data for previous years is not available as data capture on aircraft used per transport started in mid-2011.  
(2) Retired in May 2014.  
(2) Annual estimate based on six months of 2014/15 transport data.  

In 2013/14 HCS completed 69 transports to and from mainland medical facilities:  
- GAS King Airs flew 21 transports (7 of which were flown to Ontario medical facilities)  
- The Jet flew 48 transports (29 of which were flown to Ontario medical facilities)  

2.0 Definitions  
For ease of reference, the following terms will have the definitions and context as outlined below:  

"Air Ambulance Program" shall mean the medical airplane services provided by the Government of Newfoundland and Labrador, and managed by the Department of Health and Community Services.  

"Air Ambulance Service" or "Service" shall mean the services contemplated to be provided under this RFP.  

"Air Operator" is the company or companies selected to supply the long distance aircraft and Medical Team to the Air Ambulance Program.
“Aircraft” shall refer to the primary and secondary airplanes provided by the Air Operator in fulfillment of the requirements of this RFP.

“Proponent” shall mean a company providing a response to this RFP.

“GAS” shall mean the Government Air Services a division of the Department of Transportation and Works, Government of Newfoundland and Labrador.

“HCS” shall mean the Department of Health and Community Services, Government of Newfoundland and Labrador.

“Medical Flight Services” is the department within Eastern Health Authority to which HCS delegated authority for the medical aspects of the flight.

“Medical Team” provided by the Air Operator, is a minimum of two (2) Canadian credentialed, and legally registered to practice, medical attendants with clinical capabilities matched for each transport to meet or exceed the anticipated clinical care needs of patient(s).

“Non-scheduled Transport” shall mean those transports that require the Long Distance Aircraft-site at the St. John’s International Airport within 8 hours of the flight request.

“Primary Long Distance Aircraft” shall be an Aircraft with the operational capabilities as specified herein and available to the Air Ambulance Program.

“Scheduled Transport” shall mean those flight requests that are conveyed to the Air Operator at least 16 hours prior to the time the Long Distance Aircraft must be mission ready on-site at the St. John’s International Airport.

“Secondary Long Distance Aircraft” shall be the identified long distance Aircraft that will on occasion respond in lieu of the Primary Long Distance Aircraft and has the operational capabilities as specified herein.

3.0 Long Distance Aircraft Aviation Performance Specifications
The Primary Long Distance Aircraft will be available to the Air Ambulance Program and available to respond to St. John’s International Airport within 8 hours for unscheduled flights and 16 hours for scheduled flights.

One of Fox Flight’s four Learjets and Medical Crews will be available to respond to both scheduled and unscheduled flights in the required response time.

All authorized flights will originate through Medical Flight Services for approval and acceptance, and immediately thereafter through GAS for conveyance/dispatch of the Primary Long Distance Aircraft. The aviation performance specifications indicated herein are the minimum requirements for the operation of the Primary Long Distance Aircraft.
service. Proponents are to carefully consider these specifications, and indicate in their responses as to how they meet or exceed these requirements. Proposals which do not comply will not be accepted.

3.1 Primary Long Distance Aircraft
The Primary Long Distance Aircraft for this contract will be a pressurized, twin engine IFR jet or turboprop aircraft staffed with two pilots and no less than two Medical Team members for all medical transports. The aircraft will have a service ceiling of at least 35,000 feet and a cruising speed of at least 300 knots. The aircraft must be outfitted with a medical cabin to meet the scope of clinical transport requirements outlined in Section 5.0.

*Primary aircraft will be Learjet 35A C-GTDM. The other three aircraft in Fox Flight's fleet will all be available as secondary aircraft. The four aircraft all exceed the minimum requirements outlined in the contract.*

The Primary Long Distance Aircraft shall be capable of safely completing a nonstop flight from St. John’s NL to London, Ontario without refueling enroute, on any given day excluding weather that prohibits aircraft launch. Refueling with a patient onboard, except in an emergency situation, is prohibited.

3.2 Area to be Served
The primary service area for the Primary Long Distance Aircraft will be the out of province patient transports that exceed 500 nautical miles from St. John’s NL. The out of province destinations are typically Toronto, Ottawa, and London, Ontario. HCS may from time to time request flights to Montreal, Moncton and Halifax. The aircraft may also be required and shall be prepared to fly from other airports in the province.

For the purposes of this RFP, the point to point statute miles between St. John’s and the mainland medical facility locations listed in the table below will be used to determine invoice pricing at the patient loaded statute mile rate provided by the Air Operator (Patient Loaded Statute Mile Rate X Statute Flight Miles):

<table>
<thead>
<tr>
<th>Mainland Health Facility - Location</th>
<th>Statute Flight Miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Halifax, Nova Scotia</td>
<td>560</td>
</tr>
<tr>
<td>Moncton, New Brunswick</td>
<td>575</td>
</tr>
<tr>
<td>Montreal, Quebec</td>
<td>1,010</td>
</tr>
<tr>
<td>Ottawa, Ontario</td>
<td>1,100</td>
</tr>
<tr>
<td>Toronto, Ontario</td>
<td>1,324</td>
</tr>
<tr>
<td>London, Ontario</td>
<td>1,440</td>
</tr>
</tbody>
</table>

*Fox Flight's fleet can complete 100% of the flight requests it accepts without refueling enroute, except in emergency circumstances*

When the Primary Long Distance Aircraft is available for response and in a mission ready status, (e.g. not engaged on a flight, out of service for maintenance, and with weather conditions permitting), it shall complete 100% of the flight requests it accepts without
refueling enroute, except in emergency circumstances.

3.3 Minimum Standards for Operations.
The long distance Air Ambulance Services will be provided in accordance with the specifications included in this RFP to include the following fundamental principles:

a) Safety is of paramount importance in the provision of the Air Ambulance Services
b) Patient care must meet or exceed Air Ambulance Program clinical performance standards
c) The Air Operator shall be capable of delivering the Air Ambulance Services on demand as and when required.

The Air Operator shall operate and maintain the service, at a minimum, in such a way that meets or exceeds the higher of the then-current standards established by Transport Canada or those of the Air Operator.

The Aviation Management Services provided, the assigned pilots and engineers, the Medical Team members, and any aircraft used in the performance of this contract must result in flight operations, maintenance practices, and clinical care that are consistently achieving the highest standards of safety. This includes the Air Operator having a Safety Management System in place at the time of their Proposal that incorporates the patient care provided in flight. A copy of the Safety Management System shall be provided as part of this proposal.

HCS shall be entitled under the contract to use the long distance Air Ambulance Services (as defined in this Specification) on demand as and when required, but shall be under no obligation to provide or guarantee any minimum level of flight activity, air time hours or statute mile volume to the Air Operator. The Proponent has to agree that from time to time it maybe more expedient to use Government owned or retained aircraft to perform a transfer to a mainland health facility.

It is estimated that HCS will contract for approximately 35 flights per year from the Air Operator(s). This estimate is given as a general sizing of the opportunity in order to best define the requirement. While the HCS does not guarantee these volumes on an ongoing basis, they can be used as a benchmark for the level of purchases and support that HCS expects in upcoming years.

HCS or its delegates will be responsible for administering the Air Ambulance Program and the related Air Ambulance Services including determination of who will coordinate, monitor and control the Program as well as reimburse the Air Operator for the services it provides under the stand offer contract.

No flight shall take place or be considered a flight for the purpose of this RFP unless it was first authorized by HCS or its authorized designate. Because of the nature of the service to be provided, no standard routings can be forecast nor are they contemplated.
The Air Operator is solely responsible to secure and pay for all permits, licenses, consent or authorization required by law to provide the services resulting from this RFP.

_**Fox Flight accepts the responsibility of having all necessary permits, licenses, consent or authorizations required by law to provide the services in the RFP.**_

### 3.4 Response Times

The Long Distance Aircraft will be requested on-demand to service Out of Province Scheduled Transports and Non-scheduled Transports. Scheduled Transport provides at least sixteen (16) hour notice to the Air Operator as to the time its Long Distance Aircraft is to be on-site in St. John's (or provincial alternate) for patient pick-up. Non-scheduled Transports require an immediate response by the Air Operator, as the transport has been identified as required for the patient to depart within eight (8) hours of the request.

The Air Operator must accept or decline the flight within 30 minutes of receipt of the flight request.

_**Fox Flight has proven with the two Air Ambulance certifications, that we are capable of providing an exceptional standard of both care and aviation. Fox Flight owns four of it's own Lear 35A / 36A Jets, we maintain our own aircraft in house.**_

_The medical equipment we utilized to provide patient care is state of the art. We have our own in house medical direction, the flight crews are all ICU trained and equipped to ICU standards on every flight._

_**Fox Flight is willing to and able to meet the requirements outlined in the RFP by HCS.**_

### 3.5 Weather Minimums.

The aircraft assigned shall operate under Instrument Flight Rules.

The weather minimums applied will be the more stringent requirements established by Transport Canada or the Air Operator. The selected Air Operator shall prospectively provide HSC with the weather minimums upon which the program shall be operated. Any change in such minimums shall be provided to HCS in writing prior to implementation.

_**Fox Flight will maintain the all Transport Canada Rules and Regulations when operating flights under Instrument Flight Rules.**_

### 3.6 Mission-Ready Specifications

With the exception of those times when maintenance or weather precludes safe operations, or the aircraft is already engaged on another flight, the HCS Primary Long Distance Aircraft will be available for response within the times specified in Section 3.4.

_**Our aircraft and medical crews will be available when required.**_
3.7 Long Distance Aircraft Maintenance
All maintenance, scheduled or unscheduled, will be performed in accordance with the higher of the Air Operator’s operating and maintenance standards, and Transport Canada regulations to include Airworthiness Directives and Civil Aviation Safety Alerts. Failure to maintain the aircraft in accordance with the specified maintenance practices shall be considered a breach of this contract and cause for early contract termination by HCS without cure.

Anticipated duration of each service outage for all planned maintenance over the next 12 months for the proposed aircraft shall be described in Appendix J. In addition, the Air Operator shall provide HCS with a rolling 12 months scheduled maintenance calendar.

HCS designated administrative staff requires a written summary from Air Operator management within 48 hours of any unscheduled event or flight interruption experienced on the HCS assigned Long Distance Aircraft while it is serving an HCS flight.

As Fox Flight has four Learjet 35 series aircraft, all of which are in Air Ambulance Configuration. If necessary to do maintenance on the primary aircraft, Fox Flight will substitute with one our three other Secondary Aircraft immediately.

3.8 Secondary Long Distance Aircraft
Proponents, at their option, may identify one or more Secondary Long Distance Aircraft that would be available to respond in place of the Primary Long Distance Aircraft. This Secondary Long Distance Aircraft would be required to be capable of completing Air Ambulance Program’s mission without compromise to the operating or clinical mission performance requirements. If offering a Secondary Long Distance Aircraft, the Air Operator shall describe the aircraft that will be provided. The Secondary Long Distance Aircraft must be acceptable to and approved by HCS or its authorized delegate, prior to servicing HCS requests.

Excessive use of Secondary Long Distance Aircraft is not the intent of HCS unless such aircraft meets or exceeds the Primary Long Distance Aircraft operational and clinical performance capabilities, and at the same if not lower cost.

As Fox Flight has four Learjet 35 series aircraft in our fleet, we will always have an aircraft available to cover for the Primary aircraft.

4.0 Aviation Personnel Specifications
The Aircraft will be staffed at all times with two pilots proficient and current in flight operations of the aircraft and Instrument Flight Rules (IFR) operations.

The Air Operator shall take great care in assuring pilots selected for assignment to the Air Ambulance Program meet the specifications and expectations outlined in this section of the RFP.

The Air Ambulance Program is a direct reflection of the Government of Newfoundland and Labrador. Therefore, the Air Operator will be held to a high level of responsibility to
assure positive relations with patients, family, the medical community, HCS, and GAS. Professional and courteous conduct is required at all times from the Air Operator's aviators, engineer staff, middle management, and executive personnel.

Pilot duty times and schedules will be in strict accordance with the then-current Transport Canada crew rest requirements governing the Air Operator and the Aircraft dispatch readiness as outlined in this RFP. The Air Operator is strongly encouraged to utilize current research and methodology to provide its personnel guidance in assuring that they are well-rested and prepared for flight responsibilities.

_Fox Flight operates under Transport Canada's 704 and maintains all Operational Standards set out by their requirements. We maintain a two pilot flight crew configuration at all times. All of our pilots have current PPC's and do Yearly Recurrent Training, which involves Simulator Training. All pilots maintain currency and do yearly training to be current in Instrument Flight Rules (IFR) Operations._

_Fox Flight is dedicated to providing a positive environment and experience to our clients and patients, while maintaining the highest standards in both patient care and aviation services._

5.0 Scope of Clinical Transport Medical Services

The scope of the clinical transport medicine requirements will encompass all medical and trauma related conditions, such as, cardiology, oncology, and neurology for all classifications of medical patients: neonates, pediatrics, obstetrics and adults.

_Fox Flight has nearly twenty years of patient transport experience. We have obtained our CAMTS and EURAMI certifications and are experience with the transport of all the patient categories outlined in the RFP._

5.1 Medical Cabin

The medical cabin shall be outfitted and equipped to address the conditions and patient classifications outlined in Section 5.0.

_All of our Learjets are dedicated to Air Ambulance, they are setup with Lifeport and Spectrum Stretcher systems and Custom designed Medical cabinets to provide an environment to care for ICU level of care on each flight. The equipment carried will provide care to all levels of patient acuity._

5.2 Medical Team

The minimum medical team shall be a Registered Nurse (RN) and an Advanced Care Paramedic (ACP) Canadian credentialed, and legally registered to practice. A third medical attendant may be required (or ordered by HCS) on complicated critical care transport missions. HCS, through the Medical Flight Service, shall determine the medical crew configuration for each Long Distance Aircraft mission. The Air Operator must provide a medical crew that meets or exceeds the requested medical crew configuration.
The medical team shall be qualified and equipped to manage all predicted clinical needs of the patient, and manage unpredicted medical emergencies that may arise, while the patient is in their care. This shall encompass all points and time in between the acceptance of medical responsibility for the patient at sending facility/hospital through to the transfer of care for patient and release of medical responsibility at the receiving facility/hospital.

*Every flight will be staffed and equipped to care for an ICU patient at no additional charge. Fox Flight utilizes Nurses and Respiratory Therapists to provide patient care.*

6.0 Contract Considerations

The Air Operator is not permitted to sub-contract the Air Ambulance Service. However, they are permitted to sub-contract the Medical Team Flight Services.

The term of the Agreement shall be for a two (2) year period starting on April 1, 2015 with the option to extend the term for up to twelve (12) additional months at the same prices, terms and conditions and upon mutual written consent of both parties.

The Air Operator will be in default and thereafter removed from receiving Air Ambulance Program requests:

a. If the Air Operator is:
   i. declared or adjudged bankrupt or gives notice of its intention to make a proposal under the Bankruptcy and Insolvency Act (Canada);
   ii. proposes a compromise arrangement, reorganization or winding up under the Companies Creditors Arrangement Act (Canada) or other applicable federal or provincial legislation; or
   iii. makes a general assignment for the benefit of its creditors or if a receiver is appointed over all or a substantial portion of its assets;

b. If the Air Operator jeopardizes the safety of a patient while performing the Services;

c. If the Air Operator fails to provide the Services as and when required; or

d. If the Air Operator makes any other material default in its obligations under the RFP.

Without restricting any other rights of HCS, upon the occurrence of a default by the Air Operator of its obligations to provide the Services, HCS may give written notice to the Air Operator specifying the particulars of the default and the Air Operator shall remedy the default within 3 days of receipt of the notice by the Air Operator.

In the event the Air Operator fails to remedy a default after receiving notice, HCS may:

a. in addition to or in substitution for any other remedies it may have under this RFP or in law, do any act its deems necessary to rectify such default and HCS may deduct or set off the cost of such rectification against payment due to the Air Operator; and/or

b. withhold or hold back in whole or in part any payment due to the Air Operator without damages, expense or liability being assessed against HCS. Any such hold back shall continue until the default has been remedied to the satisfaction of HCS.
In addition to or in substitution for any other remedies it may have under this RFP or in law, HCS, when it is in the interest of public safety to do so, require the Air Operator to suspend the provision of Services for a period not to exceed 30 days by giving notice of suspension to the Air Operator, and the Air Operator will forthwith suspend all operation in respect to the Contract and to the extent or subject to the terms as maybe specified in any notice.

Without restricting any other right of HCS, in the event the Air Operator is, in the sole opinion of HCS, in default in respect of any of the obligations under the RFP hereunder, HCS may do any act it deems necessary to rectify such default and it may deduct or set off the cost of such rectification against payment then due to the Air Operator.

If the Air Operator is in default, HCS may immediately terminate the Contract without damages being assessed against it by giving written notice to that effect to the Air Operator.

Fox Flight understands it is not permitted to sub-contract any services with the exception of Medical Flight Teams. Fox Flight is aware and understood the length and conditions of the contract as outlined in the RFP.

7.0 Proposal Information

7.1 Enquiry Contact
Wayne Young will be the contact person on behalf of HCS. His contact information is:

Wayne Young
Air and Road Ambulance Program Manager
Department of Health and Community Services
Telephone: 709-729-3021
Facsimile: (709) 729-4009
Email: wayneyoung@gov.nl.ca

7.2 Proponent Registration
While optional, HCS encourages Proponents to e-mail their intention to submit a proposal for the RFP’s Part 2 to the HCS contact person above as soon as possible following receipt of the RFP.

7.3 Proponent Questions
Proponents can e-mail questions regarding this RFP to HCS up to January 9, 2015 4:00 PM NST. HCS response to all enquiries received will be posted on the Government Purchasing Agency website as Addenda to the RFP. In addressing the substance of the enquiry, HCS will keep confidential the name of the Proponent submitting the question.
7.4 Proposal Timelines
The Proposal will be managed under the following timelines:

<table>
<thead>
<tr>
<th>Task</th>
<th>Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFPs Issue Date</td>
<td>December 22, 2014</td>
</tr>
<tr>
<td>Proponents Questions Deadline</td>
<td>January 9, 2015 4:00 PM NST</td>
</tr>
<tr>
<td>RFP Closing Date</td>
<td>January 24, 2015 4:00 PM NST</td>
</tr>
<tr>
<td>RFPs Award (Tentative)</td>
<td>March 31, 2015</td>
</tr>
<tr>
<td>Contract Start Date (Tentative)</td>
<td>May 1, 2015</td>
</tr>
</tbody>
</table>

8.0 Response Instructions
Proponents will respond to the RFP in the following manner.

One original and three copies (for a total of four documents) of the Proposal are required. The original of each part shall be clearly marked ORIGINAL on the first page, and all copies shall be clearly marked COPY on the first page. One of the four documents must be unbound. The documents shall contain:

Part 1: HCS Procurement Form
Proponents must complete and sign the HCS Procurement Form. This form is available on the front cover of this RFP.

Part 2: Technical Proposal
The Technical Proposal will contain the Proponent's response to Section 10.0 of this RFP.
Proponents must provide a completed, signed copy of Appendix 1 and 2 for each of the aircraft proposed:
1. Primary Long Distance Aircraft
2. Secondary Long Distance Aircraft

Part 3: Financial Proposal
Financial Responses shall follow the instructions contained in Section 11.0 of this RFP.

9.0 Evaluation and Selection Process

9.1 Introduction
1. Long Distance Aircraft and Medical Team Provision Request for Proposal - Evaluation will be conducted by a Proposal Evaluation Team. It is understood and accepted by any Proponent submitting a proposal that all decisions, as to the degree to which a proposal meets the requirements of this RFP, are within the judgment and competence of the Proposal Evaluation Team.
2. Certain clauses in Section 10.0 and 11.0 are marked must (P/F) and will be evaluated on a PASS/FAIL basis. A proposal shall be considered NON COMPLIANT if the response to any such clause is deemed by the evaluators to be unsatisfactory. All other clauses will be rated according to the evaluation scheme described in Section 9.2.

3. All proposals shall be examined in detail in accordance with the published evaluation criteria and following the process outlined in this section. HCS reserves the right to awards standing offer contracts to the Proponent as determined by the evaluation criteria. HCS is under no obligation to make an award.

9.2 Evaluation Process
The evaluation process is as follows:

Stage 1: Evaluation of compliance to must (P/F) criteria as identified throughout the RFP and disqualification of any proposals that fail to meet them.

Stage 2: Technical assessment of the proposal's Mandatory Requirements in Section 10.3 to ensure the Proponent, its aircraft and medical team can meet HCS minimum specifications. All proponents who meet the minimum requirements shall be eligible for Stage 3 evaluation.

Stage 3: Evaluation of Section II financial proposals as outlined below. The compliant Proponent who submits the lowest proposed cost for their Primary Aircraft will receive the maximum 80 points allowable for that deliverable. All other similarly qualified Proponents will receive a rating calculated by dividing their proposed cost into the lowest proposed cost and multiplying by the maximum points allowable.

Example: Primary Aircraft

<table>
<thead>
<tr>
<th>Proponent</th>
<th>Cost/Mile</th>
<th>Calculation</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$12.00</td>
<td>lowest</td>
<td>80 (max)</td>
</tr>
<tr>
<td>2</td>
<td>$15.00</td>
<td>12.00/15.00 * 80 =</td>
<td>64</td>
</tr>
<tr>
<td>3</td>
<td>$20.00</td>
<td>12.00/20.00 * 80 =</td>
<td>48</td>
</tr>
</tbody>
</table>

Stage 4: The Proponent's Primary Aircraft and Secondary Aircraft that meet Section 10.3 Mandatory Requirements will be counted with five (5) points awarded to each aircraft to a maximum of twenty (20) points.

Stage 5: Proponents will be ranked based on Stage 3 and Stage 4 scores and offered Standing Offer Agreements. The Proponent with the highest score will have first option on Long Distance Air Ambulance Flights net next highest score second option etc.
10.0 Technical Proposal
The Technical Proposal must contain at a minimum the following:

10.1 Proponent Profile
Any Proposal must (P/F) be presented by a single Company that will be legally responsible for all aspects of any Standing Offer Agreement resulting from this RFP process.

_Fox Flight is a professional air ambulance company that’s focus is helping people in critical need. With offices in Toronto, Canada, and Bangkok, Thailand, they can respond to your requests no matter where you travel!_

_With a fleet of four fully equipped 35A and 36A series Learjets, Fox Flight’s highly trained aviation and medical teams are ready to transport patients anywhere around the globe. Fox Flight is there as a trusted and reliable provider of medical patient transfers; 24 hours a day, 365 days a year._

_Our team of Physicians, Nurses, and Respiratory Therapists provide patient care on the flights._

_Fox Flight is the only air ambulance provider in Canada to achieve the distinction of both CAMTS and EURAMI Accreditations._

_"Fox Flight offers a high quality service that is unique and personalized to our clients needs. Having been in business now for nearly twenty years, we understand the significance of the air ambulance process and how our role influences our clients, patients, and families. This accreditation helped us understand our strengths and provided us with tools that will allow us to grow as an air ambulance provider." David Fox, President and Founder._

10.2 Acceptance of Requirements
The Proponent must (P/F) sign the certification on the cover page confirming its understanding and acceptance of the terms of the mandatory requirements and mandatory commitments and that it has the mandatory capabilities that are contained in the RFP, each identified by the terminology 'must (P/F). The certification must (P/F) also signifies the Proponent understands and accepts the RFP Terms and Conditions outlined in Section 13, and that is the signing party has the authority to bind the corporation.

_Fox Flight confirms that we understand and acceptance of the terms of the mandatory requirements and mandatory commitments and that we have the capabilities that the RFP requires._
10.3 Mandatory Requirements

The Proponent must (P/F) propose a Primary Aircraft with the following:

Capable of:

• A service ceiling of 35,000 feet with a minimum cabin pressure differential of 7.5
• Maintaining a minimum cruising speed of 300 knots
• Safely completing a nonstop flight from St. John's NL to London, Ontario with the medical team, equipment, at least one patient and one family member without refueling enroute, 100% of the time on any given day excluding days when weather prohibits aircraft launch.
• A twin engine configuration
• A twin pilot configuration for the primary aircraft with Instrument Flight Rules (IFR) capability
• A medical cabin outfitted to meet the scope of clinical transport requirements outlined in Section 5.0.

The Proponent must (P/F) certify that their company has:

• All the necessary permits and certificates necessary to carry out an Air Ambulance Service
• Access to the medical personnel as outlined in Section 5.2 for all contracted flights
• In effect and can maintain in effect throughout the term of the proposed contract a liability insurance policy covering both the primary and (optional) back-up aircraft and their operation in respect of bodily injury, property damage and passenger liability with an inclusive limit not less than $20,000,000 per occurrence. The Supplier must have the Province named as an additional insured party.

Proponents who cannot meet the requirements outlined above will not be eligible financial evaluation.

Our aircraft exceed the minimum requirements and has all the permits and certifications necessary to carry out the requirements of this RFP.

Capable of:

Lear 35A / 36A service ceiling of 40,000 feet with a minimum cabin pressure differential of 7.5
Maintain a minimum cruising speed of 400 knots
Safely complete a nonstop flight from St. John's, NL to London, ON, with a full medical team, equipment and one patient and one family member without having to refuel enroute 100% of the time on any given day excluding days when weather prohibits aircraft launch.

Lear 35A / 36A are twin engine
Every one of our Lear 35A / 36A are twin pilot configuration and IFR capable.
Each aircraft cabin is outfitted with medical cabinets and Lifeport or Spectrum Stretchers Systems, which will meet the requirements outlined in the contract.
Fox Flight has all the necessary permits and certificates necessary to carry out this contract. Fox Flight has also obtained all the necessary Air Ambulance Certifications
and Insurance to perform this RFP. A copy of the Certificate of Insurance is enclosed in this RFP section #5

10.4 Aircraft Performance and Availability
Proponents will be evaluated on proposed aircraft’s performance and availability. Availability is evaluated by the number of aircraft that meet minimum specification in the Proponent’s fleet.

Fox Flight operates four Lear 35A / 36A aircraft from it’s Toronto base, we will dedicate an aircraft and Medical Crews for the duration of the contract and will notify the Department of Health and Community Services, which aircraft is on standby at all times.

10.4.1 Primary Aircraft Specifications and Performance
Using the data sheet in Appendix 1 and any other documentation the Proponent chooses to provide, the proposal shall clearly identify the aircraft and outline the following specifications and performance capabilities of the proposed Primary Aircraft. HCS and the Proposal Evaluation Team will consider such information received in the evaluation of such Proposals to determine if the Proponent meets the mandatory requirements in Section 10.3.

HCS or the RFP Evaluation Team (Team) reserves the right to seek clarification on any aspect of any Proposal submitted with the relevant Proponents if the request for clarification will not offer the Proponent an opportunity to improve the competitive position of its response or otherwise amend its submission.

See Data Sheets
Lear 35A – C-GTDM

10.4.2 Secondary Aircraft Specifications and Performance
Using the data sheet in Appendix 2 and any other documentation the Proponent chooses to provide, the proposal shall clearly identify the aircraft(s) and outline the following specifications and performance capabilities of the proposed Secondary Aircraft(s). The proponent may identify multiple Secondary Aircraft. The data sheet in Appendix 2 is required for each proposed Secondary Aircraft. HCS and the Proposal Evaluation Team will consider such information received in the evaluation of such Proposals to determine if the Proponent meets the mandatory requirements in Section 10.3.

HCS or the RFP Evaluation Team (Team) reserves the right to seek clarification on any aspect of any Proposal submitted with the relevant Proponents if the request for clarification will not offer the Proponent an opportunity to improve the competitive position of its response or otherwise amend its submission.

See Data Sheets
Lear 35A – C-GAUC
Lear 35A – C-GUAC
Lear 36A – C-FEMT
11:0 Financial Proposal
The Proponent will propose a single cost by statute mile, billable only to the patient loaded segment of the flight exclusive of HST. The price is to be all inclusive of aircraft operating costs, fuel, airport fees, pilots, and Medical Team services. The statute mile fee quoted will be applicable to both Primary and Secondary Aircraft. Applicable taxes shall be applied at the invoicing stage and are to be identified separately on each purchase invoice.

HCS will pay on proof of invoice:
- Road ambulance services to/from airport to mainland health facilities
- The additional per flight charge for a 3rd medical team member if required by HCS for any particular flight

The statute mile fee, quoted by the Proponent, will remain fixed throughout the full term of the contract and will be specified in Appendix 1. No allowance for increases to operating costs shall be entertained or considered as all Proponents are expected to have accounted for the potential of such increases in their Proposal.

*Fox Flight understands the RFP and will only bill for loaded segment with the patient exclusive of HST. Applicable taxes shall be applied at the invoicing stage and will be identified separately on each purchase invoice.*

12:0 Standing Offer Listing
Any Standing Offer Agreement(s) resulting from this RFP will be issued to provide sources of supply at predetermined prices for the services listed herein.

This RFP may result in the creation of a group of one or more preferred Air Operators, with the Air Operator having the lowest price achieved through this RFP having the right of first refusal for the long distance, medical staffed, out of province transports that are unable to be serviced by the province's dedicated Air Ambulance Program aircraft. As this RFP is on-demand, and not a dedicated aircraft and Medical Team, it is recognized that the lowest price Air Operator may have times when Aircraft and crew are unavailable, and those flight requests would then be offered to the next lowest price Proponent(s) until an Air Operator is able to complete the flight. In this regard, there is no exclusivity of contract.

All Proponents meeting the RFP requirements shall be eligible to be issued a Standing Offer Agreement. Such issuance shall not be construed or deemed as a commitment by HCS to order any services.

*Fox Flight is aware and understands the conditions set out in the RFP and is happy to comply with them.*
13.0 RFP Terms and Conditions

13.1 Proposal Acceptance Conditions
As indicated on the RFP's coversheet, the Proposal will be delivered to the Government Purchasing Agency (GPA). GPA staff will not open the envelopes but will only take receipt of the envelopes on behalf of the Project Steering Committee for purposes of date and time stamping. GPA will then ensure that the date and time stamp conditions are enforced as per the deadlines outlined in the RFP instructions.

*Fox Flight understands and accepts all Terms and Conditions outlined in the RFP.*

13.2 Late Responses
Late responses will be returned unopened. HSC does not envision a circumstance were a Proponent requested extension will be granted.

13.3 Faxed or E-mailed Proposals
Faxed and/or e-mailed proposals will not be accepted.

13.4 HCS Contact
All enquiries and other communications with government officials with respect to this RFP are to be directed ONLY to the contact individual identified in Section 7.1.

13.5 Financial Considerations

13.5.1 Evaluation Period
All proposals shall remain open for acceptance for a period of 90 days from the date of RFP closure. No contract is intended until a formal contract is signed.

13.5.2 Pricing
Prices quoted shall be in Canadian currency excluding HST.

13.5.3 Proposal Preparation Expenses
All costs relating to the work and materials supplied by the Proponent in responding to this RFP must be borne by the Proponent.

13.6 Ownership of Responses
All responses and accompanying documentation submitted by the Proponents are considered the property of HCS and will not be returned. By submitting a proposal in response to this RFP, Proponents are agreeing that all rights in such materials are thereby waived.
13.7 Enquiries
1. All enquiries, questions and other communications with government officials with respect to this RFP are to be directed to the individual indicated as the HCS contact person identified in Section 7.1.
2. Questions are to be submitted in writing via e-mail, to the contact person.
3. Questions will only be accepted in accordance with the timetable specified in on the front cover and Section 7.3.
4. HCS will respond to all enquiries by way of Addenda to the RFP on the Government Purchasing Agency's website. There will be no verbal response to enquiries.
5. HCS shall endeavor to exclude confidential or proprietary information from the responses provided.

13.8 Acceptance of Proposals
Government reserves to itself the unfettered right to reject any or all responses to this RFP and is not bound to accept the highest ranking or any response. Government may elect to cancel the RFP at any time with or without cause and no liability shall accrue to Government as a result of this exercise of its discretion in this regard.

13.9 Modification of Requirements
Should HCS deem it necessary, prior to the deadline date for written responses, to modify the proposal's requirements, an addendum on the Government Purchasing Website will be issued. Proponents will be required to acknowledge in their submissions all published addenda received.

13.10 Notification of Intent to Submit Proposal
While optional, HCS encourages Proponents to e-mail their intention to submit a proposal to the HCS contact person as soon as possible following receipt of the RFP.

13.11 Changes to Proposal Wording
HCS or the RFP Evaluation Team (Team) reserves the right to seek clarification on any aspect of any Proposal submitted with the relevant Proponents if the request for clarification will not offer the Proponent an opportunity to improve the competitive position of its response or otherwise amend its submission. HCS and Team will consider such information received in the evaluation of such Proposals to determine if the Proponent meets the mandatory requirements in Section 9.3. However there will be no content changes by the Proponent will be permitted after initial receipt of the response.

13.12 Confidentiality of Proposals
If any portion of a Proponent's response is to be held confidential, or if the Proponent proposes to include any terms in the contract dealing with confidentiality, such provisions must be identified in the response. However, all proposals may be subject to the Access to Information and Protection of Privacy Act (ATIPPA) or other relevant provincial legislation.
If the RFP itself and Consultant’s response may, by attachment or incorporation by reference, form part of the consultant’s contract. Therefore disclosures under ATIPPA may require significant portions of the previously-protected proposal to be divulged upon a third party request.

