Re: Your request for access to information under Part II of the Access to Information and Protection of Privacy Act [Our File #: PB/139/2019]

This is to confirm that on February 20th, 2019 the Public Procurement Agency received your request for access to the following records/information:

“1. All tender submission documents as submitted by bidders for TP118001536 – Aviation Fuel from October 2018 to current date.”

“2. All email and fax correspondence regarding TP118001536 – Aviation Fuel form all parties from October 2018 to current date.”

I am pleased to inform you that a decision has been made by the Chief Procurement Officer for the Public Procurement Agency to provide access to your requested information and the appropriate copies are attached.

Access to the remaining records, and/or information contained within the records, has been refused in accordance with the following exceptions to disclosure, as specified in the Access to Information and Protection of Privacy Act (the Act):

Section 40: Disclosure harmful to personal privacy
(1) The head of a public body shall refuse to disclose personal information to an applicant where the disclosure would be an unreasonable invasion of a third party’s personal privacy.

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 note that access to records, and/or information contained within the records, that is non-responsive to your request has not been released or has been severed. We have excluded pages 29, 31, and 33 as non-responsive to your request.

In accordance with your request for a copy of the records, the appropriate copies have been enclosed.

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 Completed Access to Information Requests 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 feel free to contact me by telephone at 709-729-3532 or by e-mail at soniablanks@gov.nl.ca

Sincerely,

Sonia Blanks
ATIPP Coordinator

Enclosures
Access or correction complaint

42.(1) A person who makes a request under this Act for access to a record or for correction of personal information may file a complaint with the commissioner respecting a decision, act or failure to act of the head of the public body that relates to the request.

(2) A complaint under subsection (1) shall be filed in writing not later than 15 business days

(a) after the applicant is notified of the decision of the head of the public body, or the date of the act or failure to act; or

(b) after the date the head of the public body is considered to have refused the request under subsection 16(2).

(3) A third party informed under section 19 of a decision of the head of a public body to grant access to a record or part of a record in response to a request may file a complaint with the commissioner respecting that decision.

(4) A complaint under subsection (3) shall be filed in writing not later than 15 business days after the third party is informed of the decision of the head of the public body.

(5) The commissioner may allow a longer time period for the filing of a complaint under this section.

(6) A person or third party who has appealed directly to the Trial Division under subsection 52(1) or 53(1) shall not file a complaint with the commissioner.

(7) The commissioner shall refuse to investigate a complaint where an appeal has been commenced in the Trial Division.

(8) A complaint shall not be filed under this section with respect to

(a) a request that is disregarded under section 21;

(b) a decision respecting an extension of time under section 23;

(c) a variation of a procedure under section 24; or

(d) an estimate of costs or a decision not to waive a cost under section 26.

(9) The commissioner shall provide a copy of the complaint to the head of the public body concerned.
Direct appeal to Trial Division by an applicant

52. (1) Where an applicant has made a request to a public body for access to a record or correction of personal information and has not filed a complaint with the commissioner under section 42, the applicant may appeal the decision, act or failure to act of the head of the public body that relates to the request directly to the Trial Division.

(2) An appeal shall be commenced under subsection (1) not later than 15 business days

(a) after the applicant is notified of the decision of the head of the public body, or the date of the act or failure to act; or

(b) after the date the head of the public body is considered to have refused the request under subsection 16(2).

(3) Where an applicant has filed a complaint with the commissioner under section 42 and the commissioner has refused to investigate the complaint, the applicant may commence an appeal in the Trial Division of the decision, act or failure to act of the head of the public body that relates to the request for access to a record or for correction of personal information.