13.13 Subcontractors
The Air Operator shall be solely responsible to HCS for the provision of Air Ambulance Services including the services and performance of subcontractors.
1. If Proponents subcontract any part of this assignment the work must be in compliance with Transport Canada regulations.
2. Subcontractors and the portions of work to be performed must be identified and described in the proposal and shall be in compliance with Transport Canada regulations.
3. If the project is awarded to a Proponent that proposes to use subcontractors, those subcontractors must in the proposal provide written verification that they are committed to rendering the service(s) required.
4. If substitution of one subcontractor for another is required it must be with prior written approval of all parties to the contract.
5. There will be no assignment of contracts without prior written approval of HCS.

13.14 Unsuccessful Proponents
Unsuccessful Proponents may contact HCS to obtain information on their performance in the evaluation. Unsuccessful Proponents will be entitled to the following:
1. Scores for resources proposed by that Proponent only,
2. Average score overall,
3. Proponent debriefing to review the evaluation at an established date. Requests for debriefings should be made within a reasonable time frame.

The date, location and means for the unsuccessful Proponent debriefing will be determined at a later date depending upon demand and the location of the Proponents.

13.15 Liability for Errors
While HCS has used considerable effort to ensure the accurate representation of information in this RFP, such information is supplied only as a guideline for Proponents. The information is not guaranteed or warranted to be accurate by HCS, nor is it necessarily comprehensive. Nothing in this RFP is intended to relieve Proponents from seeking additional information and forming their own opinions and conclusions with respect to the matters addressed in this RFP.

14.0 Standing Offer Agreement Terms

14.1 Duration
The Standing Offers will be valid for twenty four (24) months starting on April 1, 2015 and can be extended for up to another twelve (12) months on written agreement by both parties.
The Standing Offers shall terminate on its natural expiry date, according to the contract term. In the event of a default by the Air Operator, the Contract shall terminate on the day set out by HCS in its written notice of termination, and the Air Operator shall forthwith invoice HCS for the work performed up to the date of the termination. The Air Operator shall not terminate the Contract for any reason without sixty (60) days prior written notice to HCS.

14.2 Payment Terms
If proposal is accepted, the contract will provide for the following:
1. Government’s standard payment terms are net 30 days from receipt of invoice. All applicable taxes must be shown separately on the invoices.
2. The Direct Pass through Charges and Repositioning costs will be paid by HCS only on proof of invoice.
3. All payments will be made to the Air Operator who will be responsible for the payment of subcontractors.

14.3 Air Operator’s Role
The successful Proponent, not the individual resource(s) engaged, will be party to the contract signed with HCS, and will be responsible for contract execution. All errors and omissions during the conduct of the contract are the responsibility of the successful Air Operator.
If the Air Operator is a corporation, the organization must be licensed to conduct business in its own jurisdiction and may be required to produce a certificate of good standing for that jurisdiction.

14.4 Confidentiality of Proposals
If any portion of a Proponent’s response is to be held confidential, or if the Proponent proposes to include any terms in the contract dealing with confidentiality, such provisions must be identified in the response. However, all proposals may be subject to the Access to Information and Protection of Privacy Act (ATIPPA) or other relevant provincial legislation.
If the RFP itself and Air Operator's response may, by attachment or incorporation by reference, form part of the Air Operator's contract. Therefore disclosures under ATIPPA may require significant portions of the previously-protected proposal to be divulged upon a third party request.

Attachments
- Annex 1 - Primary Aircraft Performance and Specifications
- Annex 2 - Back up Aircraft Performance and Specifications
- Annex 3 - Weighted Evaluation Table
ANNEX 1

PRIMARY LONG DISTANCE AIRCRAFT

Aircraft Type: LEAR 35A - 498
Aircraft Registration: C-GTDM
Date of Manufacture: 1983

BID PRICE: $20.00 Per Statute Mile
BID PRICE: $20.50 Per Statute Mile

AirCraft Type Specifications sheet

TYPE: Model 35 TCDS A10CE Rev 64

REGISTRATION/CALL SIGN: C-GTDM

Max. Fuel Capacity: 4250 lit
Service Ceiling: 45,000 ft
Total Oil Capacity: 6 qrts gts
Endurance Fuel Flow: 620 lit/hr
Equipment Code:

Apr & Landing Fuel: 85 lit
Start, Taxi, T/O Fuel: 30 lit
Apr & Landing Time: 12 mins

GROSS WEIGHT MAXIMUM

Takeoff Ground Roll: 5200 ft
Gross Weight: 18,300 lbs
Rotate Speed: 143 knots (IAS)
Equipped Weigh: 10,300 lbs
Climb Rate: 2500 ft/min
Climb Speed: 350 knots (IAS)
Climb Fuel Flow: 680 lit/hr
Number of Tanks: 5 tanks

FLIGHT PLAN

Average Flight Cruise Speed: 430 kts (TAS) 220 kts (IAS)
Plan Cruise Altitude: 39,000 ft
Cruise Fuel Flow: 680 lit/hr
Number of Baggage Areas: One
Maximum Altitude that maintains sea level cabin pressure: 23,000 ft
SECONDARY LONG DISTANCE AIRCRAFT

INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

<table>
<thead>
<tr>
<th>HOUR</th>
<th>FUEL FLOW:</th>
<th>680 lit/hr</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>640 lit/hr</td>
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<tr>
<td>5</td>
<td></td>
<td>580 lit/hr</td>
</tr>
</tbody>
</table>

*ALL BLANKS ARE REQUIRED TO BE COMPLETED*

Describe all Scheduled Maintenance of the specified aircraft through and indicate expected duration of unavailability of the aircraft for each planned outage.

*Fox Flight does not see any significant maintenance downtime during the contract period for all of its four dedicated Air Ambulance Jets. Fox Flight has its own Aircraft Maintenance Organization approved by Transport Canada. Our staff is dedicated to our maintenance operations and we always have three aircraft available to service our clients. At all times we meet or exceed the maintenance requirements dictated by Transport Canada. A copy of our AMO certificate is attached.*

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

---

Date: January 18, 2015

[FOXFLIGHT AIR AMBULANCE INC.]

Name: [REDACTED]

Position: [REDACTED]

[FOXFLIGHT AIR AMBULANCE INC.]

Address: 11 Shore Blvd. W., Toronto, Ontario, MBV 4C8

Phone: 418 203 3433  f x 418 203 6065
ANNEX 2

SECONDARY LONG DISTANCE AIRCRAFT

Aircraft Type: LEAR 35A - 309
Aircraft Registration: C-GUAC
Date of Manufacture: 1980

BID PRICE: $20.00 Per Statute Mile
BID PRICE: $20.50 Per Statute Mile

AIRCRAFT TYPE SPECIFICATIONS SHEET

TYPE: Model 35 TCDS A10CE Rev 64

REGISTRATION / CALL SIGN: C-GUAC

Max. Fuel Capacity: 4250 lit
Service Ceiling: 45,000 ft
Total Oil Capacity: 6 gqts gts
Endurance Fuel Flow: 620 lit/hr

Equipment Code:

Apr & Landing Fuel: 85 lit
Start, Taxi, T/O Fuel: 30 lit
Apr & Landing Time: 12 mins

----------------------------- GROSS WEIGHT MAXIMUM -----------------------------

Takeoff Ground Roll: 5200 ft
Gross Weight: 18,300 lbs
Rotate Speed: 143 knots (IAS)
Equipped Weigh: 10,300 lbs
Climb Rate: 2500 ft / min
Climb Speed: 350 knots (IAS)
Climb Fuel Flow: 680 lit/hr
Number of Tanks 5 tanks

FLIGHT PLAN

Average Flight Cruise Speed: 430 kts (TAS) 220 kts (IAS)
Plan Cruise Altitude: 39,000 ft
Cruise Fuel Flow: 680 lit/hr
Number of Baggage Areas: One
Maximum Altitude that maintains sea level cabin pressure 23,000 ft
SECONDARY LONG DISTANCE AIRCRAFT

INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

HOUR 1 FUEL FLOW: 680 lit/hr
HOUR 2 FUEL FLOW: 640 lit/hr
HOUR 3 FUEL FLOW: 620 lit/hr
HOUR 4 FUEL FLOW: 600 lit/hr
HOUR 5 FUEL FLOW: 580 lit/hr

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through and indicate expected duration of unavailability of the aircraft for each planned outage.

Fox Flight does not see any significant maintenance downtime during the contract period for all of its four dedicated Air Ambulance Jets. Fox Flight has its own Aircraft Maintenance Organization approved by Transport Canada. Our staff is dedicated to our maintenance operations and we always have three aircraft available to service our clients. At all times we meet or exceed the maintenance requirements dictated by Transport Canada. A copy of our AMO certificate is attached.

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

FOXFLIGHT INC.

Name: [Redacted]
Position: [Redacted]
Date: January 18, 2015
Air Ambulance

[Address]

418 233 3433 1 416 203 8085
ANNEX 2

SECONDARY LONG DISTANCE AIRCRAFT

Aircraft Type: LEAR 35A - 407

Aircraft Registration: C-GIWO  Color: White / Red Tail
Date of Manufacture: 1981  TTAF: 11,201

BID PRICE: $20.00 Per Statute Mile  RN / ACP Med Crew
BID PRICE: $20.50 Per Statute Mile  3rd Med Crew Member

AIRCRAFT TYPE SPECIFICATIONS SHEET

TYPE: Model 35 TCDS A10CE Rev 64

REGISTRATION / CALL SIGN:

Max. Fuel Capacity: 4250 lit
Service Ceiling: 45,000 ft
Total Oil Capacity: 6 qrts gts
Endurance Fuel Flow: 620 lit / hr
Equipment Code:

Apr & Landing Fuel: 85 lit
Start, Taxi, T/O Fuel: 30 lit
Apr & Landing Time 12 mins

--------------- GROSS WEIGHT MAXIMUM ---------------

Takeoff Ground Roll: 5200 ft
Gross Weight: 18,300 lbs
Rotate Speed: 143 knots (IAS)
Equipped Weigh: 10,300 lbs
Climb Rate: 2500 ft / min
Climb Speed: 350 knots (IAS)
Climb Fuel Flow: 680 lit / hr
Number of Tanks 5 tanks

FLIGHT PLAN

Average Flight Cruise Speed: 430 kts (TAS)  220 kts (IAS)
Plan Cruise Altitude: 39,000 ft
Cruise Fuel Flow: 680 lit / hr
Number of Baggage Areas: One
Maximum Altitude that maintains sea level cabin pressure 23,000 ft
SECONDARY LONG DISTANCE AIRCRAFT

INDICATE IF FUEL UNITS ARE LITRES OF AVAIATION GAS OR JET FUEL

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<td>HOUR 1 FUEL FLOW:</td>
<td>680 lit / hr</td>
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<tr>
<td>HOUR 2 FUEL FLOW:</td>
<td>640 lit / hr</td>
</tr>
<tr>
<td>HOUR 3 FUEL FLOW:</td>
<td>620 lit / hr</td>
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<tr>
<td>HOUR 4 FUEL FLOW:</td>
<td>600 lit / hr</td>
</tr>
<tr>
<td>HOUR 5 FUEL FLOW:</td>
<td>580 lit / hr</td>
</tr>
</tbody>
</table>

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through and indicate expected duration of unavailability of the aircraft for each planned outage.

Fox Flight does not see any significant maintenance downtime during the contract period for all of it’s four dedicated Air Ambulance Jets. Fox Flight has it’s own Aircraft Maintenance Organization approved by Transport Canada. Our staff is dedicated to our maintenance operations and we always have three aircraft available to service our clients. At all times we meet or exceed the maintenance requirements dictated by Transport Canada. A copy of our AMO certificate is attached.

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

s.40(1)
**ANNEX 2**

**SECONDARY LONG DISTANCE AIRCRAFT**

Aircraft Type: **LEAR 36A - 024**

Aircraft Registration: **C-FEMT**  
Date of Manufacture: **1978**  
Color: **White / Red Tail**  
TTAF: **22100**

**BID PRICE:**  
$20.00 Per Statute Mile  
$20.50 Per Statute Mile

**AIRCRAFT TYPE SPECIFICATIONS SHEET**

**TYPE:** Model 35 TCDS A10CE Rev 64

**REGISTRATION / CALL SIGN:**

- Max. Fuel Capacity: 4250 lit
- Service Ceiling: 45,000 ft
- Total Oil Capacity: 6 qrts gts
- Endurance Fuel Flow: 620 lit/hr
- Equipment Code: 
- Apr & Landing Fuel: 85 lit
- Start, Taxi, T/O Fuel: 30 lit
- Apr & Landing Time: 12 mins

**GROSS WEIGHT MAXIMUM**

- Takeoff Ground Roll: 5200 ft
- Gross Weight: 18,300 lbs
- Rotate Speed: 143 knots (IAS)
- Equipped Weigh: 10,300 lbs
- Climb Rate: 2500 ft/min
- Climb Speed: 350 knots (IAS)
- Climb Fuel Flow: 680 lit/hr
- Number of Tanks: 5

**FLIGHT PLAN**

- Average Flight Cruise Speed: 430 kts (TAS)  
- Plan Cruise Altitude: 39,000 ft  
- Cruise Fuel Flow: 680 lit/hr  
- Number of Baggage Areas: One  
- Maximum Altitude that maintains sea level cabin pressure: 23,000 ft
SECONDARY LONG DISTANCE AIRCRAFT

INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

HOUR 1 FUEL FLOW: 680 lit/hr
HOUR 2 FUEL FLOW: 640 lit/hr
HOUR 3 FUEL FLOW: 620 lit/hr
HOUR 4 FUEL FLOW: 600 lit/hr
HOUR 5 FUEL FLOW: 580 lit/hr
HOUR 6 FUEL FLOW: 560 lit/hr

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through and indicate expected duration of unavailability of the aircraft for each planned outage.

Fox Flight does not see any significant maintenance downtime during the contract period for all of its four dedicated Air Ambulance Jets. Fox Flight has its own Aircraft Maintenance Organization approved by Transport Canada. Our staff is dedicated to our maintenance operations and we always have three aircraft available to service our clients. At all times we meet or exceed the maintenance requirements dictated by Transport Canada. A copy of our AMO certificate is attached.

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

Name: [Redacted]
Position: [Redacted]
ANNEX 3 DETAILED EVALUATION WEIGHTS

<table>
<thead>
<tr>
<th>Criterion</th>
<th>Priority</th>
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</thead>
<tbody>
<tr>
<td>9.0 Delivery &amp; Proposal Requirements</td>
<td>9.1 Proponent Profile</td>
</tr>
<tr>
<td>9.3 Mandatory (Must P/F) Requirements</td>
<td></td>
</tr>
</tbody>
</table>

- Number of Aircraft in Fleet (Five points per aircraft maximum of Twenty Points) 20%

10.0 Price

- Patient Loaded Statute Mile Fee 80%

Total Scoring 100%

*Fox Flight understands and accepts all conditions of this RFP.*
Part 3: Financial Proposal

Long Distance Air Ambulance with Medical Team Provision
RFP# HCS Air 2014-002

Cost by statute mile, billable only to the patient loaded segment of the flight, exclusive of HST. $20.00 per SM

Cost by statute mile, billable only to the patient loaded segment of the flight, exclusive of HST, including a 3rd medical team member, if required by HCS for any particular flight. $20.50 per SM

Fox Flight understands that the price is to be all inclusive of aircraft operating costs, fuel, airport fees, pilots, and Medical Team services. The statute mile fee quoted is applicable to both Primary and Secondary Aircraft.

Applicable taxes shall be applied at the invoicing stage and are to be identified separately on each purchase invoice.

HCS will pay on proof of invoice:
- Road ambulance services to/from airport to mainland health facilities;
- The additional per flight charge for a 3rd medical team member if required by HCS for any particular flight (extra $0.50 per SM).

The statute mile fee will remain fixed throughout the full term of the contract and will be specified in Appendix 1.
# AIR OPERATOR CERTIFICATE
## CERTIFICAT D'EXPLOITATION AÉRIENNE

### CANADA

<table>
<thead>
<tr>
<th>AOC No. / CEA n°:</th>
<th>9808</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Name / Dénomination sociale:</td>
<td>FOX FLIGHT INC.</td>
</tr>
<tr>
<td>Trade Name(s) / Nom(s) commercial(aux):</td>
<td>FOX FLIGHT</td>
</tr>
<tr>
<td>Operator address / Adresse de l'exploitant:</td>
<td>SUITE 11-3082 LAKESHORE BLVD. W. TORONTO, ONTARIO M8V 4C9 CANADA</td>
</tr>
<tr>
<td>Telephone / Téléphone:</td>
<td>416-556-5131</td>
</tr>
<tr>
<td>Fax / Télécopieur:</td>
<td></td>
</tr>
<tr>
<td>Email / Courriel:</td>
<td>@foxflight.com</td>
</tr>
</tbody>
</table>

### Operation Points of Contact / Points de contact opérationnels:

- **Contact details**, at which operational management can be contacted without undue delay are listed in the Operations Manual Chapter 2, Section 2.1.

- Les coordonnées permettant de joindre sans délai excessif le service de gestion de l'exploitation figurent dans le chapitre 2, section 2.1 du manuel d'exploitation.

### Date of Issue / Date de délivrance: 2014-12-02

**Name and Signature / Nom et signature:** ROBERT WILLIAM GILLESPIE

**Title / Fonction:** Technical Team Lead, Flight Operations / Chef d'équipe technique, Opérations aériennes

---

**On behalf of the Minister of Transport - Au nom du ministre des Transports**

I hereby certify that the attached document is a true copy of the FOX FLIGHT INC. Air Operator Certificate (AOC) and associated operations specifications. Transport Canada Civil Aviation last revised this document in Ottawa, Ontario Canada on December 2, 2014.

Je certifie que le document ci-joint est une copie conforme du certificat d'exploitation aérienne (CEA) de FOX FLIGHT INC. et des spécifications d'exploitation associées. Transports Canada Aviation civile a effectué la dernière révision du présent document, à Ottawa, Ontario Canada le 2 décembre 2014.

Dated at Ottawa, Ontario Canada on December 2, 2014, on behalf of the Minister of Transport.

Fait à Ottawa, Ontario Canada, le 2 décembre 2014, au nom du ministre des Transports.

---

**On behalf of the Minister of Transport - Au nom du ministre des Transports**

This certificate supersedes and replaces the certificate currently in force, where applicable.

Ce certificat annule et remplace le certificat présentement en vigueur, le cas échéant.
## OPERATIONS SPECIFICATIONS

**SPECIFICATIONS D'EXPLOITATION**

subject to the approved conditions in the Operations Manual / sous réserve des conditions approuvées figurant dans le Manuel d'exploitation

### Issuing Authority Contact Details / Coordonnées de l'autorité de délivrance

<table>
<thead>
<tr>
<th>Telephone / Téléphone :</th>
<th>905-405-3268</th>
<th>Fax / Télécopieur :</th>
<th>905-405-3305</th>
<th>E-mail / Courriel :</th>
<th><a href="mailto:robert.gillespie@tc.gc.ca">robert.gillespie@tc.gc.ca</a></th>
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<tr>
<td><strong>AOC No. / CEA n° :</strong></td>
<td><strong>9806</strong></td>
<td><strong>Legal Name / Dénomination sociale :</strong></td>
<td><strong>FOX FLIGHT INC.</strong></td>
<td><strong>Date of Issue / Date de délivrance :</strong></td>
<td><strong>2014-12-02</strong></td>
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<tr>
<td><strong>Trade Name(s) / Nom(s) commercial(aux) :</strong></td>
<td>FOX FLIGHT</td>
<td><strong>On behalf of the Minister of Transport / Au nom du ministre des Transports :</strong></td>
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### CAR Rule / Règle du RAC :

- **704**

### Aircraft / Aéronef :

- LEAR : LJ35 - LEARJET 35 A
- LJ35 - LEARJET 35 A

### Type(s) of Operation / Type(s) d'exploitation :

- AIR TRANSPORT SERVICE / SERVICE DE TRANSPORT AERIEN
- CARGO / FRET
- PASSENGER / PASSAGER

### Type(s) of Service / Type(s) de service :

- DOMESTIC / INTERIEUR
- NON-SCHEDULED INTERNATIONAL / INTERNATIONAL À LA DEMANDE

### Type(s) of Aerial Work / Type(s) de travail aérien :

- CANADA
- CANADA AND ABROAD / CANADA ET L'ÉTRANGER

### Area(s) of Operation / Zone(s) d'exploitation :

- DAY VFR / VFR DE JOUR
- IFR
- NIGHT VFR / VFR NUIT

### Special Limitation(s) / Restriction(s) spéciale(s) :

- TAKE-OFF FLIGHT PATH
- TRAJECTOIRE NETTE DE DÉCOLLAGE
- TAKE-OFF IN IMC - WEATHER BELOW LANDING MINIMA
- DÉCOLLAGE EN IMC - CONDITIONS MÉTÉOROLOGIQUES INFÉRIEURES AUX MINIMUMS D'atterrissage
- TAKE-OFF MINIMA - REPORTED VISIBILITY RVR 1200' (WITH CERTIFIED ENGINE-OUT TAKE-OFF PERFORMANCE)
- MINIMUMS DE DÉCOLLAGE RVR SIGNALÉES DE 1200' (AVEC PERFORMANCES HOMOLOGUÉES POUR DÉCOLLAGE)
- TAKE-OFF MINIMA - REPORTED VISIBILITY RVR 600' - AERODROMES
- MINIMUMS DE DÉCOLLAGE RVR SIGNALÉES DE 600' - AVIONS

### Special Authorizations / Autorisations Spéciales

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### AERODROMES, APPROACHES / EN ROUTE IFR FLIGHT / AÉRODROMES, APPROCHES / VOL IFR EN ROUTE

### APPROACH BAN OPERATIONS

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**Revision No. / N° de révision :** 1
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<table>
<thead>
<tr>
<th>AUTHORIZATION</th>
<th>AUTORISATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>(a) A take-off with reported visibility RVR 1,200' (1/4 mile) is authorized using the types of aeroplanes, with certified engine-out take-off and climb performance, indicated and listed in this authorization.</td>
<td>(a) Un décollage avec une portée visuelle de piste (RVR) signalée de 1 200 pieds (visibilité de 1/4 de mille) est autorisé à condition que soient utilisés les types d'avions dont les performances sont homologuées pour le décollage et la montée avec un moteur en panne, indiqués et inscrits dans la présente autorisation.</td>
</tr>
<tr>
<td>(b) This authorization is valid if the air operator complies with:</td>
<td>(b) La présente autorisation est valide si l'exploitant aérien satisfait aux dispositions suivantes:</td>
</tr>
<tr>
<td>i. the requirements of subsection 724.26(2)(a) of the Commercial Air Service Standards;</td>
<td>i. les exigences de l'alinéa 724.26(2)a) des Normes de service aérien commercial;</td>
</tr>
<tr>
<td>ii. the airport Reduced Visibility Operations requirements as set out in the applicable aeronautical publications, e.g.: Class I NOTAMS, Canada Flight Supplements, etc.</td>
<td>ii. les exigences d'exploitation par visibilité réduite de l'aéroport, telles qu'elles sont énoncées dans les publications aéronautiques pertinentes, comme les NOTAM de classe I et le Supplément de vol — Canada (CFS).</td>
</tr>
</tbody>
</table>
AUTHORIZATION

(a) This authorization is issued pursuant to paragraph 704.08(g)(iv) of the Canadian Aviation Regulations. A take-off with reported visibility RVR 600' is authorized using the types of aircraft indicated.

(b) This authorization is valid if the air operator complies with:

i. the requirements of subsection 724.26(2)(c) of the Commercial Air Service Standards; and
ii. the airport Low Visibility Operations requirements as set out in the applicable aeronautical publications, e.g.: Class 1 NOTAMS, Canada Flight Supplement, etc.

AUTORISATION

(a) La présente autorisation est délivrée en vertu du sous-alinéa 704.08(g)(iv) du Règlement de l'aviation canadien. Un décollage avec une portée visuelle de piste (RVR) signalée de 600 pieds est autorisé à condition que soient utilisés les types d’aéronefs indiqués.

(b) La présente autorisation est valide si l’exploitant aérien satisfait aux dispositions suivantes :

i. les exigences du paragraphe 724.26(2)(c) des Normes de service aérien commercial ;
ii. les exigences d’exploitation par faible visibilité de l’aéroport, telles qu’elles sont énoncées dans les publications aéronautiques pertinentes, comme les NOTAM de classe I et le Supplément de vol — Canada (CFS).
CONDTIONS

The requirements for authorization to operate in RNAV 1 and 2 airspace are as follows:

(a) The aircraft

(i) is equipped with an RNAV system capable of:

(A) meeting a position accuracy of +/- 1 NM or better for 95% of the total flight time in RNAV 1 airspace; and

(B) meeting a position accuracy of +/- 2 NM or better for 95% of the total flight time in RNAV 2 airspace;

(ii) meets the operational and functional performance criteria of:

(A) FAA Advisory Circular 90-96A, Approval of U.S. Operators and Aircraft to operate under instrument flight rules in European Airspace designated for Basic Area Navigation (B-RNAV) and Precision Area Navigation (P-RNAV); and/or

(B) FAA Advisory Circular No. 90-100A, U.S. Terminal and En Route Area Navigation (RNAV) Operations; and/or

(C) JAA TGL No. 10 Rev 1: Airworthiness and Operational Approval for Precision RNAV Operations in Designated European Airspace; and


(b) Company Operations Manual

The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to the conduct of RNAV 1 and 2 operations that are necessary for safe operations. These procedures shall include at least a system description and any limitations; the operational aspects, including normal, abnormal and emergency operations; and any effects or dependencies on other aircraft systems.

TRAINING REQUIREMENTS

The applicable training requirements are contained in Commercial Air Service Standards 722.76(15), 723.98(21), 724.115(22) or 725.124(27), as applicable to the Canadian Aviation Regulations Subpart. The air operator shall provide training to personnel involved with RNAV 1 and 2 operations that addresses at least the following:

(a) the operation of the area navigation systems by flight crew in accordance with the training requirements set out in the subsection of the Commercial Air Services Standards, and;

(b) initial and recurrent approved training programs specific to RNAV 1 and 2 that ensure that each flight crew member and operational control personnel are proficient in the following areas:

CONITIONS

Les exigences relatives à l'autorisation de voler à l'intérieur de l'espace aérien RNAV 1 et 2 sont les suivantes :

a) L'aéronef

(i) est équipé d'un système RNAV pouvant :

(A) respecter une précision de position minimale de +/-1 NM pendant 95% de la durée totale du vol à l'intérieur de l'espace aérien RNAV 1 ;

(B) respecter une précision de position minimale de +/-2 NM pendant 95% de la durée totale du vol à l'intérieur de l'espace aérien RNAV 2 ;

(ii) respecte les critères opérationnels et fonctionnels de rendement des documents suivants :

(A) la circulaire consultative AC 90-98A de la FAA intitulée Approval of U.S. Operators and Aircraft to operate under instrument flight rules in European Airspace designated for Basic Area Navigation (B·RNAV) and Precision Area Navigation (P·RNAV); et/ou

(B) la circulaire consultative AC 90-100A de la FAA intitulée U.S. Terminal and En Route Area Navigation (RNAV) Operations; et/ou

(C) le document TGL no 10, révision 1 de la JAA intitulé Airworthiness and Operational Approval for Precision RNAV Operations in Designated European Airspace;

(iii) respecte les critères opérationnels et fonctionnels de rendement figurant dans le document de l'OACI intitulé Manuel de la navigation fondée sur les performances, 3e édition, 2006, volume II, partie B, chapitre 3, tableaux II-B-3-1 et II-B-3-2.

b) Manuel d'exploitation de la compagnie

Dans son manuel d'exploitation de la compagnie, l'exploitant aérien doit établir des procédures pour guider son personnel ainsi que toutes les autres procédures relatives à la tenue d'opérations RNAV 1 et 2 que nécessite une exploitation sécuritaire. Ces procédures doivent inclure au moins une description du système ainsi que toutes ses limites, les aspects opérationnels, notamment, les opérations en situation normale, anormale et d'urgence, ainsi que tous les effets sur les autres systèmes de l'aéronef et la dépendance envers ceux-ci.

EXIGENCES DE FORMATION

Les exigences de formation pertinentes figurant, selon le cas, aux paragraphes 722.76(15), 723.98(21), 724.115(22) ou 725.124(27) des Normes de service aérien commercial s'appliquant à la sous-partie du Règlement de l'aviation canadien. L'exploitant aérien doit fournir de la formation à chaque membre d'équipage participant aux opérations RNAV 1 et 2, laquelle touche à tout le moins les éléments suivants :

a) l'utilisation de systèmes de navigation de surface en fonction des exigences de formation figurant au paragraphe des Normes de service aérien commercial;

b) des programmes de formation initiale et périodiques approuvés spécifique à la RNAV 1 et 2 qui assurent que chaque membre d'équipage de navigant et tout membre du personnel de contrôle opérationnel sont compétents dans les domaines suivants :
| (i) flight planning for RNAV 1 and 2 airspace; | (i) la planification des vols en espace aérien RNAV 1 et 2; |
| (ii) navigation performance requirements for RNAV 1 and 2 airspace; | (ii) les exigences de performances de navigation en espace aérien RNAV 1 et 2; |
| (iii) terminal and en route procedures for RNAV 1 and 2 airspace; and | (iii) les procédures en route et en région terminale pour espace aérien RNAV 1 et 2; |
| (iv) contingency procedures for RNAV 1 and 2 airspace. | (iv) procédures d'urgence en espace aérien RNAV 1 et 2. |
CONDITIONS

The requirements for authorization to operate in RNAV 5 airspace are as follows:

(a) The aircraft:

(i) Is equipped with an RNAV system capable of meeting a position accuracy of ±5 NM or better for 95% of the total flight time in RNAV 5 airspace, and

(ii) Meets the operational and functional performance criteria of:

(A) The B-RNAV portion of FAA Advisory Circular No. 80-96A, Approval of U.S. Operators and Aircraft to Operate Under Instrument Flight Rules (IFR) in European Airspace Designated for Basic Area Navigation (B-RNAV) and Precision Area Navigation (P-RNAV); and/or

(B) JAA GAI-20 ACJ 20X4, JAA Guidance Material on the Airworthiness and Operational Criteria for the Use of navigation systems in European Airspace Designated for Basic RNAV Operations, and/or

(C) EASA AMC 20-4, B-RNAV, Airworthiness Approval and Operational Criteria for the Use of Navigation Systems in European Airspace Designated for Basic RNAV Operations, and


(b) Company Operations Manual

The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to the conduct of RNAV 5 operations that are necessary for safe operations. These procedures shall include at least a system description and any limitations; the operational aspects, including normal, abnormal and emergency operations; and any effects or dependencies on other aircraft systems.

TRAINING REQUIREMENTS

The applicable training requirements are contained in Commercial Air Service Standards 722.76(15), 723.98(21), 724.115(22) or 725.124(27), as applicable to the Canadian Aviation Regulations Subpart. The air operator shall provide training to personnel involved with RNAV 5 operations that addresses at least the following:

(a) The operation of the area navigation systems by flight crew in accordance with the training requirements set out in the subsection of the Commercial Air Service Standards; and

(b) Initial and recurrent approved training programs specific to RNAV 5 that ensure that each flight crew member and operational control personnel are proficient in the following areas:

(i) Flight planning for RNAV 5 airspace;

EXIGENCES DE FORMATION

Les exigences de formation pertinentes figurant, selon le cas, aux paragraphes 722.76(15), 723.98(21), 724.115(22) ou 725.124(27) des Normes de service aérien commercial s’appliquant à la sous partie du Règlement de l'aviation canadien. L'exploitant aérien doit fournir de la formation à chaque membre d'équipage participant aux opérations RNAV 5, laquelle touche à tout le moins les éléments suivants :

a) l'utilisation de systèmes de navigation de surface de longue portée en fonction des exigences de formation figurant au paragraphe des Normes de Services aériens commerciaux; et

b) des programmes de formation initiale et périodiques approuvés spécifiques à la RNAV 5 qui assurent que chaque membre d'équipage navigant et tout membre du personnel de contrôle opérationnel (régulation) sont compétents dans les domaines suivants :

(i) a planification des vols pour un espace aérien RNAV.
(ii) Navigation performance requirements for RNAV 5 airspace;  
(iii) En route procedures for RNAV 5 airspace; and  
(iv) contingency procedures for RNAV 5 airspace.

| (ii) les exigences de performance de navigation en espace aérien RNAV 5;  
| (iii) les procédures en route pour un espace aérien RNAV 5; et  
| (iv) les procédures d'urgence en espace aérien RNAV 5. |
The requirements for authorization to operate in RNP-10 airspace are as follows:

(a) The aircraft
   i. is equipped with at least two independent long range navigation systems capable of meeting a position accuracy of +/- 0.01 NM or better for 95% of the flight time in RNP-10 airspace; and
   ii. meets the technical requirements of the navigation element of FAA Order 8400.12A, Required Navigation Performance 10 (RNP-10) Operational Approval.

(b) An RNP-10 time limit is established for aircraft equipped with only Inertial Navigation Systems (INS) or Inertial Navigation Units (INU), in order to meet the RNP-10 accuracy requirements.

(c) The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to the conduct of RNP-10 operations that are necessary for safe operations. These procedures shall include at least a system description and any limitations; the operational aspects, including normal, abnormal and emergency operations; and any effects or dependences on other aircraft systems.

(d) The air operator shall provide training to each crew member involved with RNP-10 operations that addresses at least the following:
   i. the operation of the long range area navigation systems in accordance with the training requirements set out in the subsection of the Commercial Air Services Standards or the Private Operator Passenger Transportation Standards, as the case may be, referred to in section 5 of this operations specification, and;
   ii. For a flight crew member to qualify for operations in RNP-10 airspace, an air operator shall have initial and recurrent approved training programs that ensure that each flight crew member is proficient in the following areas:
      (a) flight planning for RNP-10 airspace;
      (b) navigation performance requirements for RNP-10 airspace;
      (c) en route procedures for RNP-10 airspace; and
      (d) contingency procedures for RNP-10 airspace.
CONDITIONS

The requirements for authorization to operate in RNP 4 airspace are as follows:

(a) The aircraft

(i) is equipped with at least two independent long range navigation systems capable of meeting a position accuracy of +/- 4 NM or better for 95% of the flight time;

(ii) meets the aircraft eligibility and aircraft requirements of the ICAO Performance Based Navigation (PBN) Manual, Doc 9813, Vol II, Part C, Chapter 1 Implementing RNP 4; and

(iii) meets the technical requirements of the navigation element of FAA Order 8400.33, Procedures for Obtaining Authorization for Required Navigation Performance 4 (RNP 4) Oceanic and Remote Area operations.

(b) Company Operations Manual

The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to the conduct of RNP 4 operations that are necessary for safe operation. These procedures shall include at least a system description and any limitations; the operational aspects, including normal, abnormal and emergency operations; and any effects or dependencies on other aircraft systems.

TRAINING REQUIREMENTS

The applicable training requirements are contained in Commercial Air Service Standards 722.76(15), 723.98(21), 724.115(22) or 725.124(27), as applicable to the Canadian Aviation Regulations Subpart identified in section 3 of this operations specification. The air operator shall provide training to personnel involved with RNP 4 operations that addresses at least the following:

(a) the operation of the area navigation systems by flight crew in accordance with the training requirements set out in the subsection of the Commercial Air Service Standards, and;

(b) initial and recurrent approved training programs specific to RNP 4 that ensure that each flight crew member and operational control personnel are proficient in the following areas:

(i) flight planning for RNP 4 airspace;

(ii) navigation performance requirements for RNP 4 airspace;

(iii) en route procedures for RNP 4 airspace; and

(iv) contingency procedures for RNP 4 airspace.

EXIGENCES DE FORMATION

Les exigences de formation pertinentes figurant, selon la cas, aux paragraphes 722.76(15), 723.98(21), 724.115(22) ou 725.124(27) des Normes de service aérien commercial s'appliquant à la sous-partie du Règlement de l'aviation canadien spécifié à l'article 3 de la présente spécification d'exploitation. L'exploitant aérien doit fournir de la formation à chaque membre d'équipage navigant et tout membre du personnel de contrôle opérationnel (régulation) sont compétents dans les domaines suivants :

a) l'utilisation de systèmes de navigation de surface de longue portée en fonction des exigences de formation figurant au paragraphe des Normes de Services aériens commerciaux;

b) des programmes de formation initiale et périodiques approuvés spécifique à la RNP 4 qui assurent que chaque membre d'équipage navigant et tout membre du personnel de contrôle opérationnel (régulation) sont compétents dans les domaines suivants :

(i) la planification des vols pour un espace aérien RNP 4;

(ii) les exigences de performance de navigation en espace aérien RNP 4;

(iii) les procédures en route pour un espace aérien RNP 4;

(iv) les procédures d'urgence en espace aérien RNP 4.
The maintenance of least document EASA member Involved procedures, (d) Maintenance Operations Manual sales operations. other procedures system
The maintenance of least document EASA member Involved procedures, (d) Maintenance Operations Manual sales operations.

(CONDITIONS)
This authority is granted subject to the following conditions:
(a) Aircraft and Equipment
The equipment and installation shall
   i) meet the requirements of Part V of the Canadian Aviation Regulations; and
   ii) meet the certification considerations of EASA AMC 20-24 “Certification Considerations for the Enhanced ATS in Non-Radar Areas using ADS-B Surveillance (ADS-B-NRA) Application”.
   iii) satisfies the airworthiness considerations of the Advisory Circular on Automatic Dependent Surveillance – Broadcast
(b) Company Operations Manual
The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to ADS-B that are necessary for safe operations. These procedures shall include at least a system description, the operational aspects described in document AMC 20-24, operational and contingency procedures, and training elements for use of the ADS-B-NRA application.
(c) Training
The air operator shall provide training to each flight crew member involved with ADS-B operations that address at least the items listed at sections 10.3.2 and 10.4 of EASA document AMC 20-24.
(d) Maintenance
The air operator shall establish a periodicity for the maintenance of ADS-B equipment listed at section 12 of EASA document AMC 20-24.

(AUORIZATION)
This authorization is issued pursuant to the subparagraph of the Canadian Aviation Regulations referred to in this authorization and authorizes participation in ADS-B operations, under the conditions listed in this authorization, for the type(s) of aeroplane(s) indicated and listed in this authorization.

This authority is granted subject to the following conditions:
(a) Aircraft and Equipment
The equipment and installation shall
   i) meet the requirements of Part V of the Canadian Aviation Regulations; and
   ii) meet the certification considerations of EASA AMC 20-24 “Certification Considerations for the Enhanced ATS in Non-Radar Areas using ADS-B Surveillance (ADS-B-NRA) Application”.
   iii) satisfies the airworthiness considerations of the Advisory Circular on Automatic Dependent Surveillance – Broadcast
(b) Company Operations Manual
The air operator shall establish procedures in its Company Operations Manual for the guidance of its personnel and any other procedures related to ADS-B that are necessary for safe operations. These procedures shall include at least a system description, the operational aspects described in document AMC 20-24, operational and contingency procedures, and training elements for use of the ADS-B-NRA application.
(c) Training
The air operator shall provide training to each flight crew member involved with ADS-B operations that address at least the items listed at sections 10.3.2 and 10.4 of EASA document AMC 20-24.
(d) Maintenance
The air operator shall establish a periodicity for the maintenance of ADS-B equipment listed at section 12 of EASA document AMC 20-24.

(L'AUTHORISATION)
La présente autorisation est délivrée en vertu du sous-alinéa du Règlement de l'aviation canadien mentionné dans cette autorisation et elle autorise la participation à des opérations prévoyant l'utilisation de l'ADS-B, dans les conditions mentionnées dans cette autorisation, pour le(s) type(s) d'avion(s) indiqué(s) et mentionné(s) dans cette présente autorisation.

Les conditions suivantes sont applicables :
(a) Matériel et équipement
L'équipement et l'installation doivent
   i. répondre aux exigences de la partie V du Règlement de l'aviation canadien;
   iii. respecter les éléments de conformité du Circulaire d'information traitant des systèmes de Surveillance automatique dépendant - diffusion
(b) Manuel d'exploitation de la compagnie
L'exploitant aérien doit établir dans son Manuel d'exploitation de la compagnie des procédures servant de lignes directrices destinées à son personnel, ainsi que toute autre procédure reliée à l'ADS-B nécessaire à la sécurité des opérations. Ces procédures doivent à tout le moins inclure une description du système, les aspects opérationnels décrits dans l'AMC 20-24 et les procédures en cas d'urgence, ainsi que les éléments de formation reliés à l'utilisation de l'application ADS-B-NRA.
(c) Formation
L'exploitant aérien doit dispenser à tout membre d'équipage de conduite participant à des opérations ADS-B une formation portant au minimum sur les éléments énumérés dans les articles 10.3.2 et 10.4 de l'AMC 20-24 de l'AESA.
(d) Maintenance
L'exploitant aérien doit établir une périodicité de la maintenance de l'équipement ADS-B figurant à l'article 12 de l'AMC 20-24 de l'AESA.
<table>
<thead>
<tr>
<th>BASES AND SCHEDULED POINTS / BASES ET POINTS RÉGULIERS</th>
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<tr>
<td>subject to the approved conditions in the Operations Manual / sous réserve des conditions approuvées figurant dans le Manual d'exploitation</td>
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<tr>
<td>9808</td>
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<th>Trade Name(s) / Nom(s) commercial(aux) :</th>
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<td>FOX FLIGHT</td>
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</table>
Date: 2005-08-11

(REPLACE LA LICENCE N° 030007 DATÉE DU 10 JANVIER 2003)

Licence internationale service à la demande délivrée à

exerçant son activité sous le nom de

par l’Office des transports du Canada conformément au paragraphe 73(1) de la Loi sur les transports au Canada, L.C. (1996), ch. 10 (ci-après la LTC) autorisant la licenciée à exploiter le(s) service(s) suivant(s) :

service international à la demande (petits aéronefs),

sous réserve des conditions prescrites par le Règlement sur les transports aériens, DORS/88-58, dans sa version la plus récente (ci-après le RTA), des conditions exigeant la détention d’un document d’aviation canadien délivré par le ministre des Transports et de la police d’assurance responsabilité réglementaire prévue à l’article 7 du RTA, et des conditions suivantes auxquelles la licence est assujettie conformément au paragraphe 74(1) de la LTC:

CONDITION

1. La licenciée est autorisée à effectuer des vols affrétés entre le Canada et tout autre pays.

1. The Licensee is authorized to transport traffic on a charter basis between Canada and any other country.

by the Canadian Transportation Agency pursuant to subsection 73(1) of the Canada Transportation Act, S.C., 1996, c. 10 (hereinafter the CTA) that permits the Licensee to operate the following service(s)

non-scheduled international service, small aircraft,

subject, in addition to the conditions prescribed by the Air Transportation Regulations, SOR/88-58, as amended (hereinafter the ATR), to the requirements to hold a Canadian aviation document issued by the Minister of Transport and to have prescribed liability insurance coverage as set out in section 7 of the ATR, and to the following terms and conditions to which the licence is made subject pursuant to subsection 74(1) of the CTA:
Date 2005 -08- 1 1

(REPLACE THE LICENCE N° 030006 DATED ON 10 JANVIER 2003)

Licence interieure delivree a

exerçant son activité sous le nom de

par l'Office des transports du Canada conformément à l'article 61 de la Loi sur les transports au Canada, L.C. (1996), ch. 10 autorisant la licencie à exploiter le(s) service(s) suivant(s) :

service interieur (petits aéronefs)

Cette licence autorise la licencie à faire son exploitation soit à l'intérieur du Canada, soit entre un point qui y est situé et un point qui lui est extérieur sans pour autant faire partie du territoire d'un autre pays, en autant que, pour le(s) service(s) en question, la licencie détienne un document d'aviation canadien délivré par le ministre des Transports ainsi que la police d'assurance responsabilité réglementaire tel que stipulé par l'article 7 du Règlement sur les transports aériens, DORS/88-58, dans sa version la plus récente.

Licence No.
030006

Domestic licence issued to

Fox Flight, Inc.

carrying on business as

Fox Flight

by the Canadian Transportation Agency, pursuant to section 61 of the Canada Transportation Act, S.C., 1996, c. 10 that permits the Licensee to operate the following service(s):

domestic service, small aircraft

This licence entitles the holder to operate between points in Canada, from and to the same point in Canada or between Canada and a point outside Canada that is not in the territory of another country, provided that, in respect of the service(s), the Licensee holds a Canadian aviation document issued by the Minister of Transport and has prescribed liability insurance coverage as set out in section 7 of the Air Transportation Regulations, SOR/88-58, as amended.
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
The Board of Directors of  
THE COMMISSION ON ACCREDITATION OF MEDICAL TRANSPORT SYSTEMS  
hereby awards accreditation to  

**Fox Flight, Inc.**  
From: July 10, 2014 to July 10, 2017

Presented in recognition for substantial compliance with Accreditation Standards of CAMTS in quality patient care and safety for patients requiring medical transport in the following categories:

<table>
<thead>
<tr>
<th>Modes of Transport</th>
<th>Patient Types (care &amp; transport provided)</th>
<th>Patient Types (transport only provided)</th>
<th>Level of Service Provided</th>
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<td>X Fixed Wing</td>
<td>X Adult</td>
<td>___ Adult</td>
<td>X Critical Care</td>
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<td></td>
<td>X PICU</td>
<td>___ PICU</td>
<td>___ ALS (air)</td>
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<td>X IABP</td>
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<td>___ ALS (ground)</td>
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<td>___ Perinatal</td>
<td>___ ALS (ground)</td>
</tr>
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<td></td>
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<td>___ Neonatal</td>
<td>___ BLS (ground)</td>
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<td>___ ECMO</td>
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<td></td>
<td>___ Inhaled Nitric Oxide (INO)</td>
<td>___ Inhaled Nitric Oxide (INO)</td>
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</tbody>
</table>

The Medical Transport Service is granted this Certificate of Accreditation by the authority of the

COMMISSION ON ACCREDITATION OF MEDICAL TRANSPORT SYSTEMS  
An organization with equal representation from each of the following member organizations:

- Aerospace Medical Association
- Emergency Nurses Association
- Air Medical Operators Association
- European HEMS and Air Ambulance Committee
- Air Medical Physician Association
- International Association of Flight and Critical Care Paramedics
- Air & Surface Transport Nurses Association
- National Air Transportation Association
- American Academy of Pediatrics
- National Association of Air Medical Communication Specialists
- American Association of Critical Care Nurses
- National Association of EMS Physicians
- American Association of Respiratory Care
- National Association of Neonatal Nurses
- American College of Emergency Physicians
- National Association of State EMS Officials
- American College of Surgeons
- National EMS Pilots Association
- Association of Air Medical Services
- United States Transportation Command
- Association of Critical Care Transport

The Commission on Accreditation of Medical Transport Systems is dedicated to improving the quality of patient care and safety of the transport environment for services providing rotorwing, fixed wing and ground transport systems.

Chair  
Secretary  
Executive Director
This is to certify the decision of the board of the European Aero Medical Institute e.V.

**Full Accreditation Special Care**

Has been granted to Fox Flight Inc, in Toronto, Canada

**Until 01st of December 2015**

for demonstrating substantial compliance with Eurami e.V. Accreditation Standards. Special care accreditation testifies that Fox Flight Inc demonstrates it has proven capabilities in the air transport of special high-risk patients and providing high-level care.

Date: 29th of May 2013
Dr. Laurent Taymaz
President Eurami e.V.
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
Certificate of Insurance

Certificate No.: 23
Certificate Holder(s):

Government of Newfoundland and Labrador
Department of Health and Community Services Air Ambulance Program.
1st Flr Confederation Building, West Block
P.O. Box 8700
St. John's
Newfoundland
A1B 4J6

Date: January 19, 2015
Policy No(s): 657574

Certificate

Certificate No(s): Polley
No(s): 657574

Government of Newfoundland and Labrador
Department of Health and Community Services Air Ambulance Program.
1st Floor Confederation Building, West Block
P.O. Box 8700
St. John's
Newfoundland
A1B 4J6

THIS IS TO CERTIFY that insurance as described hereunder has been arranged on behalf of the Named Insured noted herein and that such insurance, as of the date hereof, is in full force and effect:

Named Insured: Fox Flight Inc. d/b/a Fox Flight Air Ambulance
Address of Insured: Suite 11, 3062 Lakeshore Boulevard West
Toronto, ON M8V 4C9
Policy Period: From May 14, 2014 To May 14, 2015
(both dates at 12:01 a.m. Local Standard Time at the address of the Named Insured)

Aircraft Insured:

<table>
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<tr>
<th>Registration</th>
<th>Serial No.</th>
<th>Make &amp; Model</th>
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<td>C-GWNO</td>
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<td>C-GTDM</td>
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<td>1983 Lear Jet 35A</td>
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<td>C-PEMT</td>
<td>024</td>
<td>1978 Lear Jet 36A</td>
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</tr>
</tbody>
</table>

Coverage(s):

(A) Hull "All Risks" Flight and Ground
(B) Aircraft Legal Liability in respect of Third Party Bodily Injury and Property Damage
   (Inclusive of Passenger, Baggage and Cargo Liability)

Sum Insured / Limit(s) of Liability:

(A) As agreed with the Named Insured
(B) CAD20,000,000 Combined Single Limit, Each Occurrence, Each Aircraft

Condition(s):

* The Certificate Holder(s) and their directors, officers, employees and agents are hereby included as Additional Insureds, with Cross Liability / Severability of Interests Clause included, solely in respect of liability arising from the operations of the Named Insured.

Subscribing Insurer(s): Certain Licensed Canadian Insurer(s)

The Insurance described above is subject to the limitations, exclusions, terms and conditions contained in the policy(ies) issued by or on behalf of the Subscribing Insurer(s) as referenced herein. By issuance of this Certificate, Dulude, Taylor Inc. accepts no responsibility to maintain the coverage stated or advise of the termination of any policy(ies).

Suite 12, 575 Palmer Road NE
Calgary, Alberta T2E 7G5
Phone: 403.735.2424 | Fax: 403.735.2395
cc: Named Insured / Insurers

On behalf of Dulude, Taylor Inc.

Authorized Representative

** SEVERAL LIABILITY NOTICE **

The subscribing Insurers' obligations under contracts of insurance to which they subscribe are several and not joint and are limited solely to the extent of their individual subscriptions. The subscribing Insurers are not responsible for the subscription of any co-subscribing Insurer who for any reason does not satisfy all or part of its obligation.

This Certificate cancels and supersedes all previously issued Certificates.
Certificate of Insurance

Certificate No.: 1
Certificate Holder(s):
To Whom It May Concern

THIS IS TO CERTIFY that insurance as described hereunder has been arranged on behalf of the Named Insured noted herein and that such insurance, as of the date hereof, is in full force and effect:

Named Insured: Fox Flight Inc. d/b/a Fox Flight Air Ambulance
Address of Insured: Suite 11, 3062 Lakeshore Boulevard West
Toronto, ON M8V 4C9
Policy Period: From May 14, 2014 To May 14, 2015
(both dates at 12:01 a.m. Local Standard Time at the address of the Named Insured)

Aircraft Insured:

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</tr>
<tr>
<td>C-FEMT</td>
<td>024</td>
<td>1976 Lear Jet 36A</td>
</tr>
</tbody>
</table>

Coverage(s):

(A) Hull "All Risks" Flight and Ground
(B) Aircraft Legal Liability in respect of Third Party Bodily Injury and Property Damage (inclusive of Passenger, Baggage and Cargo Liability)

Sum Insured / Limit(s) of Liability:

(A) As agreed with the Named Insured
(B) CAD35,000,000 Combined Single Limit, Each Occurrence, Each Aircraft

Subscribing Insurer(s): Certain Licensed Canadian Insurer(s)

The insurance described above is subject to the limitations, exclusions, terms and conditions contained in the policy(ies) issued by or on behalf of the Subscribing Insurer(s) as referenced herein. By issuance of this Certificate, Dulude, Taylor Inc. accepts no responsibility to maintain the coverage stated or advise of the termination of any policy(ies).

Suite 12, 575 Palmer Road NE
Calgary, Alberta T2E 7G5
Phone: 403.735.2424 | Fax: 403.735.2396
cc: Named Insured | Insurers

**SEVERAL LIABILITY NOTICE**

The subscribing Insurers' obligations under contracts of insurance to which they subscribe are several and not joint and are limited solely to the extent of their individual subscriptions. The subscribing Insurers are not responsible for the subscription of any co-subscribing Insurer who for any reason does not satisfy all or part of its obligation.

This Certificate cancels and supersedes all previously issued Certificates
Certificate of Insurance

Certificate No.: 2
Certificate Holder(s):
To Whom It May Concern

THIS IS TO CERTIFY that Insurance as described hereunder has been arranged on behalf of the Named Insured noted herein and that such Insurance, as of the date hereof, is in full force and effect:

Named Insured: Fox Flight Inc. d/b/a Fox Flight Air Ambulance and/or Fox Flight Maintenance Inc.
Address of Insured: Suite 11, 3052 Lakeshore Boulevard West
Toronto, ON M8V 4C9
Policy Period: From May 14, 2014 To May 14, 2015
(both dates at 12:01 a.m. Local Standard Time at the address of the Named Insured)
Coverage(s): Aviation General Liability Combined Single Limit Bodily Injury and Property Damage
(inclusive of Premises & Operations Liability, Hangarkeepers Liability and Products Liability)
Sum Insured / Limit(s) of Liability:
Premises Liability CAD35,000,000 Each Occurrence
Hangarkeepers Liability CAD2,500,000 Each Aircraft / CAD2,500,000 Each Occurrence
Products Liability CAD6,000,000 Each Occurrence and in the Aggregate
Subscribing Insurer(s): Certain Licensed Canadian Insurer(s)

The Insurance described above is subject to the limitations, exclusions, terms and conditions contained in the policy(ies) issued by or on behalf of the Subscribing Insurer(s) as referenced herein. By issuance of this Certificate, Dulude, Taylor Inc. accepts no responsibility to maintain the coverage stated or advise of the termination of any policy(ies).

Suite 12, 575 Palmer Road NE
Calgary, Alberta T2E 7G5
Phone: 403.735.2424 | Fax: 403.735.2396
cc: Named Insured | Insurers

** SEVERAL LIABILITY NOTICE **
The subscribing Insurers' obligations under contracts of insurance to which they subscribe are several and not joint and are limited solely to the extent of their individual subscriptions. The subscribing Insurers are not responsible for the subscription of any co-subscribing Insurer who for any reason does not satisfy all or part of its obligation.

This Certificate cancels and supersedes all previously issued Certificates.
CERTIFICATE OF INSURANCE

INSURANCE COVERING AIR CARRIER LIABILITY TO PASSENGERS AND PUBLIC LIABILITY

1. This is to certify that:

   Certain Licensed Canadian Insurer(s)
   Effected through Dulude, Taylor Inc. as Brokers
   Suite 12, 575 Palmer Road NE
   Calgary, AB T2E 7G4

   (name, address and participation percentages of insurer or insurers)

   has/have issued the policies listed in this certificate covering risks of liability to passengers and public liability to

   Fox Flight Inc. d/b/a Fox Flight
   Suite 11, 3062 Lakeshore Boulevard West
   Toronto, ON M8V 4C9

   (name and address of air carrier)

   effective from 14 (day) 05 (month) 2014 (year)
   to 14 (day) 05 (month) 2015 (year)

2. The insurer has assumed, under the policies listed in this certificate, liability insurance covering risks of injury to or death of passengers and insurance covering risks of public liability in accordance with the requirements of section 7 of the Air Transportation Regulations.

3. The air carrier has been insured against the risks described in section 2 for every incident or accident related to the operation of a__DOMESTIC AND INTERNATIONAL__ service in the following amounts:
   (domestic, an international, or domestic and international)

<table>
<thead>
<tr>
<th>Type of Liability</th>
<th>Amount</th>
<th>Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger</td>
<td>Not less than</td>
<td>657574</td>
</tr>
<tr>
<td></td>
<td>CAD300,000 per</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Passenger</td>
<td></td>
</tr>
<tr>
<td>Public</td>
<td>Not less than</td>
<td></td>
</tr>
<tr>
<td></td>
<td>CAD3,000,000 per Occurrence</td>
<td></td>
</tr>
<tr>
<td>Single Limit Coverage</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4. The policies listed in this certificate insure (fill in the appropriate service in either (a) or (b)):

   (a) All aircraft operated by the air carrier in__services; or
   (domestic, international or domestic and international)

   (b) ___DOMESTIC AND INTERNATIONAL__ services operated by the air carrier with the following aircraft:
   (domestic, international, or domestic and international)

   | Registration Marking | Type and Model |
   |----------------------|----------------|----------------|
   | C-FEMT               | 1976 Lear Jet 36A |
   | C-GUAC               | 1980 Lear Jet 35A |
   | C-GIWO               | 1981 Lear Jet 35A |
   | C-GTDM               | 1983 Lear Jet 35A |
5. The insurer undertakes to notify the Secretary of the Canadian Transportation Agency forthwith in writing when:
   (a) the air carrier’s coverage has been cancelled or is intended to be cancelled;
   (b) the air carrier’s coverage has been altered or is intended to be altered in a manner that results in the failure by the air carrier to comply with section 7 of the Air Transportation Regulations; or
   (c) the air carrier’s operations have been changed or are intended to be changed in a manner that results in the failure by the air carrier to comply with section 7 of the Air Transportation Regulations.

6. The insurer (check (a) or (b)):
   (a) is registered and/or licensed in Canada to issue aircraft insurance policies; or  
      X
   (b) is licensed or approved by a foreign government to issue aircraft insurance policies

On behalf of the insurer:

Dulude, Taylor Inc.

Date: May 9, 2014

Joel Wisneski, Account Executive
(signature, name and title of authorized person or agent)

Filing Directions:
1. An original of this certificate and any notification made pursuant to section 5 are to be filed with the Secretary, Canadian Transportation Agency, Ottawa, Ontario, Canada K1A 0N9.
2. An air carrier may file a certificate that contains one or more of the three conditions and the table set out in the attachment hereto.

cc. Fox Flight  

A001(06/96)
CERTIFICATE OF ENDORSEMENT

TO: The Secretary
Canadian Transportation Agency
Ottawa, Ontario, Canada
K1A 0N9

FACSIMILE: (819) 953-5552 or (819) 953-8798

This is to certify that AVN 57C (Canada) or equivalent endorsement has been attached to and forms part of liability insurance Policy No. 857674 (the Policy) of:

Fox Flight Inc. dba Fox Flight

listed in its Certificate of Insurance issued by the below-noted insurance broker/insurer and filed with the Secretary of the Canadian Transportation Agency, Ottawa, Ontario, Canada.

An "equivalent endorsement" is an endorsement which amends the Policy to provide coverage in compliance with the provisions of Section 7 of the Air Transportation Regulations, such that the terms, conditions, limitations and exclusions of the Policy shall apply to claims made under the Policy which (a) are in excess of the limits specified in Section 7 of the Air Transportation Regulations or (b) are not governed by the provisions of Section 7 of the Air Transportation Regulations.

The undersigned undertakes to:

(a) file with the Secretary of the Canadian Transportation Agency, Ottawa, Ontario Canada, K1A 0N9, a renewal of this Certificate of Endorsement concurrently with the filing of the renewal of the above-noted Certificate of Insurance; and

(b) notify the Secretary of the Canadian Transportation Agency forthwith in writing when there has been any change in the information contained in this Certificate of Endorsement, including a change in the Insurance Broker or Insurer and/or the removal of AVN 57C or equivalent endorsement from the Policy.

This Certificate of Endorsement expires on 2015/06/14 the expiry date of the Policy.

On behalf of the insurer:

Duflode. Taylor Inc.
Suite 12, 575 Palmer Road NE
Calgary, Alberta T2E 7G4

Telephone Number: (403) 735-2396
Facsimile Number: (403) 735-2396

Date: May 9, 2014
This certificate is issued as a matter of information only and confers no rights upon the certificate holder and imposes no liability on the insurer. This certificate does not amend, extend or alter the coverage afforded by the policies below.

### 1. CERTIFICATE HOLDER - NAME AND MAILING ADDRESS

**To Whom it May Concern**

<table>
<thead>
<tr>
<th>Insurance Company and Policy Number</th>
<th>EFFECTIVE DATE</th>
<th>EXPIRY DATE</th>
</tr>
</thead>
</table>

### 2. INSURED’S FULL NAME AND MAILING ADDRESS

**Fox Flight Inc. dba Fox Flight Air Ambulance**

<table>
<thead>
<tr>
<th>POSTAL CODE</th>
<th>LOCATION OPERATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>M8V 4C9</td>
<td>Office for Supply of Medical Personnel to Accompany Sick Patients</td>
</tr>
</tbody>
</table>

### 3. COVERAGES

This is to certify that the policies of insurance listed below have been issued to the insured named above for the policy period indicated notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain. The insurance afforded by the policies described herein is subject to all terms, exclusions and conditions of such policies.

LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS

<table>
<thead>
<tr>
<th>TYPE OF INSURANCE</th>
<th>INSURANCE COMPANY AND POLICY NUMBER</th>
<th>EFFECTIVE DATE</th>
<th>EXPIRY DATE</th>
<th>LIMITS OF LIABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMMERCIAL GENERAL LIABILITY</td>
<td>Encon Insurance Managers Inc. - SGL19826</td>
<td>2014-07-01</td>
<td>2015-07-01</td>
<td>COMMERCIAL GENERAL LIABILITY</td>
</tr>
<tr>
<td>AUTOMOBILE LIABILITY</td>
<td>Aviva Insurance Company of Canada - 6741138720</td>
<td>2013-11-06</td>
<td>2014-11-06</td>
<td>AUTOMOBILE LIABILITY</td>
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<tr>
<td>EXCESS LIABILITY</td>
<td>Encon Insurance Managers Inc. - SRD19826</td>
<td>2014-07-01</td>
<td>2015-07-01</td>
<td>EXCESS LIABILITY</td>
</tr>
</tbody>
</table>

**CANCELLATION**

### 5. BROKER’S FULL NAME AND MAILING ADDRESS

Stevenson and Hunt Insurance Brokers Limited

**Stevenson and Hunt Insurance Brokers Limited**

<table>
<thead>
<tr>
<th>POSTAL CODE</th>
<th>N6A 6K2</th>
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</thead>
</table>

### 7. CERTIFICATE AUTHORIZATION

<table>
<thead>
<tr>
<th>SIGNATURE OF AUTHORIZED REPRESENTATIVE</th>
<th>PRINT NAME</th>
<th>POSITION HELD</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Client Service Broker</td>
<td>July 02, 2014</td>
<td></td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>EMAIL ADDRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stevenson and Hunt Insurance Brokers Ltd</td>
<td>stihunt.com</td>
</tr>
</tbody>
</table>
## Certificate of Airworthiness

<table>
<thead>
<tr>
<th>1. Aircraft and Registration Marks</th>
<th>2. Aircraft Manufacturer and Model/Constructor et modèle de l'aéronef</th>
<th>3. Aircraft Serial Number</th>
<th>4. Type Certificate and Category/Certificat de type et catégorie</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-GUAC</td>
<td>Gates Learjet Corporation</td>
<td>309</td>
<td>A-128</td>
</tr>
</tbody>
</table>

5. This Certificate of Airworthiness is issued pursuant to the Aeronautics Act and certifies that, as of the date of issuance, the aircraft in respect of which it was issued has been inspected and found to conform to the type certificate, as in a condition for safe operation, and has been shown to meet the comprehensive and detailed airworthiness requirements referred to in Annex 6 to the Convention on International Civil Aviation.

6. The aircraft examined above shall be maintained and certified in accordance with the applicable requirements of the Canadian Aviation Regulations.

7. This Certificate shall remain in force until suspended or cancelled in accordance with the Aeronautics Act.

8. In respect of the noise emission levels specified in Chapter 518 of the Airworthiness Manual for this aircraft, this certificate is not required to comply.

9. Upon completion of the requirements specified below, this Certification of Airworthiness may be amended where applicable.

### Certification of Registration of Aircraft

**Nationality and Registration Marks**

| C-GUAC |

**Aircraft or Kit Manufacturer and Model Designation - Constructeur et désignation de l'aéronef ou du kit de l'aéronef**

| Gates Learjet Corporation |

**Purpose - Objet**

| Commercial |

**Aircraft Serial Number - Numéro de série de l'aéronef**

| 309 |

**Registered Owner(s) - Propriétaire(s) enregistré(s)**

| Fox Flight Inc. |

**Address - Adresse**

| C/O                                      |

**Unit 11, 3062 Lakeshore Blvd. West**

**Toronto ON M8V 4V6**

**Canada**

This certificate is valid until the date specified above, unless it is renewed or amended. For any questions regarding the certificate, please contact the Airworthiness Certification Division of Transport Canada.

**On 1 December/decembre 2006 for the Minister of Transport - Pour le ministre des Transports**

**Signature**

Fold Here – Filer ICI
### Certificate of Airworthiness

<table>
<thead>
<tr>
<th>1. Nationality and Registration Marks</th>
<th>Aircraft Manufacturer and Model Designation</th>
<th>Aircraft Serial Number</th>
<th>Aircraft Type Certificate and Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-FBMT</td>
<td>Gates Learjet Corporation, 36A</td>
<td>024</td>
<td>A-126, TRANSPORT</td>
</tr>
</tbody>
</table>

5. This Certificate of Airworthiness is issued pursuant to the Aeronautics Act and the Aeronautics Regulations, as amended, and the airworthiness standards of the International Civil Aviation Organization. This certificate has been issued in accordance with the standards and procedures set forth in Annex II to the Convention on International Civil Aviation.

6. The aircraft identified above shall be maintained and certified in accordance with the applicable requirements of the Canadian Aviation Regulations.

7. This Certificate shall remain in force until suspended or cancelled in accordance with the Aeronautics Act.

8. In respect of the noise emission levels specified in Part 71 of the Airworthiness Manual for the aircraft:

- [ ] complies with the requirements specified below
- [ ] does not comply

**FAR Part 36 including Amendment 36-1**

<table>
<thead>
<tr>
<th>Date of Issue</th>
<th>2005-08-04</th>
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<tbody>
<tr>
<td>Date of Delivery</td>
<td>2005-09-01</td>
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</tbody>
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### Certificate of Registration of Aircraft

<table>
<thead>
<tr>
<th>Nationality and Registration Marks</th>
<th>Aircraft Manufacturer and Model Designation</th>
<th>Aircraft Serial Number</th>
<th>Aircraft Type Certificate and Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-FBMT</td>
<td>Gates Learjet Corporation, 36A</td>
<td>024</td>
<td>A-126, TRANSPORT</td>
</tr>
</tbody>
</table>

**Purpose**

**Commercial**

**Registered Owner(s)**

- Fox Flight Inc.