(4) An appeal shall be commenced under subsection (3) not later than 15 business days after the applicant is notified of the commissioner’s refusal under subsection 45(2).
### AVIATION FUELS

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<th>WOODWARD'S OIL</th>
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<th>SHELL CANADA PRODUCTS</th>
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WPS
Fax

TO: Government Purchasing Agency  FROM: Mike Collins

FAX: (709) 729-5817  PAGES: 11 Including Fax Cover

PHONE: (709) 729 - 6035  DATE: December 14, 2018

RE: Tender TP118001536  CC:

□ URGENT □ FOR REVIEW □ Please Comment □ Please Reply

COMMENTS:

Please accept our attached tender for supply of Jet fuel at Gander Airport (CQYX). This tender is for the provision of jet fuel for water bombers (CL 415) only & does not apply to your air ambulance aircraft.

We acknowledge the receipt of the following amendments;
- Amendment # 1 – 11/28/2018
- Amendment # 2 – 12/07/2018
- Amendment # 3 – 12/07/2018
- Amendment # 4 – 12/10/2018
- Amendment # 5 – 12/11/2018

Please feel free to contact me with any comments you might have.

Sincerely,

Mike Collins
**GOVERNMENT OF NEWFOUNDLAND AND LABRADOR**

**Newfoundland Labrador Public Procurement Agency**

30 Strawberry Marsh Rd.
St. John's, NL
A1B 4R4

**COMPANY NAME AND ADDRESS:**

Gander Aviation

PO Box 10
Gander, NL
A1V 1W5

---

**Tender/Quotation No.**

TP118001536

**Customer NO.**

Supplier NO.

**Created Date:**

**Revised / Buyer:**

Spurrell, Wendy

**Payment Terms:**

Carrier / Shipment:

F.O.B.

**DESTINATION**

**Freight:**

Reply Via:

Contact:

**Issue Date:**

Wednesday, November 21, 2018

**Closing Date:**

Monday, December 10, 2018

**Company Official:**

Mike Collins

**Phone:**

(709) 256-4620

**Fax:**

(709) 256-256 - 75 77

**Email:**

mike.collins@ganderaviation.ca

**TENDER CLOSING IS 4:00 P.M. UNLESS OTHERWISE STATED IN THIS DOCUMENT**

---

**Individual Standing Offer Agreement - Aviation Jet Fuel, 118001536, WST, WPS**

---

**To print tender document:** Click here or Select File and then Print from your browser's menu.
The Department of Transportation and Works is seeking a Standing Offer Agreement to supply Jet A1 Aviation Fuel with anti-icing inhibitors for King Air 350 and CL-415’s for various locations throughout the Province of Newfoundland and Labrador.

The Air Services Division operates a fleet of 7 Aircraft. Two Air Ambulance Beech 350’s located in St. John’s and Goose Bay and five CL-415’s which operate for the period of April 1st to September 30th, throughout the province of Newfoundland and Labrador.

PLEASE NOTE: AIR AMBULANCE FUEL PURCHASES:
Supplier must be located in the main terminal ramp area. Successfull bidder must be able to supply a pilot lounge area for pilots to watch for the ambulance, do flight planning, etc., and as well the bidder must be able to always escort the road ambulance from the public side of their terminal ramp area to meet the Air Ambulance.

SPECIFICATIONS AND PRICING TABLE:

APPENDIX "A", Pricing Schedule, 1 page, (TP118001536-1.PDF) for the following locations in Newfoundland and Labrador: St. John’s, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay. Vendors may bid on any or all areas specified. APPENDIX "A" shall be completed in full for the area(s) bid and returned with the tender documents. Failure to do so shall result in the bid being disqualified.

Jet fuel specifications, 22 pages (TP118001536-2.pdf) and 4 pages (TP118001536-3.pdf)

1. ATTACHMENTS
External attachments exist for this Invitation to Tender. If you have not received the attachments described in this document, you may log onto www.ppa.gov.nl.ca or call the Public Procurement Agency at (709) 729-3348.

Failure to fully complete “Pricing Table” may result in bid disqualification.

Vendor may bid on any or all areas but table must be fully completed for the area on which bids are submitted.

2. PURPOSE

This Standing Offer Agreement shall permit the Department of Transportation & Works, Air Services Division to purchase on an "as and when required" basis the items listed at the price quoted.