**Address**

C/O 40(1)

Unit 11, 3062 Lakeshore Blvd. West

Toronto ON M8V 4V6

**Canada**

13 June/Juin 2005

<table>
<thead>
<tr>
<th>Date</th>
<th>2005-06-13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date</td>
<td>2005-06-13</td>
</tr>
</tbody>
</table>

**Certificate Issue Date**

5 July/Juillet 2005

<table>
<thead>
<tr>
<th>Date</th>
<th>2005-07-05</th>
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</thead>
<tbody>
<tr>
<td>Date</td>
<td>2005-07-05</td>
</tr>
</tbody>
</table>

**For the Minister of Transport - Pour le ministre des Transports**

[Signature]
## FOXFLIGHT LEAR 36/35 AVIONICS EQUIPMENT LIST

<table>
<thead>
<tr>
<th>COMMUNICATION</th>
<th>QUANTITY</th>
<th>MANUFACTURER</th>
<th>MODEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>VHF COMM TRANSCEIVER 8.33KHZ</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>VHF-22C</td>
</tr>
<tr>
<td>ALSO MEETS FM IMMUNITY</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>HF COMM TRANSCEIVER</td>
<td>1</td>
<td>HONEYWELL</td>
<td>KHF-950</td>
</tr>
<tr>
<td>EMERGENCY LOCATOR TRANSMITTER</td>
<td>1</td>
<td>ARTEX</td>
<td>C406N</td>
</tr>
<tr>
<td>SATCOM - PORTABLE</td>
<td>1</td>
<td>MOTOROLA</td>
<td>9505A</td>
</tr>
<tr>
<td>NAVIGATION</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>VOR/ILS/MARKER BEACON FM IMMUNITY</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>VIR-30A-201</td>
</tr>
<tr>
<td>DISTANCE MEASURING EQUIPMENT</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>DME-40</td>
</tr>
<tr>
<td>AUTOMATIC DIRECTION FINDER</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>51Y-7A</td>
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<tr>
<td>FLIGHT MANAGEMENT SYSTEM WITH WAAS GPS - RNP 10/4/1/.3</td>
<td>2</td>
<td>UNIVERSAL AVIONICS</td>
<td>UNS-1LW</td>
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<tr>
<td>MEETS BRNAV AND PRNAV</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>TERRAIN AWARENESS AND WARNING SYSTEM CLASS B</td>
<td>1</td>
<td>SANDEL</td>
<td>ST3400</td>
</tr>
<tr>
<td>WEATHER RADAR</td>
<td>1</td>
<td>HONEYWELL</td>
<td>PRIMUS 650</td>
</tr>
<tr>
<td>DUAL FLIGHT DIRECTOR</td>
<td>1/1</td>
<td>ROCKWELL COLLINS</td>
<td>FD-109Y/108Y</td>
</tr>
<tr>
<td>AUTOPILOT</td>
<td>1</td>
<td>L3 AVIONICS</td>
<td>FC-200</td>
</tr>
<tr>
<td>COCKPIT VOICE RECORDER</td>
<td>1</td>
<td>UNIVERSAL AVIONICS</td>
<td>CVR-120</td>
</tr>
<tr>
<td>TRAFFIC AND COLLISION AVOIDANCE</td>
<td>1</td>
<td>ROCKWELL COLLINS</td>
<td>TCAS-4000</td>
</tr>
<tr>
<td>MODE S TRANSPONDER WITH ELS/EHS AND ADS-B OUT</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>TDR-94D-410</td>
</tr>
<tr>
<td>DUAL I.S.&amp; S. RVSM ALTIMETERS</td>
<td>2</td>
<td>I. S. &amp; S.</td>
<td>ADDU</td>
</tr>
<tr>
<td>DUAL AHRS</td>
<td>2</td>
<td>ROCKWELL COLLINS</td>
<td>AHC-1000S</td>
</tr>
<tr>
<td>RADIO ALTIMETER</td>
<td>1</td>
<td>ROCKWELL COLLINS</td>
<td>ALT-55B</td>
</tr>
</tbody>
</table>
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atipoffice@gov.nl.ca.
Certificate of Approval

This is to certify that

Fox Flight Maintenance Inc.

of

Mississauga, ON

Approved Maintenance Organization

52-10

is approved pursuant to CAR 573.02 for the maintenance of aeronautical products, and holds ratings in the following categories:

Aircraft

The scope of privileges applicable to each category is limited to that specified in the respective rating documents that accompany this certificate, and is conditional upon compliance with the approved procedures and limitations specified in the organization's maintenance policy manual.

Signed: [signature]

For the Minister of Transport

Dated: 2010-12-23

Supersedes certificate dated: 

This Certificate is not transferable. The approval is valid until surrendered, suspended or cancelled.

Canada
Approved Maintenance Organization Ratings

– Aircraft Category –

*Fox Flight Maintenance Inc.*

Approved Maintenance Organization 52-10

is authorized to perform maintenance, other than specialized maintenance, on aircraft of the types listed below, within the scope of work shown and subject to any further limitations specified in the maintenance policy manual.

<table>
<thead>
<tr>
<th>Rating</th>
<th>Scope of work</th>
<th>Effective Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gates Learjet series aeroplanes</td>
<td>As specified in company manual</td>
<td>2010-12-23</td>
</tr>
</tbody>
</table>
CHARTERS
May 30th, 2011

Mr. Scott Brophy, Provincial Road and Air Ambulance Analyst
Government of Newfoundland and Labrador
P.O. Box 8700
St. John's, Newfoundland
A1B 4J6

Re: Air Ambulance Retainer Pricing Proposal

Hello Mr. Brophy:

Thank you for your inquiry and request for information on our company's ability to provide Medevac Services to the Provincial Department of Health and its designate Air Ambulance provider Eastern Health.

I am pleased to provide you the attached proposal in brief which will detail the aircraft type, rate per hour and pricing structure based on a retainer stand by model.

Should you have questions regarding the proposal that is being presented I will be pleased to discuss them with you further.

Sincerely,

Air Labrador Limited
Beechcraft King Air 100A

C-GZUZ

The referenced aircraft will be configured into Medevac configuration consisting of an Aerosled LifePort System.

A. The aircraft is Twin Engine fixed wing with a minimum normal cruise speed of approximately 200 statute miles per hour.

B. The aircraft is approved and certified to fly into known icing conditions.

C. The heating/cooling system of the aircraft is controllable to attain a cabin temperature of 20 degrees Celsius within five minutes of engine start-up and to maintain that cabin temperature. The aircraft interior provides sufficient space to allow for the pilot, the co-pilot, a stretcher with and medical attendants

D. The aircraft is equipped with communication and navigation equipment for Instrument Flight Rules (IFR) flight and be capable of navigation in uncontrolled airspace, in accordance with Canadian Aviation Regulations. The aircraft is equipped with a minimum of:

(a) a serviceable GPS with aircraft and pilot certification
(b) a serviceable radio altimeter
(c) a serviceable VOR and DME

i. The aircraft is capable to take off and land on any of the approved paved runways in Newfoundland and Labrador.

ii. The aircraft is equipped with survival Emergency Locator Transmitter on board and is in working order.

iii. The aircraft has three IV hooks.

iv. The aircraft shall have on board an oxygen supply kit.

The aircraft has an air stair door suitable for use as a loading door that is large enough to allow ease of loading of a stretcher of established dimensions without rotating the stretcher more than 30 degrees about the longitudinal axis and suitable to allow ease of loading of an isolette.
Pricing Proposal

Daily rate:

A daily rate of $3200.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $1000.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day.

Weekly Rate (7 Days):

A weekly rate of $21000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $900.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. Each day of the one week retainer where the aircraft does not fly will see the one hour carried forward and stored to the benefit of the Charter. e.g. If the aircraft was on a 7 day retainer and did not fly on any of the first 5 days of the retainer and if the aircraft on retainer flew on day 6 there would 6 flight hours available to be flown before the cost per hour would be passed on to the Charterer.

Monthly Rate (30 Days):

A weekly rate of $84000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $800.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. In a similar formula as outlined above in the weekly price structure; in the Monthly or 30 Day retainer 25 hours of flying would be made available to be used when the aircraft is flown against the days when the aircraft does not fly.

More than 30 day retainers: can be done on a Month to Month basis or negotiation of a longer term arrangement is required. The aircraft is available for lease for an extended period of time, 6 Months to 12 Months. All above pricing is exclusive of any applicable sales tax.

Crew Base:

The aircraft described is based at Happy Valley-Goose Bay, Newfoundland and Labrador. Air Labrador will not charge nightly hotel or meals, ground transportation or aircraft ramp fees when this aircraft is put on retainer in Goose Bay, NL. Crew hotel room cost to a maximum of $250.00 a day excluding tax will be charged at receipted value when this aircraft is put on retainer away from the Goose Bay Base.
May 23, 2014

Mr. Wayne Young, Manager 
Air and Road Ambulance 
Happy Valley – Goose Bay, NL

Re: Air Ambulance Retainer Pricing Proposal

Dear Mr. Young,

Thank you for your inquiry and request for information on our company’s ability to provide Medevac Services to the Provincial Department of Health.

I am pleased to provide you the attached proposal in brief which will detail the aircraft type, rate per hour and pricing structure based on a retainer stand by mode.

Should you have questions regarding the proposal that is being presented I will be pleased to discuss them with you further.

Sincerely,

Air Labrador Limited
Pricing Proposal

Daily Rate:
A daily rate of $3200.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $1125.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day.

Weekly Rate (7 Days):
A weekly rate of $21000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $1025.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. Each day of the one week retainer where the aircraft does not fly will see the one hour carried forward and stored to the benefit of the Charter. e.g. if the aircraft was on a 7 day retainer and did not fly on any of the first 5 days of the retainer and if the aircraft on retainer flew on day 6 there would 6 flight hours available to be flown before the cost per hour would be passed on the Charterer.

Monthly Rate (30 Days):
A weekly rate of $84000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $925.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. In a similar formula as outlined above in the weekly price structure; in the Monthly or 30 Day retainer 25 hours of flying would be made available to be used when the aircraft is flown against the days when the aircraft does not fly.

More than 30 day retainers: can be done on a Month to Month basis or negotiation of a longer term arrangement is required. The aircraft is available for lease for an extended period of time, 6 Months to 12 Months. All above pricing is exclusive of any applicable sales tax.

Crew Base:
The aircraft described is based at Happy Valley – Goose Bay, Newfoundland and Labrador. Air Labrador will not charge nightly hotel or meals, ground transportation or aircraft ramp fees when this aircraft is put on retainer in Goose Bay, NL. Crew hotel cost to a maximum of $400.00 a day excluding tax will be charged at receipted value when this aircraft is put on retainer away from the Goose Bay Base.
Beechcraft King Air 100A

C-GZUZ

The referenced aircraft will be configured into Medevac configuration consisting of an Aerosled LifePort System.

A. The aircraft is Twin Engine fixed wing with a minimum normal cruise speed of approximately 200 statute miles per hour.

B. The aircraft is approved and certified to fly into known icing conditions.

C. The heating/cooling system of the aircraft is controllable to attain a cabin temperature of 20 degrees Celsius within five minutes of engine start-up and to maintain that cabin temperature. The aircraft interior provides sufficient space to allow for the pilot, the co-pilot, a stretcher with and medical attendants.

D. The aircraft is equipped with communication and navigation equipment for Instrument Flight Rules (IFR) flight and be capable of navigation in uncontrolled airspace, in accordance with Canadian Aviation Regulations. The aircraft is equipped with a minimum of:

   (a) a serviceable GPS with aircraft and pilot certification
   (b) a serviceable radio altimeter
   (c) a serviceable VOR and DME

   i. The aircraft is capable to take off and land on any of the approved paved runways in Newfoundland and Labrador.

   ii. The aircraft is equipped with survival Emergency Locator Transmitter on board and is in working order.

   iii. The aircraft has three IV hooks.

   iv. The aircraft shall have on board an oxygen supply kit.

The aircraft has an air stair door suitable for use as a loading door that is large enough to allow ease of loading of a stretcher of established dimensions without rotating the stretcher more than 30 degrees about the longitudinal axis and suitable to allow ease of loading of an isolette.
February 18, 2016

Mr. Wayne Young, Manager
Air and Road Ambulance
Happy Valley – Goose Bay NL

RE: Air Ambulance Retainer Pricing Proposal

Dear Mr. Young,

Thank you for your inquiry and request for information on our company's ability to provide Medevac Services to the Provincial Department of Health.

I am pleased to provide you the attached proposal in brief which will detail the aircraft type, rate per hour and pricing structure based on a retainer stand by mode.

Should you have questions regarding the proposal that is being presented, I will be pleased to discuss them with you further.

Sincerely,

Air Labrador Limited
Pricing Proposal

Daily Rate:
A daily rate of $3200.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $1125.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day.

Weekly Rate (7 Days):
A weekly rate of $21000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $1025.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. Each day of the one week retainer where the aircraft does not fly will see the one hour carried forward and stored to the benefit of the Charter. e.g. if the aircraft was on a 7 day retainer and did not fly on any of the first 5 days of the retainer and if the aircraft on retainer flew on day 6 there would 6 flight hours available to be flown before the cost per hour would be passed on the Charterer.

Monthly Rate (30 Days):
A weekly rate of $84000.00
First flying hour will be at no cost to the charterer with each additional hour charged at a rate of $925.00 an hour of flight time. Landing fees will be charged at cost, crew expenses of $148.00 a day per crew will be charged for each duty day. In a similar formula as outlined above in the weekly price structure; in the Monthly or 30 Day retainer 25 hours of flying would be made available to be used when the aircraft is flown against the days when the aircraft does not fly.

More than 30 day retainers: can be done on a Month to Month basis or negotiation of a longer term arrangement is required. The aircraft is available for lease for an extended period of time, 6 Months to 12 Months. All above pricing is exclusive of any applicable sales tax.

Crew Base:
The aircraft described is based at Happy Valley – Goose Bay, Newfoundland and Labrador. Air Labrador will not charge nightly hotel or meals, ground transportation or aircraft ramp fees when this aircraft is put on retainer in Goose Bay, NL. Crew hotel cost to a maximum of $400.00 a day excluding tax will be charged at receipted value when this aircraft is put on retainer away from the Goose Bay Base.
Beechcraft King Air 100A

C-GZUZ

The referenced aircraft will be configured into Medevac configuration consisting of an Aerosled LifePort System.

A. The aircraft is Twin Engine fixed wing with a minimum normal cruise speed of approximately 200 statute miles per hour.

B. The aircraft is approved and certified to fly into known icing conditions.

C. The heating/cooling system of the aircraft is controllable to attain a cabin temperature of 20 degrees Celsius within five minutes of engine start-up and to maintain that cabin temperature. The aircraft interior provides sufficient space to allow for the pilot, the co-pilot, a stretcher with and medical attendants.

D. The aircraft is equipped with communication and navigation equipment for Instrument Flight Rules (IFR) flight and be capable of navigation in uncontrolled airspace, in accordance with Canadian Aviation Regulations. The aircraft is equipped with a minimum of:

   (a) a serviceable GPS with aircraft and pilot certification
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   i. The aircraft is capable to take off and land on any of the approved paved runways in Newfoundland and Labrador.

   ii. The aircraft is equipped with survival Emergency Locator Transmitter on board and is in working order.

   iii. The aircraft has three IV hooks.

   iv. The aircraft shall have on board an oxygen supply kit.

The aircraft has an air stair door suitable for use as a loading door that is large enough to allow ease of loading of a stretcher of established dimensions without rotating the stretcher more than 30 degrees about the longitudinal axis and suitable to allow ease of loading of an isolotet.
AIR AMBULANCE AIRCRAFT AND AVIATION SERVICES

RFP# HCS AIR 2014-001

Air Labrador Limited
P.O. Box 310, Stn “C”
Happy Valley-Goose Bay, NL
A0P 1C0
Tel: 709 896 6730
Fax: 709 896 6124
Email: info@airlabrador.com

CLOSING DATE AND TIME
JANUARY 28, 2015, 2:00 PM NST
RFP:
HCS AIR 2014-001
Health and Community Services - Request for Proposal Cover Sheet

Project Title: Air Ambulance Aircraft and Aviation Services Provision
RFP #: HCS Air 2014 – 001
Questions Deadline: January 9, 2015 4:00 PM NST
Award Date (Tentative): March 31, 2015

Issue Date: December 22, 2014
Closing Date & Time: January 28, 2015 2:00 PM NST
Contract Start (Tentative): May 1, 2015

Proposal Label:
Government Purchasing Agency
30 Strawberry March Road
St. John's, NL
A1B 4R4

Name of Project: Air Ambulance Aircraft and Aviation Services Provision
Closing Date: January 28, 2015 2:00 PM

Department of Health and Community Services - Contact Information:
Name: Wayne Young
Title: Manager Air and Road Ambulance Programs
Phone: 709.729.3021
e-mail: wayneyoung@gov.nl.ca
Other Info:

Proponent Meeting/Teleconference:
Location: HCS Boardroom #3
Date: December 30, 2014 2:00 PM

Proponents, please make a copy of this cover page, fill out Proponent Info, and submit as the proposal cover page.

Proponent Organization: AIR LABRADOR LIMITED
Legal name of Proponent organization and Doing Business As name if applicable

Proponent Address: 85 DAKOTA DRIVE
PO BOX 310 STN C
GOOSE BAY, NL A0P 1CO

Proponent Contact Info
Name: [redacted]
Phone: [redacted]
Title: [redacted]
e-mail: [redacted]

Proponent's Authorized Signatory
Name: [redacted]
Phone: [redacted]
Title: [redacted]
e-mail: [redacted]

On Behalf of the Proponent Organization I accept all the RFP’s Terms and Conditions

Signature: [redacted]
I have the authority to bind the Corporation.
DEPARTMENT OF HEALTH AND COMMUNITY SERVICES
AIR AMBULANCE PROGRAM

REQUEST FOR PROPOSALS

Air Ambulance Aircraft and Aviation Services Provision

December 22, 2014
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ANNEXES

Annex 1 - Primary Aircraft Performance and Specifications
Annex 1A - Back up Aircraft(s) Performance and Specifications
Annex 2 - Flight Crew Qualifications
Annex 3 - Weighted Evaluation Table
1.0 Introduction
Her Majesty in Right of Newfoundland and Labrador as represented by the Minister of Health and Community Services (HCS) is seeking an Air Operator interested in the provision of a medical cabin equipped aircraft and flight crew, available 24/7, to transport ill or injured patients to health facilities primarily within Newfoundland and Labrador. The aircraft will also be used from time to time to transport patients to mainland health facilities.

This RFP specifically addresses HCS’s need for a dedicated twin engine, twin pilot aircraft to provide supplemental air ambulance services to Government Air Services (GAS) aircraft. The term of the Agreement shall be for a two (2) year period starting on May 1, 2015 with the option to extend the term for up to twelve (12) additional months at the same prices, terms and conditions and upon mutual written consent of both parties.

1.1 Provincial Air Ambulance Program Overview
The Government of Newfoundland and Labrador’s Air Ambulance Program transports approximately 1,200 patients to health care facilities throughout the province, and at times, to special health care facilities in Nova Scotia and Ontario. The Air Ambulance Program is managed by the Department of Transportation and Works GAS Division in consultation with HCS. HCS has delegated to Eastern Health the responsibility for medical flight authorization, flight scheduling, and Medical Flight Team (MFT) staffing.

There is a fleet of three (3) aircraft used to complete the transports. GAS own and operate two Beechcraft King Air 350 aircraft, modified for use as air ambulances; C-GNLO stationed in St. John’s and C-GNLF stationed in Happy Valley-Goose Bay. Since September 2010, HCS has placed a Citation III jet on retainer to supplement the services of the GAS King Airs. The jet is used for flights to mainland medical facilities (primarily Nova Scotia and Ontario) and as an operational spare when the GAS aircraft are out of service for maintenance. This retainer is currently due to expire on March 31, 2015.

In May 2014, GAS advised HCS that their third King Air C-ONLA would be permanently removed from service due to the complexity and cost of maintenance issues that have arisen. NLA was used as an operational spare when either NLO or NLF was down for maintenance. The pilots attached to either NLO or NLF would fly in NLA when their aircraft is out of service. With loss of NLA, transport demands on the retained jet have increased.

When required, HCS also charters other private air ambulance providers to supplement the service.

Table 1 documents transport requests since fiscal 2010/11.
Table 1 - Annual Air Ambulance Transports

<table>
<thead>
<tr>
<th>Year</th>
<th>Fiscal 2010/11</th>
<th>Fiscal 2011/12</th>
<th>Fiscal 2012/13</th>
<th>Fiscal 2013/14</th>
<th>Fiscal 2014/15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Transports</td>
<td>1,224</td>
<td>1,126</td>
<td>1,121</td>
<td>1,216</td>
<td>1,272 (1)</td>
</tr>
</tbody>
</table>

(1) Annual estimate based on six months of 2014/15 transports data.

Table 2 documents aircraft usage since fiscal 2012/13.

Table 2 - Transports by Designated Aircraft

<table>
<thead>
<tr>
<th>Aircraft (1)</th>
<th>NLO St. John’s</th>
<th>NLF HV-GB</th>
<th>NLA St. John’s</th>
<th>Retained Jet</th>
<th>Charter Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012/13</td>
<td>438</td>
<td>318</td>
<td>220</td>
<td>138</td>
<td>7</td>
<td>1,121</td>
</tr>
<tr>
<td>2013/14</td>
<td>402</td>
<td>383</td>
<td>235</td>
<td>185</td>
<td>11</td>
<td>1,216</td>
</tr>
<tr>
<td>2014/15 (2)</td>
<td>546</td>
<td>472</td>
<td>23</td>
<td>223</td>
<td>8</td>
<td>1,272</td>
</tr>
</tbody>
</table>

(1) Aircraft transport data for previous years is not available as data capture on aircraft used per transport started in mid-2011.
(2) Annual estimate based on six months of 2014/15 transport data.

In 2013/14 HCS completed 69 transports to and from mainland medical facilities:
- GAS King Airs flew 21 transports (7 of which were flown to Ontario medical facilities)
- The jet flew 48 transports (29 of which were flown to Ontario medical facilities)

2.0 Definitions

For ease of reference, the following terms used in the RFP will have the definition and context as outlined below:

"Air Ambulance Program" shall mean the medical airplane services provided by the Government of Newfoundland and Labrador, and managed by the Department of Health and Community Services.

"Air Ambulance Service" or "Service" shall mean the services contemplated to be provided under this RFP.

"Air Operator" is the aviation company selected to supply aircraft, personnel and aviation services to the Air Ambulance Program.

"Aircraft" shall refer to the Primary and Back-up airplanes provided by the Air Operator in fulfillment of the requirements of this RFP.

"Back-Up Aircraft" shall be the airplane prospectively identified by the Air Operator that will, on occasion, temporarily serve in the position as a Primary Aircraft as defined in this RFP. This aircraft shall have the operational capabilities and medical configuration as specified herein. This Aircraft shall be made available exclusively to
the Air Ambulance Program only during those periods when it is performing the functions of the Primary Aircraft.

“GAS” shall mean Government Air Services, Department of Transportation and Works, Government of Newfoundland and Labrador.

“HCS” shall mean the Department of Health and Community Services, Government of Newfoundland and Labrador.

“Medical Flight Services” is the department within Eastern Health Authority to which HCS delegated authority for the medical aspects of the Air Ambulance Program.

“Medical Personnel” refers to two medical staff onboard the Primary Aircraft to accompany the patient. This can be comprised of either; Medical Flight Specialists provided by Medical Flight Services, Janeway Neonatal Team, or Medical Escorts provided by the referring Regional Health Authority.

“Mission Ready” means the Primary Aircraft is staffed with two pilots, is airworthy and flight ready, has all on board medical systems fully functioning, and is fueled for the transport.

“Primary Aircraft” shall be the dedicated aircraft with the operational capabilities and medical configuration as specified herein and available exclusively to the Air Ambulance Program.

“Proponent” shall mean a company providing a response to this RFP.

3.0 Aircraft and Aviation Performance Specifications
The Primary Aircraft will be dedicated for the exclusive use by the Air Ambulance Program. The Proponent, at its option, may also specify a Back-up Aircraft to be placed on line for flight requests when the Primary Aircraft is out of service for scheduled or unscheduled maintenance.

All authorized flights will originate through Medical Flight Services for approval and acceptance, and immediately thereafter through GAS for conveyance/dispatch of the Primary Aircraft. The aviation performance specifications indicated herein are the minimum requirements for the operation of the 24/7 Air Ambulance Service. Proponents are to carefully consider these specifications, and shall indicate in their responses as to how they meet or exceed these requirements. Proposals which do not comply will not be considered.

3.1 Primary Aircraft
The Primary Aircraft for this contract will be a pressurized, twin engine IFR airplane staffed with two pilots at all times. The aircraft will have a service ceiling of at least 25,000 feet while maintaining a minimum cabin pressure differential of 5.0 and a
minimum cruising speed of 250 knots. The aircraft shall be capable of safely completing a nonstop flight from St. John’s NL to Wabush NL without refueling on any given day except when weather prohibits aircraft flight operations. This mission shall be completed while carrying a minimum of 535 kg comprised of Medical Personnel, next of kin, patient and carry on medical equipment. Refueling with a patient onboard, except in an emergency situation, is strongly discouraged.

The Primary Aircraft shall be equipped with Sky Trac Satellite Tracking System that shall be integrated into GAS’s dispatch system.

The Primary Aircraft will be dedicated, to mean it will be exclusively available to HCS and respond only to its medical transport requests. HCS expects that the Primary Aircraft proposed shall be available on the first day of the contract, and shall be available on a 100% basis throughout the term of the contract excluding periods of scheduled and unscheduled maintenance, and un-flyable weather conditions.

3.2 Flight Requirements
The primary flight requirement for the HCS dedicated aircraft will be intra-provincial (Newfoundland and Labrador) patient transports. The Air Operator is being contracted to provide additional resources to the GAS air ambulance operations. Ideally the Primary Aircraft can operate at all paved airport and airstrip landing locations without flight restrictions. The proponent must outline any flight restrictions (fuel load/weather restrictions etc.) that would prevent the Primary Aircraft proposed (with 535 kg onboard) from wet runway landing/taking off at the airports and airstrips listed below with sufficient fuel to fly to St. John’s with Gander as an alternate:

- Airports – St. John’s, Gander, Deer Lake, Stephenville, St. Anthony, Goose Bay, Wabush and Blanc Sablon
- Airstrips – Clarenville, Burin (Winterland), Exploits (Grand Falls-Windsor), Fogo Island and St. Andrew’s (Port aux Basque).

The secondary flight requirement for the HCS dedicated aircraft are flights to/from mainland health facilities primarily in Ontario and Nova Scotia. Ideally the Primary Aircraft can accomplish these flights without refueling.

3.3 Aircraft Mission Ready Status
Unless the air operator has previously informed HCS or its delegate that the Primary Aircraft is out of service for unscheduled or scheduled maintenance, the Primary Aircraft must be mission ready to depart from St. John’s International Airport (or another airport if repositioned at the request of HCS or its delegate) within one hour of a medevac request, on a twenty-four hour basis, every day of the year. Proponents shall agree to pay liquidated damages of 1/30 of the monthly retainer fee per occasion in which the aircraft cannot take off from St. John’s International Airport within one hour of a medevac request.

The Primary Aircraft may be repositioned at the request of HCS or its delegate. Agreed repositioning costs will be paid by HCS.
3.4 Minimum Standard for Operations

The Air Ambulance Services will be provided in accordance with the specifications included in this RFP to include the following fundamental principles:

a) Safety is of paramount importance in the provision of the Air Ambulance Services; and

b) The successful Proponent shall be capable of delivering quality Air Ambulance Services on demand, as and when required.

The Air Ambulance shall be operated, at a minimum, in such a way that meets or exceeds the higher of the then-current standards established by Transport Canada or those of the Air Operator.

The Air Operator shall provide all required aviation personnel needed to operate and maintain the proposed aircraft in accordance with the rules and regulations stipulated by Transport Canada.

The aviation management services provided, the assigned pilots and engineers, and any aircraft used in the performance of this contract must result in flight operations and maintenance practices that consistently achieve the highest standards of safety. This includes the Air Operator having a Safety Management System in place at the time of their proposal submission that incorporates the Medical Flight Team, the patient care provided in flight, and the patient. A copy of the Safety Management System shall be provided as part of this proposal.

HCS shall be entitled under the contract to use the Air Ambulance Services (as defined in this Specification) on demand as and when required, but shall be under no obligation to provide or guarantee any minimum level of flight activity, air time hours or statute mile volume to the Air Operator. It is estimated that HCS will require 250 to 300 flights per year from the Air Operator. This estimate is given as a general sizing of the opportunity in order to best define the requirement. While HCS does not guarantee these volumes, they can be used as a benchmark for the level of purchases and support that HCS anticipates in upcoming year.

HCS or its authorized delegates will be responsible for administering the Air Ambulance Program and the related Air Ambulance Services, including determination of who will coordinate, monitor and control the Program as well as reimburse the Air Operator for the service and any reimbursable expenses under the contract.

No flight shall take place or be considered a flight for the purpose of Air Ambulance Services Contract unless it was first authorized by HCS or its authorized designate. Because of the nature of the Service to be provided, no standard routings can be forecast nor are they contemplated.

The duty pilots will conduct a debriefing at the conclusion of each flight with the medical flight team that focuses on identification of any in-flight problems, maintenance issues, or
safety related issues that were experienced during the course of the flight. A summary of each briefing will be forwarded to HCS in writing for its review.

The Proponent shall be solely responsible to secure and pay for all insurance, permits, licenses, consent or authorization required by law to provide the services resulting from this RFP.

3.5 Mission Acceptance
The duty pilots are expected to be fully aware at all times during their shift of any flight operational issues that will delay or cause them to decline a flight request, including weather, therefore providing a decision within 10 minutes of receipt of the flight request from GAS. Thereafter, the aircraft launch time (from the time that the call is accepted by the pilots until wheels up) will be achieved within one hour unless delayed by the Medical Flight Service.

3.6 Weather Minimums
The Primary Aircraft and Back up Aircraft proposed shall operate under Instrument Flight Rules.

The weather minimums applied will be the more stringent requirements established by Transport Canada or the Proponent. The selected Proponent shall prospectively provide HCS/GAS with the weather minimums upon which the program shall be operated. Any change in such minimums shall be provided to HCS in writing prior to implementation.

3.7 Mission-Ready Specifications
HCS understands that in order to have safe operations and to comply with regulated maintenance requirements, there will be periods of time that the Primary Aircraft will be out of service in order to have maintenance completed. With the exception of those times when maintenance or weather precludes safe operations, the Primary Aircraft will be staffed and available for the required one hour response 24 hours, every day.

Routine daily maintenance and inspections shall be performed during non-peak hours and will not be considered as out of service time so long as the pilots can safely achieve the one hour launch time. Launch time is defined as the time from pilot’s acceptance of a flight request until the aircraft is taking off to service that request.

3.8 Aircraft Out of Service Periods for Maintenance
All maintenance, scheduled or unscheduled, will be performed in accordance with the higher of the Proponent’s operating and maintenance standards, and Transport Canada regulations to include Airworthiness Directives and Civil Aviation Safety Alerts. Failure to maintain the aircraft in accordance with the specified maintenance practices shall be considered cause for early contract termination without cure.

Proponents shall specify in their response the reasonable amount of cumulative days, for each year of the contract, which the Proponent Aircraft will be out of service for scheduled and unscheduled maintenance. All Proponents are to use the same estimate of
800 flight hours per year as the basis for their maintenance planning. This estimate of annual flight time is offered only for the Proponent to establish its corresponding out of service time. HCS does not provide any guaranteed minimum annual flight time. Further, Proponents will identify the expected ratio of maintenance hours to flight hours (inclusive of scheduled and unscheduled maintenance) for each Aircraft proposed.

Details and anticipated duration of each out of service event for all upcoming scheduled maintenance over the next 24 months for each of the proposed Primary Aircraft shall be described in Appendix I.

In addition, the Air Operator shall provide HCS with a rolling 12 month scheduled maintenance calendar for the purposes of coordinating Proponent Aircraft (e.g. Primary and Back-Up Aircraft) coverage during GAS air ambulance scheduled maintenance events.

The “Out of Service” interval shall be measured from the time the aircraft is taken out of service by the Air Operator’s representatives for any reason excluding weather, until the aircraft is Mission Ready. Written documentation of “Out-of-Service” shall be maintained by the Air Operator for regular reporting, and on demand review by HCS/GAS. All maintenance on the Primary Aircraft will be considered as either scheduled or unscheduled.

a. Scheduled Aircraft Maintenance

Scheduled maintenance is that which occurs on a daily, weekly, monthly and engine-hourly basis to assure safety, air-worthiness, and compliance to Transport Canada and manufacturer inspection, repair and replacement schedules and/or Airworthiness Directives and Civil Aviation Safety Alerts. Scheduled maintenance will be performed in such a manner as to ensure minimal interruption of service and maximum safe mission-ready status.

The Air Operator shall provide not less than 2 weeks written notification prior to scheduled maintenance being conducted that will prospectively exceed eight (8) consecutive hours.

The Air Operator will pay daily damages to HCS, based on 1/30 of the monthly retainer fee prorated hourly beginning with the twenty-fifth (25) hour of the Primary Aircraft being out of service for scheduled maintenance if a Back-Up Aircraft is not on-site and mission ready within the specified time frame for scheduled maintenance. The damage claim will cease at such time that either the Back-Up Aircraft or the Primary Aircraft is online and mission-ready.

b. Unscheduled Aircraft Maintenance

Unscheduled maintenance is defined as any mechanical failure, or potential problem, discovered during normal and/or scheduled inspections or flight operations that are unexpected in nature and results in unplanned aircraft out-of-service time. This includes but is not limited to chip lights, fuel leaks, etc.
HCS/GAS management is to be notified immediately of any unscheduled maintenance event that will result in an aircraft being taken out of service or placed on a delay of any kind. In these circumstances, the Air Operator will pay daily damages to HCS, based on 1/30 of the monthly fee prorated hourly beginning with the forty ninth (49th) hour of the Primary Aircraft being out of service for unscheduled maintenance if a Back-Up Aircraft is not on-site as mission ready within the specified time frame. The damages will cease accruing at such time that either the Back-Up Aircraft (or HCS Primary Aircraft) is mission-ready for medical flights.

*Failure to appropriately remove the Primary or Backup Aircraft from service for maintenance issues will result in early termination of the contract, without cure.*

When an Aircraft is placed back "in-service" from a scheduled or unscheduled maintenance event, HCS/GAS designated administrative staff requires, at a minimum, a verbal summary of the maintenance performed including any deferred or minimum equipment listed (MEL) items that will require a secondary related maintenance event. This debriefing must be provided by the engineer who performed the actual work on the aircraft, and must be followed by a written summary from Proponent management within 48 hours of the event.

**3.9 Back-Up Aircraft.**

The Proponent, at their option, may also offer a Back-Up Aircraft capable of completing Air Ambulance Program’s mission without compromise to the operating or clinical mission. The Proponent shall describe the Back-Up Aircraft that will be provided in ANNEX 1A.

The Back-Up Aircraft is to be mission ready and on-site in St. John’s prior to the Primary Aircraft being placed out-of-service for scheduled maintenance events that will exceed twenty four (24) hours.

It is recognized that the Back-Up Aircraft may not be immediately available to the Air Ambulance Program for unscheduled maintenance situations. However, in unscheduled maintenance events that will exceed forty eight (48) hours, the Proponent shall provide the Back-Up Aircraft. The Air Operator will be subject to damages for each hour starting with the forty ninth (49) hour that the Air Ambulance Program is without the Primary or Back-Up Aircraft on line and mission ready for unscheduled maintenance events.

**3.10 Use of the Back-Up Aircraft.**

The use of the Back-Up Aircraft is expected to be limited to those instances listed herein (to assure that required and necessary maintenance is performed on the Primary Aircraft). Excessive use of any Back-Up Aircraft is not the intent of HCS unless such aircraft meets or exceeds the Primary Aircraft operational and clinical performance capabilities for the same cost. Chronic failure (that which has occurred two times or more within a four
month period) to provide a mission ready aircraft to the Air Ambulance Program may, at the HCS’s sole discretion; result in early termination of the contract, without the right to cure.

If the Back-Up Aircraft is taken out of service for scheduled or unscheduled maintenance while serving as the Primary Aircraft, the Proponent will pay damages to HCS, to be assessed under the same parameters as a Primary Aircraft being taken out of service. If another Back-Up Aircraft is immediately provided that meets or exceeds the operational and clinical performance capabilities of a Back-Up Aircraft as specified herein, the assessment of damages will be avoided.

4.0 Medical Cabin Specifications
The medical interior of the Primary and Backup Aircraft provided by the Proponent under this RFP shall meet the requirements of this section.

The medical cabin shall be designed to assure safe ingress and egress of the medical team and the patient, and maximum safety for the patient and medical crew during flight. It shall be equipped with skid free steps and flooring that are easily cleaned, disinfected; and seating and walls must have a non-absorbent readily washable material that can also be disinfected. The interior color scheme shall be neutral, supporting a clean, fresh appearance.

The medical cabin shall be equipped with a single patient LifePort system which will include one Aero Sled litter, a monitor table that attaches to the end of the LifePort base into the seat rail, and a loading ramp. The interior space should allow for the patient to lie flat, be supported in a semi-sitting position, or in the Trendelenberg (feet elevated) position. Adequate open space should allow for traction devices to be placed on the patient’s head and/or legs.

The medical cabin shall also include:
1. Seating in the medical cabin for at least three primary medical attendants and each seat must be functional to the provision of patient care. One seat must be located at the patient’s head, and the remaining seats supporting full access to the patient.
2. All medical crew primary seat positions shall have ICS capability.
3. Power: 3 single 115 VAC electric receptacles with capacity to support 8.7 amps
4. The provision of a Jones plug located to support the incubator and other electrical equipment.
5. The on board oxygen supply shall provide the equivalent volume to support 8 hours of oxygen at high flow rate (e.g. two M tank size cylinders).
6. Secure storage for 4 carry-on medical bags is required. The bags are approximately 26 cm x 31 cm x 51 cm. Storage should be at the front of the cabin or at the patient’s foot end of the Life Port system thus making equipment and supplies easily accessible. Storage outside the Medical Cabin in not acceptable.
7. Sharps Container.
8. Straps to secure monitor and carry on equipment including an appropriately certified Iso-Pod supplied by HCS.
9. At least four IV hangers in the ceiling over the patient area.
10. High intensity lighting over patient area, illuminating the length of the patient, with a dimmer switch
11. A blackout curtain separating the medical cabin and the cockpit
12. The ventilation system shall be capable of quickly venting gaseous odors, and provide venting of medical equipment to prevent contamination.
13. Enclosed toilet facilities.
14. Fresh drinking water.
15. Satellite phone equipped to provide air to ground communications by the Medical Personnel.
16. There shall be a flotation device for each occupant on board.

The cabin door must support loading the patient on the Aero Sled or comparable 19” x 75” stretcher while maintaining the patient in a flat horizontal position (without tipping). The door opening shall be free from any obstructions at all times, and shall provide adequate space to prevent the patient from being tipped or slanted in any manner during the loading sequence. Proponent personnel are to assist in the patient loading and unloading sequence as required to assure patient safety.

The medical cabin shall have two independent heat sources to assure temperature control for the patient. The aircraft heating and cooling system must provide and maintain a cabin temperature of 22 degrees Celsius, with an allowable variance of + or - one degree Celsius. The internal cabin temperature must reach this level within 5 minutes of engine start up.

5.0 Aviation Personnel Specifications
The Proponent shall take great care in assuring pilots and engineers selected for assignment to the Air Ambulance Program meet the specifications and expectations outlined in this section of the RFP.

The Air Ambulance Program is a direct reflection of the Government of Newfoundland and Labrador. Therefore, the Proponent will be held to a high level of responsibility to assure positive relations with patients, family, the medical community, medical flight crews, HCS, and GAS. Professional and courteous conduct is required at all times from the Proponent’s aviators, engineer staff, middle management, and executive personnel.

The Aircraft will be staffed at all times with two pilots proficient and current in flight operations of the proposed aircraft and Instrument Flight Rules (IFR) operations.

Pilot duty times and schedules will be in strict accordance with the then-current Transport Canada crew rest requirements governing the Proponent and the Aircraft dispatch readiness as outlined in this RFP. The Proponent is strongly encouraged to utilize current research and methodology to provide its personnel guidance in assuring that they are well-rested and prepared for flight responsibilities. Personnel assigned to the Air
Ambulance Program as pilots shall not be assigned as engineers nor perform the duties of an engineer.

It is the Proponent’s sole responsibility to screen, hire, and have control over its employees. In Appendix 2, Proponents shall disclose to HCS the operating safety record; credentials and records review (license & criminal) along with professional references for each pilot that has been selected for permanent or relief assignment to the Air Ambulance Program.

HCS reserves the right to request a pilot or engineer to be removed from assignment to the Air Ambulance Program.

6.0 Contract Considerations
The Air Operator is not permitted to sub-contract Air Ambulance Service Provision without the prior written approval of HCS, in its sole discretion.

The term of the Agreement shall be for a two (2) year period starting on April 1, 2014, with the option to extend the term for up to twelve (12) additional months at the same prices, terms and conditions and upon mutual written consent of both parties.

The Air Operator will be in default and may thereafter be removed from receiving Air Ambulance Program requests:
   a. If the Air Operator is:
      i. declared or adjudged bankrupt or gives notice of its intention to make a proposal under the Bankruptcy and Insolvency Act (Canada);
      ii. proposes a compromise arrangement, reorganization or winding up under the Companies Creditors Arrangement Act (Canada) or other applicable federal or provincial legislation; or
      iii. makes a general assignment for the benefit of its creditors or if a receiver is appointed over all or a substantial portion of its assets;
   b. If the Air Operator jeopardizes the safety of a patient or health professional while performing the Services;
   c. If the Air Operator fails to provide the Services as and when required; or
   d. If the Air Operator makes any other material default in its obligations under the RFP.

Without restricting any other rights of HCS, upon the occurrence of a default by the Air Operator of its obligations to provide the Services, HCS may give written notice to the Air Operator specifying the particulars of the default and the Air Operator shall remedy the default within three (3) days of receipt of the notice by the Air Operator.

In the event the Air Operator fails to remedy a default after receiving written notice, HCS may:
   a. in addition to or in substitution for any other remedies it may have under this RFP or in law, do any act it deems necessary to rectify such default and HCS may
deduct or set off the cost of such rectification against payment due to the Air Operator; and/or
b. withhold or hold back in whole or in part any payment due to the Air Operator without penalty, expense or liability. Any such hold back shall continue until the default has been remedied to the satisfaction of HCS.

In addition to or in substitution for any other remedies it may have under this RFP or in law, HCS may, when it is in the interest of public safety to do so, require the Air Operator to suspend the provision of Services for a period not to exceed thirty (30) days by giving notice of suspension to the Air Operator, and the Air Operator will forthwith suspend all operations in respect to the Contract.

Without restricting any other right of HCS, in the event the Air Operator is, in the sole opinion of HCS, in default in respect of any of the obligations under the RFP hereunder, HCS may do any act it deems necessary to rectify such default and it may deduct or set off the cost of such rectification against payment then due to the Air Operator.

If the Air Operator is deemed by HCS to be in default, HCS may immediately terminate the Contract without penalty by giving written notice of termination to the Air Operator.

In the event that the Air Operator fails to provide a Mission Ready aircraft as required under this RFP, the Air Operator will pay resulting damages to HCS calculated based upon a daily charge of 1/30 of the monthly fee prorated hourly. Damages will begin to be assessed on the twenty-fifth (25th) hour of the Air Operator's failure to provide the Ambulance Program with an Aircraft for scheduled maintenance periods, and on the forty-ninth (49th) hour of the Air Operator's failure to provide the Air Ambulance Program with an Aircraft during unscheduled maintenance.

The Contract shall terminate on its natural expiry date, according to the contract term. In the event of default by the Air Operator, the Contract shall terminate on the day set out by HCS in its written notice of termination, and the Air Operator shall forthwith invoice HCS for the work performed to date of the termination.

7.0 Proposal Information

7.1 Enquiry Contact
Wayne Young will be the contact person on behalf of HCS. His contact information is:

Wayne Young
Air and Road Ambulance Program Manager
Department of Health and Community Services
Telephone: 709-729-3021
Facsimile: (709) 729-4009
Email: wayneyoung@gov.nl.ca
7.2 Proponent Registration
While optional, HCS encourages proponents to e-mail their intention to submit a proposal for Part I of this RFP to the HCS contact person above as soon as possible following receipt of the RFP.

7.3 Proponents Meeting/Teleconference
HCS will hold a Proponents meeting on December 30, 2014 2:00 PM NST in Boardroom 3 HCS office 1st Floor West Block Confederation Building. Proponent attendance, while not mandatory, is encouraged. Proponents may elect to attend in person or by conference call. Please contact Wayne Young to register your intention to attend, in person or by teleconference, this meeting by December 29, 2014.

7.4 Proponent Questions
Proponents can e-mail questions regarding this RFP to HCS up to January 9, 2015 4:00 PM NST. HCS response to all enquiries received will be posted on the Government Purchasing Agency website as Addenda to the RFP. In addressing the substance of the enquiry, HCS will keep confidential the name of the Proponent submitting the question.

7.5 Proposal Timelines
The Proposal will be managed under the following timelines:

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFPs Issue Date</td>
<td>December 22, 2014</td>
</tr>
<tr>
<td>Proponents Meeting</td>
<td>December 30, 2014 2:00 PM NST</td>
</tr>
<tr>
<td>Proponents Questions Deadline</td>
<td>January 9, 2015 4:00 PM NST</td>
</tr>
<tr>
<td>RFP Closing Date</td>
<td>January 28, 2015 2:00 PM NST</td>
</tr>
<tr>
<td>RFPs Award (Tentative)</td>
<td>March 31, 2015</td>
</tr>
<tr>
<td>Contract Start Date (Tentative)</td>
<td>May 1, 2015</td>
</tr>
</tbody>
</table>

8.0 Evaluation and Selection Process

8.1 Introduction
1. The Air Ambulance Aircraft and Aviation Services Request for Proposal - Evaluation will be conducted by a Project Steering Committee. It is understood and accepted by any Proponent submitting a proposal that all decisions, as to the degree to which a proposal meets the requirements of this RFP, are within the judgment and competence of the Project Steering Committee.

2. Certain clauses in Section 10.0 and 11.0 are marked must (P/F) and will be evaluated on a PASS/FAIL basis. A proposal shall be considered NON COMPLIANT if the response to any such clause is deemed by the evaluators to be unsatisfactory. All other clauses will be rated according to the evaluation scheme described in Section 9.2.

3. It is important that Proponents respond to all clauses of Section 10.0 of the Request for Proposals. Failure to respond to any clause marked must (P/F) of any section of
this RFP will render the proposal NON COMPLIANT and the proposal will receive no further consideration.

4. All proposals shall be examined in detail in accordance with the published evaluation criteria and following the process outlined in this section. HCS reserves the right to either award a contract the highest ranking Proponent as determined by the evaluation criteria. HCS is also under no obligation to make an award.

8.2 Evaluation Process
The evaluation process is as follows:

Stage 1: Evaluation of compliance to must (P/F) criteria as identified throughout the RFP and disqualification of any proposals that fail to meet them.

Stage 2: Technical assessment of proposals based on the scoring outlined in Section 8.3.2.

Stage 3: Evaluation of financial proposals as outlined in Section 11.0. The financial proposal score will be combined with the technical score to arrive at the total score.

Stage 4: The scoring from Stages 2 and 3 will be combined to rank the Proponents based on accumulated score.

8.3 Evaluation Scheme

8.3.1 Evaluation Summary
The rated evaluation criteria in Section 10.0 will be scored according to the point-rating scheme summarized in the Technical Evaluation Summary Tables below and detailed further in ANNEX 3. Some criteria are designated must (P/F). Those proposals that are scored as "FAIL" in any of the pass/fail criteria shall be deemed NON-COMPLIANT and shall receive no further consideration.

In order to prevent the financial considerations from unduly influencing the rest of the technical evaluation, financial proposals must (P/F) be submitted in a separate sealed envelope to be opened after the technical evaluation has been completed.

<table>
<thead>
<tr>
<th>Section</th>
<th>EVALUATION TOTAL</th>
<th>Weight %</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.0</td>
<td>Technical Proposal</td>
<td>75%</td>
<td>750</td>
</tr>
<tr>
<td>11.4</td>
<td>Aircraft Specifications/Performance</td>
<td>30%</td>
<td>300</td>
</tr>
<tr>
<td>11.5</td>
<td>Aircraft Maintenance</td>
<td>20%</td>
<td>200</td>
</tr>
<tr>
<td>11.7</td>
<td>Flight Crew</td>
<td>25%</td>
<td>250</td>
</tr>
<tr>
<td>12.0</td>
<td>Financial Proposal</td>
<td>25%</td>
<td>250</td>
</tr>
</tbody>
</table>
8.3.2 Detailed Technical Proposal Weights and Points
The detailed evaluation table with subcategory weights is contained in Annex 3.

Each criterion identified in Annex 3 (with the exception of financial) will be scored using the following system.

<table>
<thead>
<tr>
<th>Evaluation Description of Proponent’s Response</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Excellent; meets and exceeds HCS’s requirements</td>
<td>10</td>
</tr>
<tr>
<td>Very Good; meets all of HCS’s requirements</td>
<td>9</td>
</tr>
<tr>
<td>Acceptable; meets most of HCS’s requirements</td>
<td>7</td>
</tr>
<tr>
<td>Acceptable; barely meets the minimum level of HCS’s requirements</td>
<td>5</td>
</tr>
<tr>
<td>Falls Short; shows understanding but falls short of HCS’s requirements</td>
<td>3</td>
</tr>
<tr>
<td>Response provided but shows no understanding and does not address HCS’s requirements</td>
<td>1</td>
</tr>
<tr>
<td>Proponent does not respond</td>
<td>0</td>
</tr>
</tbody>
</table>

8.3.3 Proponent Evaluation Approach
The Project Steering Committee will meet and evaluate each proposal as a group through debate and discussion, with the final score being determined through team consensus.

8.3.4 Evaluation of Financial Proposals
The evaluation of Financial Proposals will take place in two parts as follows.

a) Monthly Retainer Evaluation
The compliant Proponent who submits the lowest proposed monthly retainer cost will receive the maximum 15 points allowable for that deliverable. All other similarly qualified Proponents will receive a rating calculated by dividing their proposed cost into the lowest proposed cost and multiplying by the maximum points allowable.

<table>
<thead>
<tr>
<th>Example:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proponent</td>
</tr>
<tr>
<td>-----------</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
</tr>
<tr>
<td>3</td>
</tr>
</tbody>
</table>

b) Cost Per Flight Mile
The compliant Proponent who submits the lowest proposed cost per flight mile will receive the maximum 10 points allowable for that deliverable. All other similarly qualified Proponents will receive a rating calculated by dividing their proposed cost into the lowest proposed cost and multiplying by the maximum points allowable.

<table>
<thead>
<tr>
<th>Example:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proponent</td>
</tr>
<tr>
<td>-----------</td>
</tr>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
</tr>
<tr>
<td>3</td>
</tr>
</tbody>
</table>
9.0 Response Instructions
Proponents will respond to the RFP in the following manner.

9.1 Copies Required
One original and three copies (for a total of four volumes) of the Technical Proposal (including References and Resumes) are required. The original of each part shall be clearly marked ORIGINAL on the first page, and all copies shall be clearly marked COPY on the first page. One of the four volumes must be unbound.

Two printed originals of the Financial Proposal are required to be submitted in a separate sealed envelope.

Response Format

<table>
<thead>
<tr>
<th>Part</th>
<th>Description</th>
<th>Copies Required (including Original)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part 1</td>
<td>HCS Procurement Form</td>
<td>Signed on Original Technical Proposal</td>
</tr>
<tr>
<td>Part 2 A</td>
<td>Technical Proposal</td>
<td>4 paper</td>
</tr>
<tr>
<td>Part 3</td>
<td>Financial Proposal (separate sealed envelope)</td>
<td>2 paper</td>
</tr>
</tbody>
</table>

PART 1: HCS PROCUREMENT FORM
Proponents must (P/F) complete and sign the HCS Procurement Form. This form is available after the front cover of this RFP.

PART 2: TECHNICAL PROPOSAL
The Technical Proposal will contain the Proponent's response to Section 10.0 of this RFP.

PART 3: FINANCIAL PROPOSAL
1. Financial Responses shall follow the instructions contained in Section 11.0 of this RFP.
2. Financial Responses shall be submitted in a separate sealed envelope contained within the main envelope of the Proponent's response. The envelope must contain two printed copies.

9.2 RFP Requirements

9.2.1 Mandatory Requirements
This RFP contains two separate types of mandatory requirements. They are defined as follows:
1. 'must (P/F)' - Clauses which contain the term must (P/F) refer to mandatory delivery/capability requirements which will be evaluated on a Pass/Fail basis only. The Proponent not satisfying the pass-fail standard will not be admitted to
further evaluation of their technical proposal and will receive no further consideration under the process.

2. **must (M)**- Clauses which contain the term *must (M)* refer to mandatory deliverables, commitments and capabilities that will not be evaluated. The Proponent will certify that they agree to meet such requirements at the present or by commencement of the contract. These clauses are characterized as follows:
   - No evaluation is conducted;
   - Embodies the commitments that Proponents must make;
   - If the Proponent is required to *(must (M)) "represent and warrant"* a capability or other fact this constitutes a warranty on which HCS intends to rely. Subsequent evidence that the fact or capability was misrepresented would constitute sufficient reason for contract termination for cause.

### 9.2.2 Rated Requirements

Responses and requirements that will be evaluated and weighted according to a scoring scheme are specified by the term '*shall (R)*'. Such requirements are characterized as follows:
   - Requires a response that will be evaluated and weighted according to a scoring scheme;
   - No single low score will necessarily result in proposal elimination; and
   - Groups or categories of rated items may have a combined threshold or minimum required score which, if not met, will result in elimination of the proposal.

### 9.2.3 Proponent Contact Information

The Proponent must provide one contact individual who is responsible for the Proposal and if the proponent is successful will be responsible for Air Operator contract delivery

1. Name and current title of the individual;
2. Business phone number;
3. Fax number; and
4. Email address.

### 9.2.4 Adherence to Instructions

All response instructions relating to the information to be provided, and its format, are proposal requirements that must be substantially adhered to in order for the proposal to receive consideration. Failure to do so may result in disqualification of the proposal without further evaluation. The evaluation team will only seek clarification if requested information is ambiguous or not clear and the request for such clarification will not offer the Proponent an opportunity to improve the competitive position of its response or otherwise amend its submission.

### 9.2.5 Right of Inspection

HCS reserves the right to inspect the Primary Aircraft as part of the RFP evaluation process. Aircraft evaluation will take place at St. John's International Airport. If the
proposed Primary Aircraft is not stationed at St. John's International Airport, then the proponent must be prepared (at its cost) to fly the proposed Primary Aircraft to the airport.

10.0 Proposal Requirements

10.1 Proponent Profile
Any Proposal must (P/F) be presented by a single Company that will be legally responsible for all aspects of any service agreement resulting from this RFP process.

All proposals must (P/F) provide a detailed listing of all businesses involved in providing services under the submitted proposal including:

1. The correct legal name of the Proponent (Lead Company)
2. The correct legal names of business units or other businesses included in this proposal (Sub Contractors)
3. If the Proponent is not a public company the names of the majority owners/principals
4. Financial and Operational Details
   - Has the Proponent ever entered bankruptcy
   - Has the proponent received a Certificate of Action from Transport Canada? If yes provide details
5. Proof of liability insurance as required

10.2 Acceptance of Requirements
The Proponent must (P/F) sign the certification on the cover page confirming its understanding and acceptance of the terms of the mandatory requirements and mandatory commitments and that it has the mandatory capabilities that are contained in the RFP, each identified by the terminology 'must (P/F).

The certification must (P/F) also signifies the Proponent understands and accepts the RFP Terms and Conditions outlined in Section 13, and that the signing party has the authority to bind the corporation.

10.3 Mandatory Requirements
The Proponent must (P/F) propose the following:
- Primary Aircraft capable of:
  - A service ceiling of 25,000 feet with a minimum cabin pressure differential of 5.0
  - Maintaining a minimum cruising speed of 250 knots
  - Flying non-stop from St. John's to Wabush with a minimum of 535Kg of passengers and medical equipment
- A twin engine configuration
• A twin pilot Instrument Flight Rules capable configuration for the Primary Aircraft
• Sky Trac Satellite Tracking System equipped.
• Medical cabin configuration and outfitting as outlined (as the minimum standard) in Section 5.0.

The Proponent must (P/F) certify that their company has:
• All the necessary permits and certificates necessary to carry out an Air Ambulance Service
• Agreed in writing to the following Mission Ready specifications and the liquidated damages outlined;
  Unless the air operator has previously informed HCS or its delegate that the Primary Aircraft is out of service for unscheduled or scheduled maintenance, the Primary Aircraft must be mission ready to depart from St. John’s International Airport (or another airport if repositioned at the request of HCS or its delegate) within one hour of a medevac request, on a twenty-four hour basis, every day of the year. Proponents shall agree to pay liquidated damages of $1/30 of the monthly retainer fee per occasion in which the aircraft cannot take off from St. John’s International Airport within one hour of a medevac request.
• In effect and can maintain in effect throughout the term of the proposed contract a liability insurance policy covering both the primary and if applicable the backup aircraft and their operation in respect of bodily injury, property damage and passenger liability with an inclusive limit not less than $20,000,000 per occurrence. The Supplier must have the Province named as additional insured.

Proponents who cannot meet the requirements outlined above will not be eligible for further evaluation.

10.4 Aircraft Specifications and Performance
Using the data sheet in Appendix I and any other documentation the Proponent chooses to provide, the proposal must (M) clearly outline the following specifications and performance capabilities of the proposed Primary Aircraft:

1. The Proponent shall (R) provide the age of the proposed Primary Aircraft. One (1) scoring point will be deducted for each year of age to a maximum of five (5) points.

2. The Proponent shall (R) provide performance specification of the proposed primary aircraft. (Refer to Appendix 1)

3. The Proponent shall (R) provide the Primary Aircraft’s specified minimum wet runway landing and takeoff distances in feet at the following airstrips with sufficient fuel to fly to St. John’s with Gander airport as an alternate with a minimum of 535 kg of passengers and medical equipment: St. Anthony Airport, Blanc Sablon, Clarenville, Winterland (Burin), Fogo Island, Exploits (Grand Falls-Winsor), St. Andrew’s (Port aux Basque). The proponent shall identify any
wind conditions that would preclude landings for 100% of the missions requested excluding reduced visibility and maintenance issues.

4. The Proponent shall (R) describe the Primary Aircraft’s performance capabilities to carry out a medical flight from St. John’s to Toronto with 535 Kg of passengers and medical equipment on board. HCS is specifically seeking to determine the frequency in which the Primary Aircraft can carry out this flight without the need to refuel with a patient onboard. The Proponent should also describe the head wind and weather conditions that would prevent a non-stop flight.

5. The Proponent, at its option, shall (R) describe the availability and performance specifications (Appendix 1A) of a Backup Aircraft. The Proponent is also free to provide any additional information they feel may help the evaluation process.

10.5 Aircraft Maintenance

The Proponent’s proposal must (M) clearly outline the maintenance capabilities, practices and schedules that will maximize the availability of their proposed aircraft to as close to 24/7 as possible:

1. The Proponent shall (R) provide an overview of its maintenance program and maintenance scheduling.

2. The Proponent shall (R) provide an overview of its maintenance staff including but not limited to numbers of staff, experience and qualifications.

3. The Proponent shall (R) provide an overview of its parts inventory, parts availability and the process for ordering and delivery of parts not in stock.

4. The Proponent shall (R) provide an overview of the scheduled maintenance projected on the Primary Aircraft over the next twenty four (24) months.

10.6 Flight Crew

The Proponent’s proposal must (M) clearly outline the experience and capabilities of the proposed flight crew for the aircraft:

1. The Proponent shall (R) provide the experience and qualifications of the flight crew proposed. Use the format outlined in Appendix 2.

2. The Proponent shall (R) provide an overview of its flight crew training program.

3. The Proponent shall (R) provide an overview of its work performance evaluation program.

4. The Proponent shall (R) provide an overview of its Safety Management System.
11.0 Financial Proposal

In a separate sealed envelope Proponents must (P/F) provide two prices:
- Monthly Retainer Fee
- Medical Personnel/Patient Onboard Statute Flight Mile Cost

Prices quoted are exclusive of HST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice.

The monthly retainer fee and Medical Personnel/Patient Onboard per statute mile rate will remain fixed throughout the full term of the contract including the two (2) year fixed contract and up to twelve (12) months of extensions. No allowance for increases to retainer fees and statute flight mile costs shall be entertained or considered as all Proponents are expected to have accounted for the potential of such increases in their proposal.

*Note: The Medical Personnel/Patient Onboard statute mile rate proposed will:
- Be charged when there is Medical Personnel or a patient onboard. Statute miles will be charged only when medical personnel are onboard the aircraft under three flight conditions;
  o To pick up a patient
  o With a patient onboard
  o Returning medical personnel to their base
- Be charged on statute flight miles direct point to point miles between referring and receiving airports/airstrips
- Contain all fuel costs including surcharges.

To clarify HCS will not pay a statute flight mile rate for flight miles when an aircraft is flying empty to pick up Medical Personnel and/or a Patient.

HCS will pay additional flight costs on proof of invoice:
1. The following direct pass through charges**:
   - Airport landing fees
   - Nav Canada fees
   - Aircraft parking fees at airports other than of St. John's International airport
   - Aircraft handling fees at airports other than of St. John's International airport
   - Deicing fees.

** Note: - All other costs are to be incorporated into the proposed monthly retainer and statute flight mileage fees.

2. HCS will also accept the following charges on proof of invoice if the aircraft and pilots are repositioned at HCS's or its authorized delegate's request:
   - Repositioning statute flight miles (Direct Point to Point)
   - Hangar fees
   - Hotel
12.0 RFP Terms and Conditions

12.1 Proposal Acceptance Conditions
As indicated on the RFP’s coversheet, the Proposal will be delivered to the Government Purchasing Agency (GPA). GPA staff will not open the envelopes but will only take receipt of the envelopes on behalf of the Project Steering Committee for purposes of date and time stamping. GPA will then ensure that the date and time stamp conditions are enforced as per the deadlines outlined in the RFP instructions.

12.2 Late Responses
Late responses will be returned unopened. HCS does not envision a circumstance were a Proponent requested extension will be granted.

12.3 Faxed or E-mailed Proposals
Faxed and/or e-mailed proposals will not be accepted.

12.4 HCS Contact
All enquiries and other communications with government officials with respect to this RFP are to be directed ONLY to the contact individual identified in Section 7.1.

12.5 Financial Considerations

12.5.1 Evaluation Period
All proposals shall remain open for acceptance for a period of 90 days from the date of RFP closure. No contract is intended until a formal contract is signed.

12.5.2 Pricing
Prices quoted shall be in Canadian currency excluding HST.

12.5.3 Proposal Preparation Expenses
All costs relating to the work and materials supplied by the Proponent in responding to this RFP must be borne by the Proponent.

12.6 Ownership of Responses
All responses and accompanying documentation submitted by the Proponents are considered the property of HCS and will not be returned. By submitting a proposal in response to this RFP, Proponents are agreeing that all rights in such materials are thereby waived.

- Pilot Per Diem
- Rental Car
12.7 Enquiries
1. All enquiries, questions and other communications with government officials with respect to this RFP are to be directed to the individual indicated as the HCS contact person identified in Section 7.1.

2. Questions are to be submitted in writing via e-mail, to the HCS contact person.

3. Questions will only be accepted in accordance with the timetable specified in on the front cover and Section 8.5.

4. HCS will respond to all enquiries by way of Addenda to the RFP posted on the Government Purchasing Agency's website. There will be no verbal response to enquiries.

5. HCS shall endeavor to exclude confidential or proprietary information from the responses provided.

12.8 Acceptance of Proposals
Government reserves to itself the unfettered right to reject any or all responses to this RFP and is not bound to accept the highest ranking or any response. Government may elect to cancel the RFP at any time with or without cause and no liability shall accrue to Government as a result of this exercise of its discretion in this regard.

12.9 Modification of Requirements
Should HCS deem it necessary, prior to the deadline date for written responses, to modify the proposal's requirements, an addendum will be issued. Proponents will be required to acknowledge in their submissions all published addenda received.

12.10 Notification of Intent to Submit Proposal
While optional, HCS encourages Proponents to e-mail their intention to submit a proposal to the HCS contact person as soon as possible following receipt of the RFP.

12.11 Changes to Proposal Wording
HCS may, during the evaluation period, request meetings with Proponents to clarify points in the response. No content changes by the Proponent will be permitted after initial receipt of the response.

12.12 Confidentiality of Proposals
If any portion of a Proponent's response is to be held confidential, or if the Proponent proposes to include any terms in the contract dealing with confidentiality, such provisions must be identified in the response. However, all proposals may be subject to the Access to Information and Protection of Privacy Act (ATIPPA) or other relevant provincial legislation.

The RFP itself and Air Operator's response may, by attachment or incorporation by reference to form part of the resulting contract. Therefore disclosures under ATIPPA
may require significant portions of the previously-protected proposal to be divulged upon a third party request.

12.13 Subcontractors
The Air Operator shall be solely responsible to HCS for the provision of Air Ambulance Services, including the services and performance of subcontractors.

1. If Proponents subcontract any part of this assignment, the work must be in compliance with Transport Canada regulations.

2. Subcontractors and the portions of work to be performed must be identified and described in the proposal and shall be in compliance with Transport Canada regulations.

3. If the project is awarded to a Proponent that proposes to use subcontractors, those subcontractors must in the proposal provide written verification that they are committed to rendering the service(s) required.

4. If substitution of one subcontractor for another is required it must be with prior written approval of all parties to the contract.

5. There will be no assignment of contracts without prior written approval of HCS.

12.14 Unsuccessful Proponents
Unsuccessful Proponents may contact HCS to obtain information on their performance in the evaluation. Unsuccessful Proponents will be entitled to the following:

1. Scores for resources proposed by that Proponent only
2. Average score overall
3. Proponent debriefing to review the evaluation at an established date. Requests for debriefings should be made within a reasonable time frame.

The date, location and means for the unsuccessful Proponent debriefing will be determined at a later date depending on demand and the location of the Proponents.

12.15 Liability for Errors
While HCS has used considerable effort to ensure the accurate representation of information in this RFP, such information is supplied only as a guideline for Proponents. The information is not guaranteed or warranted to be accurate by HCS, nor is it necessarily comprehensive. Nothing in this RFP is intended to relieve Proponents from seeking additional information and forming their own opinions and conclusions with respect to the matters addressed in this RFP.
13.0 Contract Terms

13.1 Duration
The Contract will be valid for two (2) years and can be extended for up to another twelve (12) months on written agreement by both parties.

The Contract shall terminate on its natural expiry date, according to the contract term. In the event of a default by the Air Operator, the Contract shall terminate on the day set out by HCS in its written notice of termination, and the Air Operator shall forthwith invoice HCS for the work performed up to the date of the termination. The Air Operator shall not terminate the Contract for any reason without sixty (60) days prior written notice to HCS.

13.2 Payment Terms
If proposal is accepted, the contract will provide for the following:

1. Government's standard payment terms are net 30 days from receipt of invoice. All applicable taxes must be shown separately on the invoices.

2. The direct pass through charges and repositioning costs will be paid by HCS only on proof of invoice.

3. All payments will be made to the Air Operator who will be responsible for the payment of subcontractors.

13.3 Air Operator's Role
The successful Proponent, not the individual resource(s) engaged, will be party to the contract signed with HCS, and will be responsible for contract execution. All errors and omissions during the conduct of the contract are the responsibility of the successful Air Operator.

If the Proponent is a corporation, the organization must be licensed to conduct business in its own jurisdiction and may be required to produce a certificate of good standing for that jurisdiction.

13.4 Confidentiality of Proposals
If any portion of a Proponent's response is to be held confidential, or if the Proponent proposes to include any terms in the contract dealing with confidentiality, such provisions must be identified in the response. However, all proposals may be subject to the Access to Information and Protection of Privacy Act (ATIPPA) or other relevant provincial legislation.

If the RFP itself and Air Operator's response may, by attachment or incorporation by reference, form part of the Air Operator's contract. Therefore disclosures under ATIPPA may require significant portions of the previously-protected proposal to be divulged upon a third party request.
## Attachments

- Annex 1 - Primary Aircraft Performance and Specifications
- Annex 1A - Back up Aircraft(s) Performance and Specifications
- Annex 2 - Flight Crew Qualifications
- Annex 3 - Weighted Evaluation Table
### ANNEX 1

**PROPOSED PRIMARY AIRCRAFT SPECIFICATIONS**

<table>
<thead>
<tr>
<th>Aircraft Type:</th>
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</thead>
<tbody>
<tr>
<td>Aircraft Registration:</td>
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<tr>
<td>TBO Engine #1</td>
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<tr>
<td>TBO Engine #2</td>
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**AIRCRAFT TYPE SPECIFICATION SHEET**

**TYPE:**

<table>
<thead>
<tr>
<th>REGISTRATION/CALL SIGN:</th>
<th></th>
</tr>
</thead>
</table>

- Max. Fuel Capacity: [liters]
- Service Ceiling: [feet]
- Total Oil Capacity: [quarts]
- Endurance Fuel Flow: [liters/hour]
- Equipment Code: [code]
- Apr & Landing Fuel: [liters]
- Start, Taxi, T/O Fuel: [liters]
- Apr & Landing Time: [minutes]

### GROSS WEIGHT MAXIMUM

<table>
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<tr>
<th>Takeoff Ground Roll:</th>
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<tbody>
<tr>
<td>Gross Weight:</td>
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<tr>
<td>Rotate Speed:</td>
<td>[knots (IAS)]</td>
</tr>
<tr>
<td>Equipped Weight:</td>
<td>[pounds]</td>
</tr>
<tr>
<td>Climb Rate:</td>
<td>[feet/minute]</td>
</tr>
<tr>
<td>Climb Speed:</td>
<td>[knots (IAS)]</td>
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<tr>
<td>Climb Fuel Flow:</td>
<td>[liters/hour]</td>
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### FLIGHT PLAN

**YYT to YWK**

- Average Flight Cruise Speed: [knots (TAS)]
- Plan Cruise Altitude: [feet]
- Cruise Fuel Flow: [liters/hour]
- Number of Baggage Areas: [number]
INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL.

HOUR 1 FUEL FLOW: ____________ lit/hr
HOUR 2 FUEL FLOW: ____________ lit/hr
HOUR 3 FUEL FLOW: ____________ lit/hr
HOUR 4 FUEL FLOW: ____________ lit/hr

*ALL BLANKS ARE REQUIRED TO BE COMPLETED*

Describe all Scheduled Maintenance of the specified aircraft through ____________ and indicate expected duration of unavailability of the aircraft for each planned outage.

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this RFP on behalf of the Supplier noted.

Name: ____________________________
Position: ____________________________
Date: ____________________________
ANNEX 1A

**PROPOSED BACKUP AIRCRAFT SPECIFICATIONS (Optional)**

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<td>TBO Engine #1</td>
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**AIRCRAFT TYPE SPECIFICATION SHEET**

**TYPE:**

**REGISTRATION/CALL SIGN:**

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<td>Endurance Fuel Flow:</td>
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<td>Apr &amp; Landing Time:</td>
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**GROSS WEIGHT MAXIMUM**

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<th>Takeoff Ground Roll:</th>
<th>Gross Weight:</th>
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</thead>
<tbody>
<tr>
<td>Rotate Speed:</td>
<td>lbs</td>
</tr>
<tr>
<td>Equipped Weight:</td>
<td>lbs</td>
</tr>
<tr>
<td>Climb Rate:</td>
<td>ft/min</td>
</tr>
<tr>
<td>Climb Speed:</td>
<td>knots (IAS)</td>
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<tr>
<td>Climb Fuel Flow:</td>
<td>lbs/hr</td>
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<td>Number of Fuel Tanks:</td>
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**FLIGHT PLAN**

<table>
<thead>
<tr>
<th>YYT to YWK</th>
<th>Average Flight Cruise Speed:</th>
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</thead>
<tbody>
<tr>
<td>Plan Cruise Altitude:</td>
<td>ft</td>
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<td>Cruise Fuel Flow:</td>
<td>lbs/hr</td>
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<tr>
<td>Number of Baggage Areas:</td>
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<table>
<thead>
<tr>
<th></th>
<th>kts (TAS)</th>
<th>kts (IAS)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>
PROPOSED BACKUP AIRCRAFT (Continued)

INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

HOUR 1 FUEL FLOW: _____ lit/hr
HOUR 2 FUEL FLOW: _____ lit/hr
HOUR 3 FUEL FLOW: _____ lit/hr
HOUR 4 FUEL FLOW: _____ lit/hr

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through ____________ and indicate expected duration of unavailability of the aircraft for each planned outage.

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this RFP on behalf of the Supplier noted.

Name: ____________________________ Date: ____________________________
Position: _________________________
ANNEX 2

This form will be completed by all aircraft personnel who will operate the aircraft. Government reserves the right to reject any pilot at its sole discretion.

Pilot Name: ______________________ Licence: ______________________

Base Location: ______________________

Medical Exp. Date: _______________ IFR Exp. Date: _______________

A/C Type No. 1 PPC/PCC Expire Date: _______________ Total On-Type Hours: _______________ Position: _______________

A/C Type No. 1 PPC/PCC Expire Date: _______________ Total On-Type Hours: _______________ Position: _______________

A/C Type No. 1 PPC/PCC Expire Date: _______________ Total On-Type Hours: _______________ Position: _______________


TTL PIC Time: _______________ Multi PIC Time: _______________ TTL IFR Time: _______________

Total Simulator Training Hours: _______________ TDGC Expiry Date: _______________

List full details of all aircraft accidents or incidents the above crew member has been involved in: ______________________

I certify that the above information is true and correct.

PROPONENT REPRESENTATIVE: ______________________ COMPANY TITLE: ______________________

SIGNATURE: ______________________ DATE: ______________________

I hereby authorize Transport Canada to release any and all information pertaining to my personal file to the NL Department of Health and Community Services.

Flight Crew Member Name: ______________________

Signature: ______________________
INCLUDE PHOTO COPIES OF
ALL CURRENT PILOT DOCUMENTS INCLUDING:
1. PILOT LICENCE, ENDORSEMENTS AND RATINGS
2. MEDICAL CERTIFICATE
3. PILOT PROFICIENCY CARD (PPC or PCC)
4. DANGEROUS GOODS CERTIFICATE
5. IMMUNIZATION CERTIFICATES FOR:
   • TETANUS,
   • DIPHTHERIA
   • HEPATITIS B,
   • POLIOMYELITIS,
   • CHICKEN POX
   • INFLUENZA
6. RADIO LICENCE
7. CREW RESOURCE MANAGEMENT CERTIFICATE
8. A CRIMINAL RECORD SEARCH OR A VALID AIRPORT SECURITY CLEARANCE
## ANNEX 3 – DETAILED EVALUATION WEIGHTS

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<th>Criterion</th>
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<tr>
<td>11.1 Proponent Proposal</td>
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</tr>
<tr>
<td>11.2 Acceptance of Requirements</td>
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</tr>
<tr>
<td>11.3 Mandatory (Must P/F) Requirements</td>
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</tr>
<tr>
<td>11.4 Aircraft Specifications and Performance</td>
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</tr>
<tr>
<td>Performance Specifications</td>
<td>5%</td>
</tr>
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<td>Aircraft Landing and Takeoff Distance</td>
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</tr>
<tr>
<td>Long Distance Flight Characteristics</td>
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<tr>
<td>Back up Aircraft Performance Specifications &amp; Availability</td>
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<td>11.5 Aircraft Maintenance</td>
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<td>Overview Maintenance Program and Scheduling</td>
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<td>Maintenance Staffing – Numbers, Experience and Qualifications</td>
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<tr>
<td>Parts Inventory and Ordering Processes</td>
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<tr>
<td>24 Month Scheduled Maintenance Listing</td>
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<td>11.6 Flight Crew</td>
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<td>Pilot Qualifications and Experience</td>
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<td>Flight Crew Training</td>
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<tr>
<td>Flight Crew Work Performance Evaluation Program</td>
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<td>Propositor's Safety Management System</td>
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<td>12.0 Price</td>
<td>25.0%</td>
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<td>Monthly Retainer Fee</td>
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<td>Statute Flight Mile Fee</td>
<td>10%</td>
</tr>
<tr>
<td>Total Scoring</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
AMENDMENTS
Air Ambulance Aircraft and Aviation Services Provision
HCSAir2014001

Addendum #2
Proponent questions received are in *italics* bold
Health and Community Services (HCS) responses are indented.

1. *Will there be a provision for GAS Hangar Facilities use for Retainer Operations at St. John’s?*

   There will be **no** provision for the use by the Air Operator of Government Air Services (GAS) Hangar Facilities at St. John’s International Airport.

2. *Since the RFP requires a St. John’s Base for the operation of the called up flight the positioning to St. John’s will be at the cost of the Bidder. For such operations that require the aircraft to be operated from Goose Bay will HSC pay hangar fees and accommodation for a Goose Bay operation base even if the operator has a Base at Goose Bay or at any other location that HSC deems active?*

   If the Air Operator’s aircraft is repositioned by HCS or its authorized delegate to fly from a primary base of operations other than St. John’s International Airport then HCS will accept invoices for repositioning costs as identified in the RFP’s Section 11.

3. *Will the aircraft procured under this RFP be called up for flying by any other Departments or operations such as Forest Fire support, or Fire and Emergency Services?*

   The Air Operator is contracted to HCS for the Department’s exclusive use as an air ambulance. No other Government department or agency will have the ability to call upon the Primary Aircraft’s services.

4. *Once this RFP is procured and in place will there be any other call up of aircraft outside of that provided for in this RFP?*

   Unforeseen aircraft availability issues for both GAS and Air Operator aircraft may require a short-term retainer/charter of additional air ambulance resources. HCS reserves the right to do so to meet medical air transport requirements.

5. *In section 4.0 the last paragraph says there is to be two independent heating systems, ask them to explain this in detail as well tell them you want it in writing as well?*

   HCS waives the requirement for two independent heating systems as long as the Proponent can provide required medical cabin temperature control for the patient.
6. **Section 6.0 contracting out**, it's permitted but only at the discretion of HSC, what are the criteria for such contracting out and when are these approvals required, before the RFP closing, during or anytime during the life of the contract?

Following is a clarification of RFP Section 6, headed “Contract Considerations”. The Proponent must identify in its proposal any subcontractor(s) which the Proponent wishes to engage for any aspect of any service needed to operate the Primary Aircraft. For the duration of the contract, if the Air Operator wishes to make any changes to approved subcontractor(s), the Air Operator must first seek HCS's written approval. Approval of proposed sub-contracts is at the sole discretion of HCS. HCS's criteria for approving proposed sub-contractor(s) may vary depending upon the nature of the service(s) the Proponent or Air Operator wish to subcontract.

7. During the December 30, 2014 Proponents' Meeting Health and Community Services (HCS) was asked if the Air Operator could, post award, replace the Primary Aircraft proposed in the RFP Response with another aircraft.

HCS would agree to the replacement of the proposed Primary Aircraft as long as the replacement aircraft meets or exceeds the required performance specifications of the proposed Primary Aircraft including specifications that the replacement aircraft's medical cabin would have to be outfitted as required by HCS in the RFP's Section 4.0 and the addendum answers identified in this document.

8. If the Iso-Pod does not fit into the proposed aircraft however the aircraft meets all other specs does this disqualify the submission?

It is HCS's responsibility to ensure its Iso-Pod(s) can fit into the Primary Aircraft. It is the Air Operator's responsibility to ensure the Iso-Pod can be safely secured to the Primary Aircraft's LifePort System.

9. The RFP asks for SkyTrac Tracking system, most commercial carriers use the more advanced Latitudes system, Latitudes provides web based tracking available through discreet login to assure privacy, is Latitudes acceptable and can an addendum be issued for the same?

HCS requires that the Air Operator's Primary and Back-up Aircraft be followed by GAS Dispatch operations. GAS dispatch utilizes the SkyTrac Tracking System for flight following. HCS's preference is the use of the SkyTrac Tracking System, however Proponents can propose an alternate aircraft tracking system as long as it's flight information seamlessly integrates into GAS's SkyTrac Tracking System. It is the Proponent's responsibility to ensure their proposed tracking system is able to integrate with GAS's tracking system.
10. In Section 11.0 Financial Proposal can you please clarify:

a) If a patient and or flight medical team are returned to Goose Bay will the flight leg between Goose Bay back to St. John's (base) with only the flight crew be paid at the Statue Mile Rate?

HCS will pay for the empty return leg at the Medical Personnel/Patient Onboard Statute Flight Mile rate if the outgoing leg was requested by HCS or its authorized designate to transport a patient and medical escort(s). In the example provided above, HCS would pay for the Air Operator's return leg.

b) The RFP outlines the number of flights in the province, are you also able to provide a breakdown of the origin and destination the flights conducted?

While it is estimated that HCS will require 250 to 300 flights per year from the Air Operator, this estimate is given as a general sizing of the opportunity in order to define the requirement. HCS shall be under no obligation to provide or guarantee any minimum level of flight activity, air time hours or statute mile volume to the Air Operator. A Table with Transports by Referring Facility and Patient Condition for Fiscal Year 2013-2014 is included below.

Air Ambulance Transports Fiscal Year 2013-2014

<table>
<thead>
<tr>
<th>Referring Facility</th>
<th>Critical</th>
<th>Emergent</th>
<th>Referred</th>
<th>Urgent</th>
<th>Wait List</th>
<th>Grand Total</th>
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<tr>
<td>Bale Verte Health Centre</td>
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### Referring

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<tr>
<th>Referring</th>
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<th>Urgent</th>
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**11. Will the required LifePort System be supplied by Department of Health and Community Services?**

The Air Operator is required to supply the LifePort System.

**12. 4.0 Medical Cabin Specifications item #5 requires 8 hours of oxygen at a high flow rate. What is the specified flow rate constituting the high flow rate?**

Please change the oxygen specifications in Section 4.0, Item 5 to 6 hours of oxygen at 15 litres per minute.
13. Section 11.0 *Note – The statute mile rate proposed will contain all fuel costs including surcharges. To reduce the risk to both parties from fluctuating fuel prices, can proponents include provision for adjustment of fuel cost based on an independent index and specifying the percentage of the statute mile rate subject to adjustment? For example:

\[ \text{Fuel adjustment} = \text{Statute Mile Rate ("SMR")} \times \text{percentage fuel in SMR} \times \text{percentage change in fuel price} \]

The index used by fuel suppliers in Eastern Canada is the New York Harbour Jet fuel index converted to Canadian at the Bank of Canada average noon rate.

HCS has agreed to reduce the aviation fuel price volatility uncertainty for both Government and Proponents. For Section 11.0 HCS require that Proponents not include fuel costs and surcharges in their proposed Medical Personnel/Patient Onboard Statute Flight Mile Rate. HCS agrees to pay actual fuel costs and surcharges on Proof of Invoice. HCS will not pay agency or handling fees on fuel purchased by the air operator.

14. In Section 6.0 date clarification second paragraph.

Please change April 1, 2014 to May 1, 2015 to state the term of the Agreement shall be for two (2) year period starting May 1, 2015, with the option to extend the term for up to twelve (12) additional months at the same prices, terms and conditions and upon mutual written consent of both parties.
AMENDMENT NOTIFICATIONS:

If you are a **Registered** user interested in being notified of amendments to Tender HCSAir2014001, please enter your Fax Number & Password in the fields below to Login to the system.

Fax Number: [___] [___] [___]  
Password: [___]  
Login

To print tender document: **Click here** or Select File and then Print from your browser’s menu

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<th>Revision No.</th>
<th>Page No.</th>
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**Contact Information:** Wayne Young  
Manager Air and Road Ambulance Programs

For a complete copy of RFP please open online attachment below

http://www.gpa.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=HCSAir2014001

1/22/2015
Phone: 709-729-3021 or Email: wayneyoung@gov.nl.ca

Closing Date & Time: January 28, 2015 at 2:00 PM NST

Submitted to: Government Purchasing Agency
30 Strawberry Marsh Road
St. John's, NL
A1B 4R4

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AMENDMENTS

Listed below are amendments to this document:

- **AMENDMENT # 1** – Issued: Monday, December 29, 2014
  Air Ambulance Aircraft and Aviation Services Provision HCSAir20140001

  **Clarification** ○ Safety Management System Requirements

  **Section 3.4 stated the following:** ○ This includes the Air Operator having a Safety Management System in place at the time of their proposal submission that incorporates the Medical Flight Team, the patient care provided in flight, and the patient. A copy of the Safety Management System shall be provided as part of this proposal.

  Health and Community Services ○ requirement that the proponent provide a copy of a Safety Management System is a requirement that the proponent provide documentation about the Proponent's Safety Programs, including policies, procedures and safety training documentation. The requirement is not for Safety Management System documentation as required by Transport Canada, unless the proponent is already subject to a Safety Management System requirement due to its category under the Canadian Aviation Regulations, in which case the proponent may submit its Transport Canada Safety Management System documentation in fulfillment of this requirement.

  Please note the flight safety program documentation provided by the proponents will be evaluated under Section 10.6 (4). This safety documentation evaluation is worth 5 points out of a total of 100 evaluation points.

- **AMENDMENT # 2** – Issued: Tuesday, January 13, 2015
  RE: RFP: HCSAir20140001 Air Ambulance Aircraft and Aviation Services Provision

  CLOSING: JANUARY 28, 2015

PLEASE SEE ATTACHMENT HCSAir2014-001-02.PDF FOR QUESTIONS AND ANSWERS.

ONLINE - EXTERNAL ATTACHMENTS

Please Note: Adobe Acrobat Reader (version 5 or later) may be required for viewing. Refer to the Tender Document for details. This may or may not be a complete list. Click each one in turn to open in a new Window to view / download / print. If there are any problems downloading or viewing the external attachments to this tender, contact the Government Purchasing Agency at 709-729-3348 to obtain a copy for bidding purposes.

- HCSAir2014-001-2.pdf (File Size: 356 K)
- HCSAir2014-001.pdf (File Size: 588 K)

*** END OF DOCUMENT ***

Bidder hereby offers to sell and/or supply, upon the terms and conditions set out herein (and on any enclosed sheets, or made reference to) the supplies and/or services listed above (and on any attached sheets) at the prices quoted. All prices are accepted as net prices. The bidder hereby certifies that the prices are not in excess of those charged anyone else, including their most favoured customer, for like quantity and like items. The "Atlantic Provinces Standard Terms and Conditions" form part of this tender and are made available by way of the Internet at www.gpa.gov.nl.ca IMPORTANT: All referenced terms and conditions and any attached documents constitute part of this tender.

Click Here or your Browser's Back button to return to the Tender Listings.
Company Profile

Air Labrador Limited is a majority owned Aboriginal Company by the Inuit of Nunatsiavut, Air Labrador takes great pride in providing unparalleled service to our customers. We are very pleased to say that we have a strong rapport with local communities and we are dedicated to our customers, new and old, and look forward to building and maintaining strong relationships. Air Labrador Limited is locally owned and operated, and is a large employer of Aboriginal people, we employ more than 150 people, 50 of our employees are based in the Province of Quebec.

Air Labrador Limited was established in 1948 as Newfoundland Airways, and was primarily active with charter work, and also flew mail and other freight to northern Labrador. Previously home base was in Gander, Newfoundland, which shifted to Happy Valley-Goose Bay, Labrador in 1985. This base is a fully accredited Transport Canada facility and employs trained and experienced personnel who continually advance in their skills through a continuous training program.

Currently, in addition to scheduled passenger and cargo services to twenty-four communities throughout Labrador, Nunavut and Quebec Regions, we are expert in remote, off-strip operations on wheels, skis and floats. We also provide private charter and emergency transportation service which we hold to the highest standard to ensure the greatest customer satisfaction.

Air Labrador currently has an exceptional fleet of eight aircraft, including:

7  de Havilland DHC-6 Twin Otters (operates on wheels, skis and floats)
2  Beechcraft 1900D
1  Cessna Caravan (operates on wheels and floats)
2  Beechcraft King Air 100

The Twin Otter is considered the "northern workhorse". This aircraft seats up to 18 passengers and has a large payload, of up to approximately 3,200lbs. Its cruising speed
is 150MPH and has a range of up to 450 miles. The aircraft functions on wheels, floats and skis. It can take off and land in remote, off-strip areas and is dependable in harsh weather conditions although Air Labrador has strict safety restrictions for the safety and well-being of passengers and crew.

The Beechcraft 1900D is an extremely functional, hard-working, dependable aircraft. It seats 18 passengers, has a full, stand-up cabin and has a lavatory onboard. This reliable aircraft is comfortable for and length of travel, and has a cruising speed of 300MPH.

The Cessna Caravan is a single-engine aircraft with multiple uses and is a great asset to Air Labrador. The aircraft seats up to 9 passengers and is functional on wheels and floats. On wheels it has a capacity of 2,500lbs and on floats a capacity of 2,160lbs. Its speed is 140MPH and has a range up to 450 miles. It can access a number or areas and is capable of landing and taking off in remote areas.

The King Air 100 is an executive style aircraft which seat a maximum of seven (7) passengers and their baggage or cargo, up to 410lbs. This aircraft is smooth and comfortable to travel in, and has a cruising speed of 220MPH. Its range is approximately 1,100 miles on full fuel. The King Air is great on both short and longer trips, being that it is a comfortable aircraft.

Air Labrador Limited is very proud to say that it has never entered bankruptcy and has not received a Certificate of Action from Transport Canada.

Refer to Proof of Liability Insurance Appendix 5

In addition to the above, it is important to mention that Air Labrador Limited prides itself on one of the best teams in the industry. Our Team of Managers has many years of experience that have made Air Labrador into the successful local business that it is today. Capable and responsible individuals who are employed at Air Labrador make informed decisions that are vital to operational success of an airline. A united team is a strong team which creates and maintains a positive, respectful working environment.
The Maintenance Team has engineers who have spent their entire career with the company, which speaks of our employee loyalty and our care for all. This team of mechanics and engineers maintain our fleet to the highest standard.

Operational control is based at our main Operations Facility at Goose Bay, Labrador. The operational staff are well trained and equipped with technology to ensure the best safety for all passengers and crew on board any of our aircraft. When any of our aircraft are active there is always a dispatch connection, and aircraft are equipped with satellite phone and tracking systems which enables us to interact with the crew and aircraft at any time.

Proudly, Air Labrador also has some of the best trained pilots in aviation. Some have spent their entire careers at Air Labrador.

As well, Air Labrador Limited takes customer care very seriously and aims to provide exceptional service in all areas. Our trained, professional staff is provided with sensitivity training and handling passengers with special needs. We aspire to improve the aviation experiences of our customers to the best of our ability.

Flight Operations Dispatch

Air Labrador operates a Dispatch center at its airside location at Goose Bay Airport. This flight operations center has the latest in technology for obtaining weather services and flight planning. The facility is staffed at all times while flights are operating and during this time staff provides flight following to all our aircraft. From this location flights plans are filed for all operating flights and crews receive accurate information on the operations of their flight. The flight operations center also hosts the System Operations Control who makes commercial decisions in consultation with stations and operations desk. Planning of contingency for irregular operations takes place at the SOC center. The trained staff makes decisions in consultation with the flight crews on the operation of flight during times of poor weather and or circumstances which present operational challenges.
Air Labrador Limited

Contacts: Corporate Office

Phone: [Redacted]
Fax: (709) 896-6124

Phone: [Redacted] or [Redacted]
Fax: [Redacted]
Toll Free: (877) 977-6775

Phone: [Redacted]
Fax: (709) 896-0644

Phone: [Redacted]
Fax: (709) 896-0644
# Newfoundland Labrador

## Health and Community Services - Request for Proposal Cover Sheet

<table>
<thead>
<tr>
<th>Project Title:</th>
<th>Air Ambulance Aircraft and Aviation Services Provision</th>
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<tr>
<td>RFP #:</td>
<td>HCS Air 2014 - 001</td>
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<tr>
<td>Issue Date:</td>
<td>December 22, 2014</td>
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<tr>
<td>Questions Deadline:</td>
<td>January 9, 2015 4:00 PM NST</td>
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<tr>
<td>Closing Date &amp; Time:</td>
<td>January 28, 2015 2:00 PM NST</td>
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<td>Contract Start (Tentative):</td>
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**Proposal Label:**
Government Purchasing Agency  
30 Strawberry March Road  
St. John’s, NL  
A1B 4R4

**Name of Project:** Air Ambulance Aircraft and Aviation Services Provision  
**Closing Date:** January 28, 2014 2:00 PM

**Department of Health and Community Services Contact Information**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Wayne Young</th>
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<tbody>
<tr>
<td>Title:</td>
<td>Manager Air and Road Ambulance Programs</td>
</tr>
<tr>
<td>Phone:</td>
<td>709.729.3021</td>
</tr>
<tr>
<td>e-mail:</td>
<td><a href="mailto:wayneyoung@gov.nl.ca">wayneyoung@gov.nl.ca</a></td>
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**Location:** HCS Boardroom #3  
**Date:** December 30, 2014 2:00 PM

**Proponents, please make a copy of this cover page, fill out Proponent info, and submit as the proposal cover page.**

**Proponent Organization:**
Legal name of Proponent organization and Doing Business As= name if applicable

**Proponent Address:**

**Proponent Contact Info**

<table>
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**Proponent’s Authorized Signatory**

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On Behalf of the Proponent Organization I accept all the RFP’s Terms and Conditions

Signature:  
I have the authority to bind the Corporation.
Primary Aircraft

Air Labrador Limited is proposing as the Primary Aircraft a Beechcraft 1900D.

The Beechcraft 1900D is an extremely functional, hard-working, dependable aircraft. It seats 18 passengers, has a full, stand-up cabin and has a lavatory onboard. This reliable aircraft is comfortable for any length of travel, and has a cruising speed of 300 MPH.

The Beechcraft 1900D is capable of meeting all the requirements outlined in RFP: HCS Air 2014-001 section 10.3.
Permits and Certifications

Air Labrador Limited is certifies that it has all the necessary permits and certifications necessary to carry out an Air Ambulance Service.
Mission Ready

Air Labrador Limited is acknowledging and agrees to the following Mission Ready specifications and the liquidated damages outlined in the RFP: HCS Air 2014-001 section 10.3.

"Unless the air operator has previously informed HCS or its delegate that the Primary Aircraft is out of service for unscheduled or scheduled maintenance, the Primary Aircraft must be mission ready to depart from St. John's International Airport (or another airport if repositioned at the request of HCS or its delegate) within one hour of a medevac request, on a twenty-four hour basis, every day of the year. Proponents shall agree to pay liquidated damages of 1/30 of the monthly retainer fee per occasion in which the aircraft cannot take off from St. John's International Airport within one hour of a medevac request".

"In effect and can maintain in effect throughout the term of the proposed contract a liability insurance policy covering both the primary and if applicable the back-up aircraft and their operation in respect of bodily injury, property damage and passenger liability with an inclusive limit not less than $20,000,000 per occurrence. The Supplier must have the Province named as additional insured".
Aircraft Specifications and Performances

10.4 Aircraft Specifications and Performance

1. Air Labrador is proposing as a Primary Aircraft outlined in Appendix 1. The Aircraft is a Beechcraft 1900D Airliner Registration is C-FWXL Date of Manufacture is 1992.

2. Refer to Annex 1 for Aircraft performance and specifications.

3. Refer to following page

4. Refer to following page.

5. Refer to Annex 1A for the performance specifications of a Backup Aircraft.

Air Labrador is proposing as a Backup Aircraft to Registration number C-FWXL another Beech 1900d Registration # C-GTMB. This aircraft will be available within 8 hours
Aircraft performance Beech 1900D

*All values are based on the following conditions:
- Field Elevation: Sea Level
- OAT: 0°C
- Wind factor: 0 Kts
- RWY Gradient: 0%
- Aircraft Weight: Max Take-off & Max Landing
- Flaps: T/O- 17°
        LDG- 35°

Required Take-Off Field Length – 3553 Feet
Required Landing Field Length – 2640 Feet

*The field length requirements for Take-off will decrease with increase in headwind component, a decrease in OAT or a combination of both.

*The field length requirements for Landing will increase with an increase in Tailwind component, an increase in OAT or a combination of both.

Mission Plan:
Route: CYYT – CYYZ
Alternate: CYHM
Distance: 1179 NM
Wind: 0 Kts
GS: 271 Kts
ETE: 4 hours 12 minutes
Fuel Required: 4450 Lbs

*Mission would require a fuel stop with a headwind component.
Aircraft Maintenance

10.5 Aircraft Maintenance

(1) This section describes the policies used for the control of scheduled inspection and maintenance of Air Labrador Limited aircraft. The system of control enables continuous updating of remaining times so that items/aircraft are inspected or overhauled at specific intervals. For aircraft operating on extended charter a direct means of communication will be established between Air Labrador Limited and the AMO for the expeditious transfer of maintenance information.

Scheduled and controlling of required maintenance, including Airworthiness Directives, Service Bulletins and MEL items are managed by the production manager, or the maintenance coordinator in his absence, employed within Air Labrador Limited. The production manager is responsible for ensuring that all maintenance requirements are reviewed and scheduled for completion within the time/cycle/calendar time intervals established and any parts for deferred or MEL tasks are monitored for delivery time. Any deferred tasks that may require re-inspection prior to the parts being available e.g. cracks, wear limits, are to have task cards raised by the maintenance coordinator for the repetitive inspections. The WinAir computerized maintenance program system is controlled and maintained by Air Labrador Limited and is utilized to control all maintenance tasks and as such is the system used to produce the scheduled work package. When a work package is produced from the WinAir system the production manager/technical records will verify that it is complete and accurate prior to issue to the aircraft.

The program is updated daily from information obtained from Part I/Part II of the aircraft journey logbook and the scheduled/unscheduled task cards generated through WinAir. Technical Records located at the main base will update the WinAir system. All paperwork from the sub-base will be forwarded to the main base technical records department on a daily basis.

Air Labrador Limited AMO will perform all maintenance for Air Labrador Limited aircraft at that particular aircraft base of operation. Repair of defects on all company aircraft can be accomplished at either main base or sub-base. If maintenance is required away from the main or sub-base, work can be accomplished by an appropriately rated AMO as per their maintenance policy manual and a purchase order will be issued detailing the work to be carried out.

The AMO will advise the maintenance coordinator of any problems related to the scheduling of maintenance activities and shall ensure that no cases arise of exceeding the specified item limits. If the situation arises where an item may exceed its specified time limit the maintenance coordinator will advise the appropriate AMO of the course of action to be taken, final responsibility for ensuring items do not exceed their specified limits lies with the maintenance coordinator. The paperwork for all maintenance performed by a contract AMO will be forwarded to the maintenance coordinator as soon
as possible after completion of the work. The maintenance coordinator will be notified of all deferred defects and ensure that they are rectified within the required time period. Defect and rectification control for aircraft operating on extended charter will be carried out in accordance with the defect and rectification control section of this manual. Tolerances applicable to tasks are identified in the applicable aircraft maintenance schedule.

The use of the tolerances will first have to be approved by the maintenance coordinator, quality assurance manager or production manager by completing a tolerance request form ALL-M-43, record the approval in the journey log book and the maintenance task card, noting approval was given and the next maintenance due placard updated. Technical records will track and record the tolerances requested on form ALL-M-44. Tolerances may not be applied to life-limited components or Airworthiness Directives (AD), unless addressed in the AD.

(2) 7 Aircraft Engineers, 9 aircraft mechanics, 2 technical records and 1 stores person.
(3) Air Labrador Limited have purchased aircraft parts from reputable suppliers. Our current 1900D inventory is $624,969.52. Inventory is located at our maintenance facilities in Goose Bay, NL and Blanc Sablon, PQ. Parts are moved to and from bases daily and overnight at times.

All stock requirements are requisitioned by the Engineer. The Stores Supervisor sends an RFQ, "Request for Quote" to all vendors approved in our WinAir Maintenance System. Quotes are gathered, the Director of Maintenance will advise the Stores Supervisor of the vendor he has approved. The Stores Supervisor creates a Purchase Order and the vendor will ship to the address required with shipping details. All "AOG" parts requirements are actioned immediately.

(4) All general maintenance will be carried out overnight. Heavy Maintenance that will be required in the next 24 months include:

- No. 1 Engine Time Ex – 449 cycles – June 2015
- Structural A, B & C Checks – 761 hours/649 cycles – August 2015
- Structural I Check – 510 hours – August 2015
- Flap Inspection, Inboard and Outboard – 262 days – October 2015
- Overhaul Nose Landing Gear – 273 days – October 2015
- Overhaul Oxygen Cylinder – 329 days – December 2015
- No. 2 Propeller Overhaul – 381 days – February 2016
Flight Crew

10.6 Flight Crew

1. Air Labrador is proposing a list of qualified Pilots that meet all the requirements of the RFP: HCS Air 2014-001. Refer to Appendix 2

2. Air Labrador’s Training program is outlined in Appendix 3.

3. Work Performance Evaluation Program:

Air Labrador has a comprehensive training program for all its new Pilot recruits, this training program consists of an Initial Ground School, this course is an approved Transport Canada program delivered by a professional Trainer who has been approved. Upon completion of the initial or recurrent training program all recruits receive 5 hours professional training in the aircraft on which the Pilot is being trained to operate. Upon the completion of the formal ground school and the in aircraft training all Pilots complete a Formal Exam on the materials contained in the Ground School Education as well the Pilot completes a Check ride with a Certified Examiner Trainer. All new recruits or current pilots complete such training annually. Performance at Air Labrador is viewed from multiple angles however the two angles if greatest interest are tied to Safety and Training as well as Performance related to On time performance and Quality Standards.

Air Labrador Limited has a proficiency check program that is run out of the office of the Companies Training Pilot and its Human Resource Department. On a Quarterly basis all pilots are checked by a certified trainer, this check is referred to as a “Line Check”. During the Line Check the Pilot in review is critiqued against a matrix of checks which have been established and approved by Transport Canada. This matrix includes the Pilots Use of company established Check List, use of standard and approved Operation Procedures, Emergency Procedures as well a review of “Crew Resource Management” (CRM) is reviewed. The CRM is a measure of how well Pilots are interacting with each other, how they operate in various situations of flight; these include Straight and Level, Take-off and Landing as well as in simulated Emergency Situations such as Fire, Engine Failure, Pressurization Lost.

On an Annual Basis Air Labrador evaluates its established training and performance programs against established prerequisites set out by Transport Canada and Industry. Air Labrador participates in Annual Safety and Standards Conferences sponsored by
the Regulator and Industry, as well our Staff participate in formal training courses offered by Industry with a focus on Quality and Performance. While the above refers to the performance of our flight crews Air Labrador has programs that integrate all Employee groups to allow for the highest standards of Quality and Service. These programs include, Maintenance Error Management, SMS and Peer review.

4. Air Labrador operates as 704 Operation, as such it is not a requirement of Transport Canada for Air Labrador to have a Safety Management System in place. Air Labrador wishes to exceed the requirements of Transport Canada and as such are in the final process of having a Safety Management System in place. Our consultant is reviewing the attached Safety Management Manuel before we submit to Transport Canada for approval.
### ANNEX 1

**PROPOSED PRIMARY AIRCRAFT SPECIFICATIONS**

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<td>C-FWXL</td>
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<tr>
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**AIRCRAFT TYPE SPECIFICATION SHEET**

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| Max. Fuel Capacity: | 4484 Lbs/2518.8 l/ltres | lit             |
| Service Ceiling:   | 14,4                       | ft              |
| Total Oil Capacity:| 343                        | qts             |
| Endurance Fuel Flow:| 343                        | l/lt/hr         |
| Equipment Code:    | SDFG/C                     |                |
| Apr & Landing Fuel:| 132.10                     | lit             |
| Start, Taxi, T/O Fuel: | 62                        | lit             |
| Apr & Landing Time:| 16.3                       | mins            |

**GROSS WEIGHT MAXIMUM**

| Takeoff Ground Roll: | 3553                       | ft              |
| Gross Weight:        | 17,120                     | lbs             |
| Rotate Speed:        | 106                        | knots (IAS)     |
| Equipped Weight:     | 10491.8                    | lbs             |
| Climb Rate:          | 2700                       | ft/min          |
| Climb Speed:         | 138                        | knots (IAS)     |
| Climb Fuel Flow:     | 174                        | l/lt/hr         |
| Number of Fuel Tanks:| 4                          |                 |

**FLIGHT PLAN**

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<td>Cruise Fuel Flow:</td>
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<td>l/lt/hr</td>
</tr>
<tr>
<td>Number of Baggage Areas:</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

**NOTES:**

1. FROM 25000 FEET TO SEA LEVEL
2. FROM 25000 FEET TO SEA LEVEL
3. BASED ON AN OAT OF ZERO DEGREES CELCIUS
4. INTERMEDIATE CRUISE POWER
INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

| HOUR 1 FUEL FLOW: | lit/hr | 528 |
| HOUR 2 FUEL FLOW: | lit/hr | 483 |
| HOUR 3 FUEL FLOW: | lit/hr | 449 |
| HOUR 4 FUEL FLOW: | lit/hr | 435 |

*ALL BLANKS ARE REQUIRED TO BE COMPLETED*

Describe all Scheduled Maintenance of the specified aircraft through 2016-12-31 and indicate expected duration of unavailability of the aircraft for each planned outage.

NO 1 ENGINE CHANGE- TWO (2) DAYS
STRUCTURAL A, B AND C CHECKS- SEVEN (7) DAYS
STRUCTURAL I CHECK- EIGHT (8) HOURS
FLAP INSPECTION- EIGHT (8) HOURS
NOSE LANDING GEAR REPLACEMENT EIGHT (8) HOURS
OXYGEN CYLINDER REPLACEMENT- TWELVE (12) HOURS
NO 2 PROPELLER CHANGE FOUR (4) HOURS

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this RFP on behalf of the Supplier noted.

Name: [Redacted]  
Position: [Redacted]  
Date: Jan 27, 2015

s.40(1)
### ANNEX 1A

#### PROPOSED BACK-UP AIRCRAFT SPECIFICATIONS (Optional)

<table>
<thead>
<tr>
<th>Aircraft Type:</th>
<th>BEECH 1900D Airliner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft Registration:</td>
<td>C-BTMB</td>
</tr>
<tr>
<td>Date of Manufacture:</td>
<td>1999</td>
</tr>
<tr>
<td>TBO Engine #1</td>
<td>8500</td>
</tr>
<tr>
<td>TBO Engine #2</td>
<td>8500</td>
</tr>
</tbody>
</table>

#### AIRCRAFT TYPE SPECIFICATION SHEET

**TYPE:** B02

**REGISTRATION/CALL SIGN:** CGTMB/912

| Max. Fuel Capacity: | 2518.8 lit |
| Service Ceiling: | 25000 ft |
| Total Oil Capacity: | 14.4 qts |
| Endurance Fuel Flow: | 343 lit/hr |
| Equipment Code: | SDEGC |
| Apr & Landing Fuel: | 132 lit |
| Start, Taxi, T/O Fuel: | 62 lit |
| Apr & Landing Time: | 16.3 mins |

**GROSS WEIGHT MAXIMUM**

| Takeoff Ground Roll: | 3553 ft |
| Gross Weight: | 17,120 lbs |
| Rotate Speed: | 108 knots (IAS) |
| Equipped Weight: | 10370.6 lbs |
| Climb Rate: | 2700 ft/min |
| Climb Speed: | 138 knots (IAS) |
| Climb Fuel Flow: | 174 lit/hr |
| Number of Fuel Tanks: | 4 |

**FLIGHT PLAN**

| YYT to YWK |
| Average Flight Cruise Speed: | 24000 kts (TAS) | 258 kts (IAS) | 189 kts (IAS) |
| Plan Cruise Altitude: | 24000 ft |
| Cruise Fuel Flow: | 413 lit/hr |
| Number of Baggage Areas: | 3 |

#### NOTES:

1. FROM 25000 FEET TO SEA LEVEL
2. FROM 25000 FEET TO SEA LEVEL
3. BASED ON AN OAT OF ZERO DEGREES CELCIUS
4. INTERMEDIATE CRUISE POWER
PROPOSED BACK UP AIRCRAFT (Continued)

INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

HOUR 1 FUEL FLOW: 528 lit/hr
HOUR 2 FUEL FLOW: 483 lit/hr
HOUR 3 FUEL FLOW: 449 lit/hr
HOUR 4 FUEL FLOW: 436 lit/hr

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through 2016-12-31 and indicate expected duration of unavailability of the aircraft for each planned outage.

OXYGEN CYLINDER REPLACEMENT TWELVE (12) HOURS
FUEL BAY/FUEL PROBES/INTERNAL WING STRUCTURE THREE (3) DAYS
FLEXIBLE DRIVE SHAFT EIGHT (8) HOURS
STRUCTURAL I CHECKS EIGHT (8) HOURS
NO 2 PROPELLER CHANGE FOUR (4) HOURS
STRUCTURAL A,B AND C CHECKS, CORROSION CHECK SEVEN (7) DAYS
LANDING GEAR ACTUATOR REPLACEMENT FIVE (5) HOURS
OXYGEN CYLINDER REPLACEMENT (NO 2) TWELVE (12) HOURS
NO 1 ENGINE CHANGE TWO (2) DAYS

SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this RFP on behalf of the Supplier noted.

Name: [Redacted] Date: Jan 25, 2013
Position: [Redacted]

s.40(1)
ANNEX 2

Following pages exempt under s.40 - Disclosure harmful to personal privacy
APPENDIX 1
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
APPENDIX 2
APPENDIX 3
Certificate of Insurance

No.: 2014-42
Dated: January 27, 2015
This document supersedes any certificate previously issued under this number.

This is to certify that the Policy(ies) of insurance listed below ("Policy" or "Policies") have been issued to the Named Insured identified below for the policy period(s) indicated. This certificate is issued as a matter of information only and confers no rights upon the Certificate Holder named below other than those provided by the Policy(ies).

Notwithstanding any requirement, term, or condition of any contract or any other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the Policy(ies) is subject to all the terms, conditions, and exclusions of such Policy(ies). This certificate does not amend, extend, or alter the coverage afforded by the Policy(ies). Limits shown are intended to address contractual obligations of the Named Insured.

Limits may have been reduced since Policy effective date(s) as a result of a claim or claims.

Certificate Holder:

To Whom It May Concern:

Air Labrador Limited
P.O. Box 310, Station C
Happy Valley-Goose Bay, NL A0P 1C0

This certificate is issued regarding:

All aircraft owned by and/or leased to and operated by the Named Insured including but not limited to B1900D C-GTMB and C-FWXL

Territorial Limits: Worldwide

Special Conditions:

THE BELOW DESCRIBED COVERAGE ARE SUBJECT TO THE POLICY TERMS, CONDITIONS, LIMITATIONS AND EXCLUSIONS.

SEVERAL LIABILITY NOTICE

The subscribing insurers' obligations under contracts of insurance to which they subscribe are several and not joint and are limited solely to the extent of their individual subscriptions. The subscribing insurers are not responsible for the subscription of any co-subscribing insurer who for any reason does not satisfy all or part of its obligations.

<table>
<thead>
<tr>
<th>Type(s) of Insurance</th>
<th>Insurer(s)</th>
<th>Policy Number(s)</th>
<th>Effective/ Expiry Dates</th>
<th>Sums Insured Or Limits of Liability</th>
</tr>
</thead>
</table>
| AVIATION LIABILITY   | Underwriters at Lloyd's and Certain Insurance Companies | AZ364114 | Nov 01, 2014 to Nov 01, 2015 | CDN 50,000,000
War Risks and Allied Perils are also covered in accordance with AVN SE Extended Coverage Endorsement (Aviation Liabilities) |

Notice of cancellation:
The insurer(s) affording coverage under the policies described herein will not notify the certificate holder named herein of the cancellation of such coverage.

Marsh Canada Limited
1981 McGill College Avenue, Suite 820
Montreal, QC H3A 3T4
Telephone: 514-285 4700
Fax: 514-285 4727

By

Marsh Canada Limited
PRICING

Refer to Envelope on Inside Cover of the Binder.
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atipoffice@gov.nl.ca.
TENDER:
HCS AIR 2014 002
Health and Community Services - Request for Proposal Cover Sheet

<table>
<thead>
<tr>
<th>Project Title:</th>
<th>Long Distance Air Ambulance with Medical Team Provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP #:</td>
<td>HCS Air 2014 - 002</td>
</tr>
<tr>
<td>Issue Date:</td>
<td>December 22, 2014</td>
</tr>
<tr>
<td>Questions Deadline:</td>
<td>January 9, 2015 4:00 PM NST</td>
</tr>
<tr>
<td>Closing Date &amp; Time:</td>
<td>January 28, 2015 2:00 PM NST</td>
</tr>
<tr>
<td>Award Date (Tentative):</td>
<td>March 31, 2015</td>
</tr>
<tr>
<td>Contract Start (Tentative):</td>
<td>May 1, 2015</td>
</tr>
</tbody>
</table>

Proposal Label:
Government Purchasing Agency
30 Strawberry March Road
St. John's, NL
A1B 4R4

Name of Project: Long Distance Air Ambulance with Medical Team Provision
Closing Date: January 28, 2014 2:00 PM

Department of Health and Community Services Contact Information
Name: Wayne Young
Title: Manager Air and Road Ambulance Programs
Phone: 709.729.3021
e-mail: wayneyoung@gov.nl.ca

Proponent Organization:
Latitude Air Ambulance

Proponent Address:
Mailing: P.O. Box 370 Mount Hope, On. L0R1W0
Physical: 9300 Airport Rd, Hangar 4, Mount Hope On. L0R1W0

Proponent Contact Info:
Name: [Redacted] Title: [Redacted]
Phone: [Redacted] e-mail: [Redacted]@latitude2009.com

Proponent's Authorized Signatory:
Name: [Redacted] Title: [Redacted]
Phone: [Redacted] e-mail: [Redacted]@latitude2009.com

On Behalf of the Proponent Organization, I accept all the RFP's Terms and Conditions

Signature: [Redacted]
I have the authority to bind the Corporation.
Executive Summary:

Latitude Air Ambulance (LAA) is a company dedicated to the many facets of air medicine and aerial repatriation. Based in Ontario Canada, Latitude is Eurami Accredited, and provides world-wide repatriation (adult and neonate), servicing the travel insurance industry, government, and the private sector.

Established in December 2009, Latitude (Canadian based AOC) is recognized as an aeromedical logistics and solutions leader providing exemplary services to clients. LAA provides extremely competitive pricing and services 24/7/365. Specialty transport services include, but not limited to Neonatal, Pediatric, Obstetrical, and Bariatric (individually determined by medical condition). In May 2013 – Latitude partnered with Toronto Hospital for Sick Kids, providing a dedicated neonatal jet transport platform. Over 400 air ambulance transports and 300 bed finds are performed on an annual basis.

The “Latitude Team” combines and leverages the unique skills, management, and international experiences of exceptional individuals. Our Medical Director (MD), trained in medical aviation, oversees each mission to ensure that each patient receives individualized and consistently managed highest standards of medical care and safety. Our MD leads our highly integrated medical personnel consisting of Registered Nurses (RN), Registered Respiratory Therapists (RRT), and Advanced/Critical Care Paramedics (CCP). He also leads our Flight Nurse Coordinators (FNC), who have the knowledge, skills and ability to provide case management, medical assessments, and the experience to secure beds and admissions worldwide. Our current medical flight configuration for all missions is RN/RRT or RN/CCP. RRTs and CCPs are used interchangeably. We also provide flight physicians as required/requested and the services of the Acute Care Transport Services (ACTS) team (SickKids) for those missions in need of neonatal transfer. In order to provide the best medical environment, a patient escort is always allowed except, when a third medical crew (Physician) is required on board. In the case of neonatal transfer one parent is always permitted. All medical personnel are Canadian credentialed, ACLS certified at a minimum, and are qualified and equipped to manage all medical and trauma related conditions; predicted and unpredicted medical emergencies.

Our medical department is backed by a globally experienced Aviation and Flight Services department ensuring safety and reliability to our clients. The maintenance practices provided on our ICU-equipped Lear 35 jets help to ensure an unblemished safety record and a very transparent and open relationship with Transport Canada. Our Primary and Secondary aircraft specifications and performance meet the mandatory requirements needed for the long distance aircraft.

We are a proud proponent in providing this RFP. We believe that we exceed the requirements needed to become a valued “Air Operator” that will contribute greatly to the Air Ambulance Program currently in place providing services by the Government of Newfoundland and Labrador. LAA continues to be a prominent service provider and works diligently to build relationships through the dedicated efforts of our Latitude Team through INTEGRITY, COMPASSION, and TRUST.
As requested in 8.0 Response Instructions.

Included in our response to this RFP, please find the following:

☑️ One original and three copies (for a total of four documents) of the Proposal are required.

The original of each part shall be clearly marked ORIGINAL on the first page, and all copies shall be clearly marked COPY on the first page. One of the four documents must be unbound. The documents shall contain:

☑️ **Part 1: HCS Procurement Form**
Proponents must complete and sign the HCS Procurement Form. This form is available on the front cover of this RFP.

☑️ **Part 2: Technical Proposal**
The Technical Proposal will contain the Proponent's response to Section 10.0 of this RFP. Proponents must provide a completed, signed copy of Appendix 1 and 2 for each of the aircraft proposed:
1. Primary Long Distance Aircraft
2. Secondary Long Distance Aircraft

☑️ **Part 3: Financial Proposal**
Financial Responses shall follow the instructions contained in Section 11.0 of this RFP.

☑️ Additional requirements needed as requested in RFP:

**Attachments Included:**

☑️ Annex 1 - Primary Aircraft Performance and Specifications
☑️ Annex 2 Back up Aircraft Performance and Specifications
Part 1: HCS Procurement Form
Proponents must complete and sign the HCS Procurement Form. This form is available on the front cover of this RFP.

Submitted in RFP as Proposal Cover Page.
Part 2: Technical Proposal

The Technical Proposal will contain the Proponent's response to Section 10.0 of this RFP. Proponents must provide a completed, signed copy of Appendix 1 and 2 for each of the aircraft proposed:

1. Primary Long Distance Aircraft
2. Secondary Long Distance Aircraft

Completed, signed copies of Appendix 1 and 2 for each of the aircraft proposed are attached on pages 9 – 12.
Part 3: Financial Proposal

Financial Responses shall follow the instructions contained in Section 11.0 of this RPF.

11.0 Financial Proposal

The Proponent will propose a single cost by statute mile, **billable only to the patient loaded segment of the flight** exclusive of HST. The price is to be all inclusive of aircraft operating costs, fuel, airport fees, pilots, and Medical Team services. The statute mile fee quoted will be applicable to both Primary and Secondary Aircraft.

Applicable taxes shall be applied at the invoicing stage and are to be identified separately on each purchase invoice.

HCS will pay on proof of invoice:
- Road ambulance services to/from airport to mainland health facilities
- The additional per flight charge for a 3rd medical team member if required by HCS for any particular flight.

The statute mile fee, quoted by the Proponent, will remain fixed throughout the full term of the contract and will be specified in Appendix 1. No allowance for increases to operating costs shall be entertained or considered as all Proponents are expected to have accounted for the potential of such increases in their Proposal.

### Patient Loaded Statute Mile Rate X Statute Flight Miles:

#### Table 11.0

<table>
<thead>
<tr>
<th>Mainland Health Facility</th>
<th>Statute Flight Miles</th>
<th>Price (Canadian $$)</th>
<th>Physician cost per mile (third crew member)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Halifax, Nova Scotia</td>
<td>560</td>
<td>$43.00</td>
<td>$4.50</td>
</tr>
<tr>
<td>Moncton, New Brunswick</td>
<td>575</td>
<td>$40.70</td>
<td>$4.50</td>
</tr>
<tr>
<td>Montreal, Quebec</td>
<td>1,010</td>
<td>$18.64</td>
<td>$2.50</td>
</tr>
<tr>
<td>Ottawa, Ontario</td>
<td>1,100</td>
<td>$18.64</td>
<td>$2.50</td>
</tr>
<tr>
<td>Toronto, Ontario</td>
<td>1,324</td>
<td>$18.64</td>
<td>$2.50</td>
</tr>
<tr>
<td>London, Ontario</td>
<td>1,440</td>
<td>$18.64</td>
<td>$2.50</td>
</tr>
</tbody>
</table>
Additional requirements needed as requested in RFP:

13.13 Subcontractors

The Air Operator shall be solely responsible to HCS for the provision of Air Ambulance Services including the services and performance of subcontractors.

1. If Proponents subcontract any part of this assignment the work must be in compliance with Transport Canada regulations.

2. Subcontractors and the portions of work to be performed must be identified and described in the proposal and shall be in compliance with Transport Canada regulations.

Please note the following disclosure:

Latitude Air Ambulance is in partnership with The Hospital for Sick Children, a corporation incorporated pursuant to the laws of the Province of Ontario (hereinafter called SickKids). Our service agreement requires the Neonatal/Pediatric services of the SickKids ACTS team members when deemed necessary to provide the highest standard level of care for these type of transfers.

As per current contract ** $4750.00 paid to SickKids for the first 12 hours of any mission includes 2 members of the ACTS team (2 medical crew on board - RNs and/or RRTs as determined by SickKids AND Medical Director oversight from bedside to bedside). SickKids invoicing will be billed back as a flow through.

**Price subject to change. Service agreement renewal April 2015.
Attachments Included:

☑ Annex 1 - Primary Aircraft Performance and Specifications

☑ Annex 2 Back up Aircraft Performance and Specifications
ANNEX 1

PRIMARY LONG DISTANCE AIRCRAFT

<table>
<thead>
<tr>
<th>Aircraft Type:</th>
<th>Lear Jet 35A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft Registration:</td>
<td>C-GAJS</td>
</tr>
<tr>
<td>Date of Manufacture:</td>
<td>1981</td>
</tr>
<tr>
<td>BID PRICE:</td>
<td>$Per Table 11.0</td>
</tr>
<tr>
<td>BID PRICE:</td>
<td>$Per Statute Mile</td>
</tr>
<tr>
<td>Colour:</td>
<td>Black On White</td>
</tr>
<tr>
<td>TTAF:</td>
<td>21,450</td>
</tr>
<tr>
<td>RN/ACP med crew:</td>
<td>3rd med crew member</td>
</tr>
</tbody>
</table>

AIRCRAFT TYPE SPECIFICATION SHEET

| Type: | LR35A |
| Registration/Call Sign: | C-GAJS |
| Max. Fuel Capacity: | 3465 lit |
| Service Ceiling: | FL 450 ft |
| Total Oil Capacity: | 6.0 qts |
| Endurance Fuel Flow: | 550 lit/hr |
| Equipment Code: | SDFGHRWXYZ/S |
| Apr & Landing Fuel: | 100 lit |
| Start, Taxi, T/O Fuel: | 55 lit |
| Apr & Landing Time: | 12 mins |

GROSS WEIGHT MAXIMUM

| Takeoff Ground Roll: | 5010 ft |
| Gross Weight: | 18,300 lbs |
| Rate of Climb: | 137 kts (IAS) |
| Equipped Weight: | 10,082 lbs |
| Climb Rate: | 4,200 ft/min |
| Climb Speed: | 250 kts (IAS) |
| Climb Fuel Flow: | 1000 lit/hr |
| Number of Fuel Tanks: | 5 |

FLIGHT PLAN

| Average Flight Cruise Speed: | 430 kts (TAS) |
| Plan Cruise Altitude: | FL 380 ft |
| Cruise Fuel Flow: | 640 lit/hr |
| Number of Baggage Areas: | 1 |
| Maximum Altitude that maintains sea level cabin pressure: | FL 290 |

Hangar 4, Hamilton International Airport
9300 Airport Rd. - P.O. Box 370
Mount Hope, ON, Canada – LOR1W0
Email: 24.7@latitude2009.com
Phone: (289) 426-1133 – TF: 1-888-693-1440
Fax: (289) 426-1132 – TF: 1-866-705-9262
INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL

| HOUR 1 FUEL FLOW: | 890 Jet Fuel | l/hr |
| HOUR 2 FUEL FLOW: | 665 Jet Fuel | l/hr |
| HOUR 3 FUEL FLOW: | 610 Jet Fuel | l/hr |
| HOUR 4 FUEL FLOW: | 555 Jet Fuel | l/hr |

* ALL BLANKS ARE REQUIRED TO BE COMPLETED

Describe all Scheduled Maintenance of the specified aircraft through 2015-2017 and indicate expected duration of unavailability of the aircraft for each planned outage.

<table>
<thead>
<tr>
<th>C-GAJS</th>
<th>Remaining hours</th>
<th>Projected date</th>
<th>Work to be accomplished</th>
<th>Duration of work</th>
</tr>
</thead>
<tbody>
<tr>
<td>AIRFRAME</td>
<td>600</td>
<td>Jul-15</td>
<td>&quot;C &amp; D&quot; INSPECTIONS</td>
<td>14 DAYS</td>
</tr>
<tr>
<td></td>
<td>1060</td>
<td>Nov-15</td>
<td>12000 HOUR AIRFRAME</td>
<td>42 DAYS</td>
</tr>
<tr>
<td></td>
<td>1200</td>
<td>Dec-15</td>
<td>RUDDER CABLES</td>
<td>3 DAYS</td>
</tr>
<tr>
<td></td>
<td>1700</td>
<td>Jun-16</td>
<td>PITOTED PROBE REPLACEMENT</td>
<td>2 DAYS</td>
</tr>
<tr>
<td></td>
<td>1800</td>
<td>Jul-16</td>
<td>2400 HRS, HOSES, AND CABLES</td>
<td>5 DAYS</td>
</tr>
<tr>
<td></td>
<td>2300</td>
<td>Dec-16</td>
<td>SPOILERS AND ACTUATOR REPLACEMENT</td>
<td>4 DAYS</td>
</tr>
<tr>
<td>CALENDER</td>
<td>600</td>
<td>Jul-15</td>
<td>TORQUE LINK REPLACEMENT</td>
<td>1 DAY</td>
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<td></td>
<td>427</td>
<td>May-15</td>
<td>12 YEAR HOSES</td>
<td>5 DAYS</td>
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<td></td>
<td>1729</td>
<td>Jun-16</td>
<td>MPI</td>
<td>5 DAYS</td>
</tr>
<tr>
<td></td>
<td>765</td>
<td>Aug-15</td>
<td>MPI</td>
<td>5 DAYS</td>
</tr>
<tr>
<td></td>
<td>730 L</td>
<td>Jan-17</td>
<td>MAIN GEAR REPLACEMENT</td>
<td>7 DAYS</td>
</tr>
</tbody>
</table>

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

Name: [Redacted]
Position: [Redacted]
Date: January 20, 2015
### ANNEX 2

#### SECONDARY LONG DISTANCE AIRCRAFT (Optional)

<table>
<thead>
<tr>
<th>Aircraft Type</th>
<th>Lear Jet 35A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft Registration</td>
<td>C-GLNL</td>
</tr>
<tr>
<td>Date of Manufacture</td>
<td>1981</td>
</tr>
<tr>
<td>BID PRICE:</td>
<td>$ Per Table 11.0</td>
</tr>
<tr>
<td>BID PRICE:</td>
<td>Per Statute Mile</td>
</tr>
<tr>
<td>AIRCRAFT TYPE SPECIFICATION SHEET</td>
<td></td>
</tr>
<tr>
<td>TYPE:</td>
<td>LR 35A</td>
</tr>
<tr>
<td>REGISTRATION/CALL SIGN:</td>
<td>C-GLNL</td>
</tr>
<tr>
<td>Max. Fuel Capacity</td>
<td>3485 lit</td>
</tr>
<tr>
<td>Service Ceiling</td>
<td>FL 450 ft</td>
</tr>
<tr>
<td>Total Oil Capacity</td>
<td>6 qts</td>
</tr>
<tr>
<td>Endurance Fuel Flow</td>
<td>550 l/hr</td>
</tr>
<tr>
<td>Equipment Code</td>
<td>SDFGHRWXYZ/S</td>
</tr>
<tr>
<td>Apr &amp; Landing Fuel</td>
<td>100 lit</td>
</tr>
<tr>
<td>Start, Taxi, T/O Fuel:</td>
<td>55 lit</td>
</tr>
<tr>
<td>Apr &amp; Landing Time</td>
<td>12 mins</td>
</tr>
</tbody>
</table>

#### GROSS WEIGHT MAXIMUM

<table>
<thead>
<tr>
<th>Takeoff Ground Roll</th>
<th>4670 ft</th>
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</thead>
<tbody>
<tr>
<td>Gross Weight</td>
<td>18,300 lbs</td>
</tr>
<tr>
<td>Rotate Speed</td>
<td>137 knots (IAS)</td>
</tr>
<tr>
<td>Equipped Weight</td>
<td>10,174 lbs</td>
</tr>
<tr>
<td>Climb Rate</td>
<td>4.200 ft/min</td>
</tr>
<tr>
<td>Climb Speed</td>
<td>250 knots (IAS)</td>
</tr>
<tr>
<td>Climb Fuel Flow</td>
<td>1000 l/hr</td>
</tr>
<tr>
<td>Number of Fuel Tanks</td>
<td>5</td>
</tr>
</tbody>
</table>

#### FLIGHT PLAN

| Average Flight Cruise Speed: | 430 kts (TAS) |
| Plan Cruise Altitude:        | FL 380 ft    |
| Cruise Fuel Flow:            | 640 l/hr     |
| Number of Baggage Areas:     | 1             |
| Maximum Altitude that maintains sea level cabin pressure: | FL 290 |

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Hangar 4, Hamilton International Airport
9300 Airport Rd. - P.O. Box 370
Mount Hope, ON. Canada – LORLW0
Email: 24.7@latitude2009.com
Phone: (289) 426-1133 – TF: 1-888-693-1440
Fax: (289) 426-1132 – TF: 1-866-705-9252
INDICATE IF FUEL UNITS ARE LITRES OF AVIATION GAS OR JET FUEL:

| HOUR 1 FUEL FLOW | 835 Jet Fuel | hi/hr |
| HOUR 2 FUEL FLOW | 660 Jet Fuel | hi/hr |
| HOUR 3 FUEL FLOW | 600 Jet Fuel | hi/hr |
| HOUR 4 FUEL FLOW | 550 Jet Fuel | hi/hr |

*ALL BLANKS ARE REQUIRED TO BE COMPLETED*

Describe all Scheduled Maintenance of the specified aircraft through 2015-2017 and indicate expected duration of unavailability of the aircraft for each planned outage.

### C-GLNL

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<th>Work to be accomplished</th>
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<td>Aug-16</td>
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<td>MPI</td>
<td>5 DAYS</td>
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### CALENDER

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<td>MPI</td>
<td>5 DAYS</td>
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</tbody>
</table>

**SIGNATURE OF AUTHORIZED OFFICER:**

**SIGNATURE OF AUTHORIZED OFFICER:**

I certify that I am authorized to submit this tender on behalf of the Bidder noted.

Name: [Redacted]  
Position: [Redacted]  
Date: January 20, 2015  

[Redacted]
Tender:
TP113015793
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
Tender:
HCS Air 2014
001
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
Appendix B – Annex 2 – Flight Crew Qualifications

This section of our proposal presents the information on Flight Crew members requested in the RFP.

The crew members proposed are all presently assigned to our Citation S/II medevac flight service. Our Citation S/II captains have accumulated in excess of 11,000 total hours of Citation S/II experience and have been flying this aircraft for the Government of Newfoundland and Labrador Fixed Wing Air Ambulance Charter contract since its inception in 2010.

Table of Contents

Appendix B – Annex 2 – Flight Crew Qualifications ......................................................... 1
Crew Members ................................................................................................................ 2
Flight Crew Air Ambulance Experience Summary ......................................................... 2
Documentation Summary ............................................................................................... 3
Compliance Plan ............................................................................................................. 3

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Crew Members

Following pages exempt under s.40- Disclosure harmful to personal privacy.

The proposed initial crew members are:
Documentation Summary

The following table summarizes the documentation provided in this section of our proposal for each of the proposed pilots.

<table>
<thead>
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<th>Documentation Requirements</th>
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<tr>
<td>7</td>
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<tr>
<td>8</td>
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</tbody>
</table>

M/E – medically exempt, received
n/a – supervisory pilots do not have patient contact.

*Security clearance – all crew members have a security clearance at the enhanced reliability level obtained through the Airport Authority / Transport Canada clearance procedure and evidenced by a Restricted Area Identity Card (RAIC).

Compliance Plan

All six of the dedicated pilots hold a valid Citation S/II PPC and complete competency training annually at Flight Safety.

Immunization – Provincial Aerospace has a contract with an international travel clinic to provide immunization for any employees requiring such for employment related purposes.
INCLUDE PHOTOCOPIES OF ALL CURRENT PILOT DOCUMENTS INCLUDING:

1. PILOT LICENSE
2. MEDICAL CERTIFICATE
3. PILOT PROFICIENCY CHECK
4. DANGEROUS GOOD CERTIFICATE
5. IMMUNIZATION CERTIFICATES
   - TETANUS
   - DIPHTHERIA
   - HEPATITIS B
   - POLIOMYELITIS
   - CHICKEN POX
   - INFLUENZA
6. RADIO LICENCE
7. CREW RESOURCE MANAGEMENT
8. CRIMINAL RECORD/AIRPORT SECURITY CLEARANCE
INCLUDE PHOTOCOPIES OF ALL CURRENT PILOT DOCUMENTS INCLUDING:

1. PILOT LICENSE
2. MEDICAL CERTIFICATE
3. PILOT PROFICIENCY CHECK
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Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
CHARTER PRICES
From: Power, Angela
To: Adams, Deanne
Subject: FW: [Potential Junk/Spam] EVAS Air retainer rates
Date: Friday, April 15, 2016 3:35:28 PM
Attachments: Unnamed.jpg Embedded in email below

Angela Power | Manager of Privacy and Information Security & (Interim) ATIPP Coordinator
Department of Health and Community Services
Government of Newfoundland & Labrador
709.729.7007 (t) 709.725.2752 (c)
angelapower@gov.nl.ca

-----Original Message-----
From: Young, Wayne
Sent: Friday, April 15, 2016 3:33 PM
To: Power, Angela
Subject: FW: [Potential Junk/Spam] EVAS Air retainer rates

Another Proposal

-----Original Message-----
From: Wakeham, Tony
Sent: Tuesday, April 16, 2011 9:17 AM
To: Young, Wayne
Subject: FW: [Potential Junk/Spam] EVAS Air retainer rates

For your info and discussion

-----Original Message-----
From: [mailto: ]
Sent: Monday, April 25, 2011 3:34 PM
To: Brophy, Scott
Cc: Wakeham, Tony:
Subject: [Potential Junk/Spam] EVAS Air retainer rates

Hi Scott
As per your discussion with last week, I am attaching the rates for short term and longer term back up aircraft Medevac retainer. We are in negotiations with another company for some potential long term charter work, however, we would like to meet with you, or whoever you suggest, to discuss your requirements prior to our committing to other work.
I will follow up with you this week via phone, once you have had an opportunity to review.

Thanks
Sent wirelessly from my BlackBerry device on the Bell network.

Envoyé sans fil par mon terminal mobile BlackBerry sur le réseau de Bell.
From: Young, Wayne  
Sent: Friday, April 29, 2011 1:17 PM  
To: Wakeham, Tony  
Subject: FW: EVAS Air back up retainer rates

FYI

Here are the quoted EVAS Rates.

Wayne

Wayne Young  
Manager Air and Road Ambulance  
Department of Health and Community Services  
Phone 709.729.3021  
Cell 709.693.2012  
Fax 709.729.4009  
E-mail wayneyoung@gov.nl.ca

From: Brophy, Scott  
Sent: Wednesday, April 27, 2011 3:14 PM  
To: Young, Wayne  
Subject: FW: EVAS Air back up retainer rates

Hi Scott
I have copied the letter into the email below. Please let me know if you receive it ok.

Thanks

Sent wirelessly from my BlackBerry device on the Bell network.

From: <user@example.com>
Date: Wed, 27 Apr 2011 14:23:51 -0230
To: <user@example.com>
Subject: 

April 21, 2011

Scott Brophy
Health and Community Services
Government of Newfoundland & Labrador
Confederation Building
First Floor, East Block
P.O. Box 8700
St. John's, NL
A1B 4J6

Dear Mr. Brophy,

As per our discussions this week, I am pleased to provide the following proposal for your consideration and further discussion. This proposal is for designated medevac retainer services for the Department of Health and its affiliated departments and will serve as our standing offer rates. We propose that this aircraft be retained as a "back up" aircraft to the government's own medical aircraft.

The aircraft we will use is a Beech 1900 D with dual lifeport capability. The Beech 1900D is a larger aircraft than the King Air 100. It will accommodate the loading and transporting of bariatric patients. It has a capacity of 18 when configured in passenger mode and able to carry 2-4 additional passengers with the dual lifeport, configuration when in medevac mode. This may be an option for scheduled ambulatory patient transfer. Additionally, the 1900D is faster than the King Air 100 and would be of a similar speed to the government's own King Air
350. Our Beech 1900D will also be equipped with club seating for added functionality of the Medical Flight Team when attending to the patient/passenger together with full communication system between the flight team and crew. Bose noise cancelling headsets are also provided for the medical flight team.

**Short and Long Term Retainer Rates:**

Daily rate if retained for 30 consecutive days $3000.00 day;

Daily rate for at least 7 consecutive days $3500.00 day

Daily rate for less than 7 consecutive days $4000.00 day

Should the aircraft be away from base when the retainer request is received and required for less than a 30 day retainer, re-positioning fees will be incurred at a rate of $9.00 per statute mile. If a 30 day retainer, no positioning fee will be charged.

While on retainer for any of the above an hourly flying rate of $1000.00 per hour.

The above rates to not include crew accommodations and meals, crew transportation, airport and Nav Canada fees, de-icing, fuel surcharges or other aircraft related charges that may be levied during the operations. These expenses will be invoiced at the end of the retainer period and shall be deemed as a flow through charge with no markup. Copies of all invoices shall be submitted to the department together with the summary invoice.

If you have any further questions or concerns please contact either

Sincerely,

GFT Aerospace Technologies

P.O. Box 355
70 CC Dobbin Dr.
Gander, NL AY 1W7
Ph [redacted]
Hon. Paul Davis  
Minister of Transportation and Works  
Government of Newfoundland and Labrador  
Confederation Building  
St. John’s, NL  

Dear Minister Davis  

Thank you for allowing our company to provide air ambulance coverage due to the shortage of government Medevac Aircraft in the Province last week. As we all know, the government found itself in the unfortunate position of having no aircraft within the province able to provide this critical medical transport service. EVAS Air was called upon to provide a short-term retainer aircraft, which we did, and we would now like to take this opportunity to ensure that you are aware of what EVAS can offer as a supplement to the government’s air ambulance program going forward.

Up until a few years ago, the Province’s Air Ambulance aircraft was always backed up and supplemented by the private sector; however, when the Department of Transportation moved forward and replaced its aging aircraft while still keeping the older aircraft in operation, the number of calls or requirements for the private sector to provide air ambulance charters reduced to the point where it was no longer feasible for operators to keep an aircraft in medevac configuration in the hopes of picking up the odd charter flight. Provincial Airlines was in the process of selling their Citation jet until a retainer was awarded for the aircraft to be available for long haul flights. This aircraft is currently widely used to support the government fleet, however it cannot land on several of the shorter airstrips in the Province.

As last week clearly illustrated, the government aircraft as well as the PAL jet were not serviceable and last minute calls were made to secure
adequate back up aircraft to provide this vital service. Any back up support aircraft should to be capable of flying into all the airstrips currently serviced by the government's King Air 350 aircraft. The options within the province for this type of aircraft are extremely limited, with EVAS Air being the only viable ready solution.

EVAS has a fleet of seven (7) Beechcraft 1900D aircraft, essentially the "big brother" of the King Air 350s but operates with more efficiently and effectiveness than the 350. Because the 1900D is used as a commuter airliner it is built to a higher certification standard than the King Air and Cessna Citation aircraft currently used and this allows for greater dispatch reliability. EVAS has one of its aircraft modified with the Lifeport medevac stretcher system and has, in the past and in the most recent week, conducted numerous air ambulance charters, both for the province and private individuals. While we currently have the Beech 1900D equipped with one "Lifeport" stretcher, the Beech 1900D can easily be modified to accommodate two (2) stretchers, (see specs and photos attached) the same as the government’s King Air aircraft, with the added advantage of taking walk on passengers/patients. The Beech 1900D is also capable of carrying bariatric patients and can safely fly into and land on all the airstrips within the province that are now being serviced by the King Airs, but for which the Citation Jet is unable to land due to runway lengths. This limitation makes the Citation unsuitable for a true back up aircraft for the Province.

EVAS also has over 35 pilots trained and certified on the Beechcraft 1900D which allows us to ensure crew availability for an extended retainer basis, thus meaning that we would not have an aircraft down for "NO CREW".

EVAS Air is prepared to provide on retainer, a dedicated 1900D aircraft in medevac configuration with a single Lifeport stretcher together with two full crews and maintenance personnel for full 24-hour coverage for the monthly amount of $75,000.00 per month. Also, if such a retainer were an ongoing long term of 12 months, EVAS will undertake, in the first 90 days to convert a second aircraft with dual stretchers and an executive club seating style medevac interior. This aircraft would then become our
primary air Ambulance Charter aircraft at the full 24-hour dispatch for the Government of Newfoundland Air Ambulance. This arrangement has many advantages such as providing a true back up to your current aircraft as well allowing for the economy and versatility of being able to transport two patients simultaneously as well as any walk-on passenger or patient the government approves. It is a cost effective option for government in that the monthly retainer fee includes the aircraft, pilots, maintenance and equipment. The health care boards or department then only has the cost of the actual flight. This arrangement will save the government money and makes forecasting budgets much more accurate and predictable. All aircraft require periodic inspections and with two of our aircraft capable of being equipped for air ambulance, we will be able to provide our own back up during these periods of scheduled maintenance. This has two distinct advantages of ensuring true 24/7 coverage as well as allowing our maintenance technicians the proper time to thoroughly conduct routine inspections and repairs.

Another advantage is that EVAS will have a second aircraft which could be available for additional flights/retainer for planned or required periods of time with as little as 24 hours notice.

Our representative, Mr. Jim House, will be in touch to arrange a meeting for further discussion and to answer any questions that you or your officials may have.

Sincerely

[Signature]

Copy Hon. Jerome Kennedy, Minister of Finance
 Hon. Susan Sullivan, Minister of Health
Thanks Wayne

Copied above will send the pricing to you.

Sent on the TELUS Mobility network with BlackBerry

---

From: "Young, Wayne" <WayneYoung@gov.nl.ca>
To: [redacted]
Subject: Pricing

Could you send me a revised pricing schedule for your 1900s Day, Week, Month plus cost per flight hour.

Wayne

Wayne Young
Manager
Air and Road Ambulance Programs
Phone (709) 729-3021
Cell (709) 693-2012
WayneYoung@gov.nl.ca

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Wayne attached our rate sheet for this year. We have been able to maintain the rates from 2013 for this year. See attached.

Thanks.

70 CL Dobbin Dr
PO Box 355
Gander NL, A1V 1W7
Office 709 256 7484
Cell 709 256 7953
Fax 709 256 7953
www.evasair.com

EVAS
Hello Wayne

It was good speaking with you on Tuesday and reviewing our unsolicited proposal for a medical air shuttle service. Also as we discussed below are the rates for EVAS as a retainer aircraft and below that you will see the rates for ad-hoc or one of med-evacs. If you require any further information or details on the rates, let me know.

Retainer Rates:

- Daily rate if retained for 30 consecutive days: $3300.00 per day
- Daily rate if retained for 7 consecutive days: $3700.00 per day
- Daily rate for less than 7 consecutive days: $4500.00 per day

The aircraft would remain in Gander until the first call and then be positioned in St. John's for additional dispatches. A repositioning fee of $9.00 per statute mile will be charged if the aircraft is to fly to a different location for retainers less than 30 days. If retained for 30 days, the first positioning leg will be included. While on retainer, any flights will be billed at a rate of $1100.00 per hour. The above rates do not include crew accommodations, meals, crew transportation, airport and Nav Canada fees, fuel surcharge, de-icing or other incidental aircraft charges related to the flight. These expenses will be a direct flow through and are not subject to any mark up. Copies of all such invoices will be submitted to the department together with a summary invoice at the end of the retainer period or once per month as the term dictates.

Call In Medevacs (ad-hoc no retainer)

The ad-hoc medevacs will be invoiced at a rate of $9.75 per statute mile and a one hour wait time. Additional wait time will be invoiced at $1200.00 per hour.

The above rates do not include crew accommodations, meals, crew transportation, airport and Nav Canada fees, fuel surcharge, de-icing or other incidental aircraft charges related to the flight. These expenses will be a direct flow through and are not subject to any mark up. Copies of all such invoices will be submitted to the department together with a summary invoice at the completion of the flight.

EVAS Air
Box 355
Gander, NLA1V1W7
(709) 256 7484
www.evasair.com
TENDER # TP113015793
EVAS Air Bid

For

Tender # TP113015793, Closing date: Nov 7th, 2013

Air Ambulance Services for the Department of Health & Community Services,

Government of Newfoundland & Labrador

Dated: November 5th, 2013
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1. EVAS AIR Company History & Management

2. Specification Response

3. Aircraft Features Response

4. Proposed Aircraft & Pricing

5. Flight Crew Information
1. EVAS Air Company History & Management

Exploits Valley Air Services Ltd. is a privately owned, multi-divisional aviation company founded in 1992. From its state-of-the-art building, located at 70C.L. Dobbin Drive in Gander, Newfoundland the company operates EVAS Air and Gander Flight Training (GFT). The company originated as GFT, a domestic flight training facility, in 1992. Since its inception, GFT has expanded into a multi-national aviation training institute and has trained thousands of pilots who now work with various airlines throughout the world.

In 2004 EVAS Air expanded into airline and medical evacuation operations using Beechcraft 1900D and King Air 100. For the past eight years, EVAS Air has held the distinction of the best on time performance in the Air Canada and has operated with a clean aviation record. EVAS Air operates 365 days per year on a scheduled passenger service as well as corporate and medical charters flying throughout Newfoundland and Labrador, Canada, and the Arctic, ie Greenland. EVAS also carries out international charter and medical transports.

In August 2010, EVAS Air purchased two additional Beech 1900 D aircraft to accommodate the expanded route schedules for Air Canada operations as Air Canada Express. In August of 2011, EVAS Air purchased two more Beech 1900 D aircraft (total of 5 Beech 1900 D) and secured a cargo contract operating six nights a between Gander, St. John’s, Deer Lake, Moncton, Halifax return.

In 2012 EVAS purchased another Beech 1900D aircraft to meet rising demands. In December 2012 EVAS purchased its seventh Beech 1900D aircraft for use in its expanding operations.

EVAS Air has its own Aircraft Maintenance Organization (AMO) with a fully staffed and equipped maintenance facility. EVAS Air takes great pride in its management team, who embrace the “Safety First” attitude. This focus on safety as a corporate culture is apparent throughout the flight training, maintenance, charter and airline operations. **EVAS Air was the first Tier III Air Canada partner to achieve IATA Operational Safety Audit (IOSA) compliance in its operation and auditing processes in 2004.** This has been a contributing factor in EVAS Air maintaining an excellent on-time performance record.
EVAS Air is proficient in operating aircrafts in harsh environments that exists on the east coast of Canada. Also, EVAS Air is fully compliant with Transport Canada’s Air Ambulance operation standards, on-time performance and its continuing safety record is indicative of its operational expertise.
LEAR 35A VS Citation

The Lear 35A is a superior service aircraft and the most popular air ambulance aircraft type in the world with a high dispatch rate and flight completion record.

The Lear 35A has a long range cruise speed of 420 knots and a high speed cruise rate of 470 knots compared to the Citation long range cruise speed of 335 knots.

The Lear 35A can carry 1900 pounds of passengers and baggage, and will quite comfortably carry a patient and two attendants plus Full Fuel as compared to the Citation’s payload capability of only 800 lbs of passengers and baggage with full fuel tanks.

The Lear 35A has a door that is 50% wider than the Citation thereby allowing for much easier loading and unloading of the patient.

The Lear 35A has a range of over 2000 miles, making it easy to fly from St. John’s to Toronto non-stop. With the exceptional speed to range capable by this Aircraft, even in the event of 80+ knots of head wind, the trip from St. John’s to Toronto can still easily be completed without a fuel stop in only 3 hours of flying time.
EVAS Air commits to providing a service that is compliant with the specifications as outlined below (pages 5 through 7 of tender document)

<table>
<thead>
<tr>
<th>SPECIFICATION</th>
<th>YES</th>
<th>NO</th>
<th>COMMENT</th>
</tr>
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<tbody>
<tr>
<td>1. A crewed dedicated fixed wing twin engine aircraft capable of IFR flight that is equipped with a minimum of a single Life Port Medivac System or approved equivalent and based in St. John's NL.</td>
<td>✓</td>
<td></td>
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<tr>
<td>2. A suitable hanger in St. John's for the aircraft will be provided.</td>
<td>✓</td>
<td></td>
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<tr>
<td>3. The aircraft is able to fly at a minimum cruising rate of 400 knots and have a flight ceiling of at least 38,000 feet. The aircraft has the ability to fly from St. John's, NL to Toronto, ON non-stop without re-fueling.</td>
<td>✓</td>
<td></td>
<td>Minimum average cruise speed of 420 knots. The Lear35A can fly YYT to YYZ non-stop in any weather conditions normally encountered in the region.</td>
</tr>
<tr>
<td>4. The Air Ambulance Service will be available on a monthly retainer fee and flying rate per statute mile basis inclusive of all costs, except as noted below, in Hot Standby mode 24 hours per day, 365 days per year such that it can be airborne in less than 1 hour from notice, subject to acceptable weather conditions.</td>
<td>✓</td>
<td></td>
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</tr>
<tr>
<td>5. The Air Ambulance Service will include but not be limited to:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Dual pilot configuration</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Pilots Trained and Certified to fly the aircraft supplied in all weather conditions.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Pressurized cabin</td>
<td>✓</td>
<td></td>
<td>Sea level up to 26,000 feet.</td>
</tr>
<tr>
<td>• Capacity to accommodate a minimum of one stretcher patient, and minimum 3 seated positions in main cabin.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Life Port equipped or &quot;compatible&quot; with air-sleds from the Life Port system.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• On-board oxygen system with capacity for minimum of 8 hours of high-flow medical oxygen available on all flights.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### EVAS AIR

<table>
<thead>
<tr>
<th>SPECIFICATION</th>
<th>YES</th>
<th>NO</th>
<th>COMMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>• In-cabin storage area next to the cabin entrance.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Height of loading deck should be no higher than 4 feet.</td>
<td>✓</td>
<td></td>
<td>24 inches from ground.</td>
</tr>
<tr>
<td>• In-cabin intercom/communications system.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Satellite phone equipped</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Enclosed toilet facilities</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6. If a permit license, consent or authorization is required by law for the carrying on of an activity contemplated in this tender:

a) it is the Respondent’s responsibility to obtain all necessary permits, licenses, consents and authorizations; ✓

b) the Respondent shall provide a copy of the said permits, licenses, consents or authorizations at the request of the Department. ✓
EVAS Air commits to providing an aircraft with features in compliance with the following requirements as outlined in the tender documents pages 8-10.

<table>
<thead>
<tr>
<th>AIRCRAFT FEATURES</th>
<th>YES</th>
<th>NO</th>
<th>COMMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. The aircraft must provide the following:</td>
<td>✓</td>
<td></td>
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</tr>
<tr>
<td>1. Interior space to normally carry two pilots, a minimum of two attendants (as required by level of care), and patient(s), allow the positioning of the attendant behind the patient's head, with sufficient room to work on the patient, and to maintain accessibility to all life support equipment and all vital areas of the patient.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Interior space to allow the patient to lie flat, or be supported semi-sitting, sitting, or in the Trendelenberg (feet up) position on the stretcher.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Interior space to allow the application of traction to the patient's head and/or legs.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Headroom to allow administration of intravenous fluids.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Patients to be transported aboard on a 19&quot; x 75&quot; (No. 9 stretcher) without tilting or tipping from the horizontal position during loading/unloading.</td>
<td>✓</td>
<td></td>
<td>Door opening 36&quot; wide 50&quot; high</td>
</tr>
<tr>
<td>6. Sufficient space for storage of all medical equipment and supplies in a hazard free manner, while being easily accessible by flight paramedics within this aircraft.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. The provision of a Jones plug and other electrical services located in a manner to service a neonatal incubator or other electrically driven medical equipment.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AIRCRAFT FEATURES</td>
<td>YES</td>
<td>NO</td>
<td>COMMENT</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------------</td>
<td>-----</td>
<td>----</td>
<td>---------</td>
</tr>
<tr>
<td>8. Proper access to all medical equipment and supplies in a position where it is readily available for patient care.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. An interior designed to maximize personal safety.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10. An interior that is covered with non-absorbent or readily washable material which will not support bacterial and fungus growth and is easily cleaned, disinfected or removed by the Supplier.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11. A floor, particularly at the door edges, that is skid proof.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12. A passenger compartment that is separated from the cockpit in such a fashion as to allow the pilots night vision, and to protect the pilots and flight instruments from distractions and foreign materials.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13. A passenger compartment that has sufficient lighting to enable reading at the head of the patient(s), with controls within easy reach of the attendant.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Two independent heat sources to provide heat for the passenger compartment.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15. An aircraft heating/cooling system that is controllable to maintain a cabin temperature of 22 degrees Celsius, plus or minus 1 degree Celsius. This temperature must be attained within five minutes of engine start-up.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16. An interior that is sufficiently ventilated to allow for the venting of obnoxious odours, and venting of all medical equipment to prevent contamination of the aircraft and the occupants.</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AIRCRAFT FEATURES</td>
<td>YES</td>
<td>NO</td>
<td>COMMENT</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------------</td>
<td>-----</td>
<td>----</td>
<td>---------</td>
</tr>
<tr>
<td>17. A colour scheme in the patient(s) area which provides a calm, cool, and clean appearance.</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18. Passenger compartment windows equipped with blinds, secured drapes, or special devices to prevent the entry of direct sunlight.</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Toilet (bed pan) facilities and fresh drinking water for the patient(s).</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20. On board communications equipment capable of air to ground communications.</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21. A floatation device (life vest) for each occupant of the aircraft plus a life raft, with a compressed gas canister for quick inflation, which will be carried to the passenger compartment of the aircraft on all flights.</td>
<td>✔️</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
4. PROPOSED AIRCRAFT
Aircraft Type: Lear 35A
Aircraft Registration: C-GAJS
Date of Manufacture: 1981

BID PRICE:
Monthly Retainer Fee $85,000.00 Per Month
Flying Rate per Status Mile Excluding fuel & allowable expenses $2.25/statute mile

AIRCRAFT TYPE SPECIFICATION SHEET
Type: LR35A

REGISTRATION/CALL SIGN: C - GAJS
Max. Fuel Capacity: 2829 lit
Service Ceiling: 45000 ft
Total Oil Capacity: 6 qts
Endurance Fuel Flow: 362 lit/hr
Equipment Code: SDFGHIRWXYZ/S
Apr & Landing Fuel: 100 lit
Start, Taxi, T/O Fuel: 45 lit
Apr & Landing Time: 10 mins

GROSS WEIGHT MAXIMUM
Takeoff Ground Roll: 5185 ft
Gross Weight: 18500 lbs
Rotate Speed: 130 knots (IAS)
Equipped Weight: 10081 - 7 lbs
Climb Rate: 1500 ft/min
Climb Speed: 250 knots (IAS)
Climb Fuel Flow: 907 lit/hr
Number of Fuel Tanks: 5
FLIGHT PLAN

Average Flight Cruise Speed: 420 kts(TAS) 240 kts(IAS)
Plan Cruise Altitude: 39000 ft
Cruise Fuel Flow: 544 lit/hr
Number of Baggage Areas: 1

ALL FUEL FLOW VALUES ARE INDICATED IN LITRES PER HOUR OF JET FUEL.

Hour 1 FUEL FLOW: 725 lit/hr
Hour 2 FUEL FLOW: 544 lit/hr
Hour 3 FUEL FLOW: 498 lit/hr
Hour 4 FUEL FLOW: 453 lit/hr

*ALL BLANKS ARE REQUIRED TO BE COMPLETED

Failure to do so shall result in rejection of the tender.
Describe all planned Maintenance of the specified aircraft until March 31, 2016 and indicate expected duration of unavailability of the aircraft for each planned outage.

Maintenance to provide information:

*See itemized maintenance report for Lear 35A on the following three pages.
<table>
<thead>
<tr>
<th>ATA CODE</th>
<th>F/A</th>
<th>DESCRIPTION</th>
<th>LOCATION</th>
<th>ACTION</th>
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<th>INTERVAL</th>
<th>DATE DUE</th>
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<td>1223010F</td>
<td>*</td>
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<td>12/06/2013</td>
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<td>26</td>
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<td>CABIN RECHARGE 12/17/2007</td>
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<td>2569000F</td>
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<tr>
<td>25</td>
<td></td>
<td>RECORDER, COCKPIT VOICE</td>
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<td>12 mos</td>
<td>01/21/2014</td>
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<tr>
<td>25</td>
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<td>INSPECT 1/21/2013</td>
<td>12 mos</td>
<td>01/21/2014</td>
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<td>25</td>
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<td>INSPECT 2/28/2013</td>
<td>2 yrs</td>
<td>02/28/2014</td>
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<tr>
<td>2564001J</td>
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<td>CVR INSPECT 3/21/2002</td>
<td>12 yrs</td>
<td>03/21/2014</td>
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<td>2569000F</td>
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<td>INSPECT 10/22/2013</td>
<td>6 mos</td>
<td>04/22/2014</td>
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<tr>
<td>5320006J</td>
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<td>PRESS BULKHEAD AT FRAME 22, FS421.42</td>
<td>INSPECT 2/28/2013</td>
<td>6 mos</td>
<td>04/22/2014</td>
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<td>2620042F</td>
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<td>BOTTLE, ENGINE FIRE EXTINGUISHER</td>
<td>INSPECT 10/22/2013</td>
<td>6 mos</td>
<td>04/22/2014</td>
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<tr>
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<td>12 mos</td>
<td>06/06/2014</td>
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<tr>
<td>2561000C</td>
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<tr>
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<td>31</td>
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<tr>
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<td>BATTERY, VENT BRACKET CONDITION</td>
<td>INSPECT 1/21/2013</td>
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<td>05/05/2014</td>
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<td>STATIC SYSTEM LEAK (FA91.411/413)</td>
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<tr>
<td>34</td>
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<td>TRANSPOUNDER</td>
<td>INSPECT 1/21/2013</td>
<td>24 mos</td>
<td>01/21/2015</td>
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<td>CALIBRATE 2/26/2003</td>
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<td>02/26/2005</td>
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<td>DYE PEN 2/26/2003</td>
<td>12 yrs</td>
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<td>5450048H</td>
<td></td>
<td>ENGINE BUMP SUPPORT FITTINGS</td>
<td>TIGHTEN 2/26/2003</td>
<td>12 yrs</td>
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**COMPUTERIZED AIRCRAFT MAINTENANCE SYSTEMS**
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<th>FAA</th>
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<th>LOCATION</th>
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<th>INTERVAL</th>
<th>DATE DUE</th>
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<td>8H</td>
<td>EDDY CURR</td>
<td>2/26/2003</td>
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<td>AD 2012-02-08 ACES TCAS UPGRADE</td>
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<td>LIFEPOR R INSPECTION</td>
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<td>GNS-XLS LITHIUM BATTERY</td>
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<td>48 mos</td>
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<td>REPLACE</td>
<td>9/06/2012</td>
<td>4 yrs</td>
<td>09/06/2016</td>
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<td>BATTERY</td>
<td>#2</td>
<td>REPLACE</td>
<td>9/06/2012</td>
<td>4 yrs</td>
<td>09/06/2016</td>
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<tr>
<td>3610006R</td>
<td>*</td>
<td>BOTTLE, EMERGENCY AIR</td>
<td>HYDRO/VIS</td>
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<td>12/14/2010</td>
<td>6 yrs</td>
<td>12/14/2016</td>
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Lear 35 Serial Number 35380 Down Time Requirements to Complete Scheduled Maintenance

<table>
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<tr>
<th>Date</th>
<th>Duration</th>
<th>Items</th>
<th>Replacement A/C</th>
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<tr>
<td>Dec 17, 2013</td>
<td>1 day</td>
<td>Items as per Maintenance report December 17, 2013 - December 22, 2013</td>
<td>As required by Department</td>
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<td>June 6, 2014</td>
<td>2 Days</td>
<td>Items as per Maintenance report December 17, 2013 - December 22, 2013</td>
<td>As required by Department</td>
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<tr>
<td>January 5, 2015</td>
<td>5 Weeks</td>
<td>Items as per Maintenance report January 5, 2015 - February 26, 2015</td>
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<td>4 Days</td>
<td>Items as per Maintenance report June 6, 2015 - September 6, 2016</td>
<td>As required by Department</td>
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</tbody>
</table>
SIGNATURE OF AUTHORIZED OFFICER:

I certify that I am authorized to submit this tender on behalf of the Supplier noted.

Name: ___________________________ Date: November 5, 2013
Position: ___________________________

70 CL Dobbin Drive
P.O. Box 853
Gander, NL A1V 1W7
Phone: 709.256.7484
Fax: 709.256.7953
Toll Free: 1.877.438.2359
charters@evasair.com
www.evasair.com
QUESTION FROM THE AMENDMENT

This question pertains to specific routing requirements and whether there are other airports contemplated besides St. John’s and Toronto?

RESPONSE

To be accepted for consideration the aircraft shall to be able to fly into and out of the following airfields in Newfoundland & Labrador, Quebec, Nova Scotia, New Brunswick & Ontario.

Lear 35A

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>YES</th>
<th>NO</th>
<th>COMMENT</th>
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</thead>
<tbody>
<tr>
<td>St. John’s</td>
<td>✓</td>
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</tr>
<tr>
<td>Gander</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deer Lake</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>St. Anthony</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stephenville</td>
<td>✓</td>
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</tr>
<tr>
<td>Goose Bay</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Wabush</td>
<td>✓</td>
<td></td>
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<tr>
<td>Blanc Sablon (YBX) in Quebec</td>
<td>✓</td>
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<tr>
<td>Halifax</td>
<td>✓</td>
<td></td>
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<tr>
<td>Moncton</td>
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<td>Montreal</td>
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<td></td>
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<tr>
<td>Ottawa</td>
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</tbody>
</table>
FLIGHT CREW INFORMATION

This form will be completed by all aircraft personnel who will operate the aircraft.

Government reserves the right to reject any pilot at its sole discretion.
For all pilots and pilot upgrades, the Air operator must submit copies of the full documentation as noted below.

Following pages exempt under s.40- Disclosure harmful to personal privacy.

**INSERT PAGES HERE**

SHOWING PHOTOCOPIES OF ALL CURRENT PILOT DOCUMENTS - INCLUDE

1. PILOT LICENCE, ENDORSEMENTS AND RATINGS
2. MEDICAL CERTIFICATE
3. PILOT PROFICIENCY CARD (PPC or PCC)
4. DANGEROUS GOODS CERTIFICATE
5. IMMUNIZATION CERTIFICATES FOR:
   - TETANUS,
   - DIPHTHERIA
   - HEPATITIS B,
   - POLIOMYELITIS,
   - CHICKEN POX
   - INFLUENZA
6. RADIO LICENCE
7. CREW RESOURCE MANAGEMENT CERTIFICATE
8. A CURRENT CRIMINAL RECORD SEARCH OR A VALID AIRPORT SECURITY CLEARANCE
TRANSPORT CANADA AUTHORIZATION

I hereby authorize Transport Canada to release any and all information pertaining to my personal file to Ornge.

Flight Crew Member Name:

License #

Signature:

Date Signed: 30 SEP 2013
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Following pages exempt under s.40- Disclosure harmful to personal privacy.
Tender:
HCS AIR 2014-001
# Health and Community Services - Request for Proposal Cover Sheet

<table>
<thead>
<tr>
<th>Project Title:</th>
<th>Air Ambulance Aircraft and Aviation Services Provision</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP #:</td>
<td>HCS Air 2014 - 001</td>
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<tr>
<td>Issue Date:</td>
<td>December 22, 2014</td>
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<tr>
<td>Questions Deadline:</td>
<td>January 9, 2015 4:00 PM NST</td>
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<tr>
<td>Closing Date &amp; Time:</td>
<td>January 28, 2015 2:00 PM NST</td>
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<tr>
<td>Award Date (Tentative):</td>
<td>March 31, 2015</td>
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<tr>
<td>Contract Start (Tentative):</td>
<td>May 1, 2015</td>
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**Proposal Label:**
Government Purchasing Agency  
30 Strawberry March Road  
St. John's, NL  
A1B 4R4

**Name of Project:** Air Ambulance Aircraft and Aviation Services Provision  
**Closing Date:** January 28, 2014 2:00 PM

**Department of Health and Community Services Contact Information**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Wayne Young</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
<td>709.729.3021</td>
</tr>
<tr>
<td>e-mail:</td>
<td><a href="mailto:wayneyoung@gov.nl.ca">wayneyoung@gov.nl.ca</a></td>
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**Proponent Meeting Teleconference**

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<tr>
<th>Location:</th>
<th>HCS Boardroom #3</th>
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<tbody>
<tr>
<td>Date:</td>
<td>December 30, 2014 2:00 PM</td>
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**Proponents, please make a copy of this cover page. Fill out Proponent info and submit as the proposal cover page.**

**Proponent Organization:** Exploits Valley Air Services Ltd.  
**Legal name of Proponent organization and Doing Business As name if applicable:** Exploits Valley Air Services Ltd. c/o EVASAIR

**Proponent Address:**  
40 C.L. Dobbin Drive  
Box 355, Gander, NL A1V 1W 7

**Proponent Contact Info**

<table>
<thead>
<tr>
<th>Name:</th>
<th>[Redacted]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone:</td>
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<tr>
<td>e-mail:</td>
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<table>
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<td>e-mail:</td>
<td>[Redacted]</td>
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**Proponent’s Authorized SIGNATURE**

<table>
<thead>
<tr>
<th>Name:</th>
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<tr>
<td>e-mail:</td>
<td>[Redacted]</td>
</tr>
</tbody>
</table>

**On Behalf of the Proponent Organization I accept all the RFP’s Terms and Conditions**

| Signatures:    | [Redacted] |

I have the authority to bind the Corporation.

COPY
CHARTER
Hi Wayne

I come back to you further to the discussion that we had yesterday. We have a plane of 9 passengers, a cessna 406, which can be équiped médevac. We remove 6 seats to fix to the ground a stretcher. We have oxygen but no other medical equipment. It is not thus a hospital plane, but a transport aircraft for patient.

We have either no medical team associated with the plane, and in every emergency flight it is the hospital which comes with his medical team.

Another problem is the authorization of transport. Indeed the Canadian law forbids us to transport passengers between two Canadian cities. All the passengers of our flights have to come to or leave St Pierre. In the case of the emergency flights it is certainly possible to break this rule.

It is beforehand necessary to obtain the agreement of the government of Canada. I suggest contacting directly Ottawa from today to have a clear answer.

Concerning the price of our charters, they depend well on the destination, especially that in the case or we make a flight for you, the plane has to leave at first St Pierre and return there once ended, what makes automatically 2 flights.

I contact you as soon as I have news on the authorization.

Regards