3. PERIOD

This Standing Offer Agreement shall be in effect from date of issue to October 31, 2020 with an option to extend the agreement by mutual consent of both parties for up to 3 (three) additional twelve (12) month periods under the same pricing, terms and conditions.

https://www.ppa.gov.nl.ca/asp/report/TenderGS.asp?canRFO=TP118001536
4. PURCHASING CARD (P-CARD)

ANY GOVERNMENT DEPARTMENT RESERVES THE RIGHT TO UTILIZE A PROCUREMENT CARD (P-CARD) IN LIEU OF A PURCHASE ORDER FOR ALL OR SELECT ACQUISITIONS. VENDORS SHALL NOT REFUSE NOR CHARGE ADDITIONAL PREMIUMS OR FEES WHEN PROCUREMENT CARDS ARE TENDERED FOR PAYMENT.

5. QUANTITY

Quantities and/or Financial Limitations as stated are estimates made in good faith for the period of the Agreement. This Standing Offer Agreement shall be limited to the actual supplies ordered and delivered.

The successful supplier(s) shall maintain adequate stock to cover requirements when requested.

6. FOB DESTINATION

Prices shall be FOB destination into aircraft as per initial bid price.

7. PRICING & TAXES

Vendor hereby certifies that the prices tendered are not in excess of those charged anyone else, including their most favored customer.

Prices are exclusive of HST & GST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice. Our HST number is 107442683.

8. INVOICING

Where a purchase order is issued as a result of this Invitation to Tender, invoice(s) showing purchase order number shall be forwarded to the invoice address as indicated on the purchase order.

It is to be understood that payment of invoices shall be the responsibility of the appropriate consignee, and further understood that the supplier shall hold the Public Procurement Agency harmless respecting any loss, damage, and non-payment resulting from or related to any order placed by the Department with the supplier against any resultant Standing Offer Agreement.

AUTHORIZATION FOR DELIVERY

Consignee shall order any required goods using either a "Blanket Release", "Contract Release" or by P-Card.

9. CANCELLATION

This Standing Offer Agreement shall be subject to cancellation by the Public Procurement Agency with sixty (60) days written notice.

If the successful vendor cancels the contract for any reason, PPA reserves the right to contract with the next lowest bidder meeting the terms and conditions of the original tender call.
10. AMENDMENTS
Written inquiries and requests for clarification shall be accepted up to forty-eight (48) working hours prior to the closing time. Inquiries and requests for clarification received after this date shall not be addressed. Verbal responses shall not be binding on either party.

To ensure consistency and quality in the information provided to bidders, the Public Procurement Agency shall provide, by way of amendment to this tender in the form of an addendum to all bidders who have registered to receive amendments, any relevant information with respect to the tender inquiries received in writing without revealing the source of those inquiries. Bidders are cautioned that it is their responsibility to ensure that they receive all information relevant to this Invitation to Tender. The Owner shall not be responsible for bidders who fail to inform themselves regarding the scope and nature of the work.

Public Procurement Agency shall publish all amendments to the tendering website at www.ppa.gov.nl.ca. Suppliers may register on the tendering website to receive amendments automatically through email. Suppliers not registered to receive amendments are solely responsible for ensuring they are aware of and have complied with all amendments by tender closing time.

11. INVITATION TO TENDER INFORMATION

The deadline for submissions is December 10, 2018 at 4:00 P.M.

This Invitation to Tender will be publicly opened at:
PUBLIC PROCUREMENT AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

At the time and date indicated on this document.

Invitation to Tender opening at 10:15 a.m. December 11, 2018.

Responses shall be returned to:

GOVERNMENT PURCHASING AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

OR

By fax at (709) 729-5817

Electronic submissions or submissions by e-mail shall not be accepted.

12. GENERAL

Tender documents submitted by facsimile shall be received "in full" at the Public Procurement Agency by the specified closing time. Documents in transmission after the Closing Time shall be considered late tenders.
For further information, please contact Wendy Spurrell by phone (709) 729-8035 or email: wendyspurrell@gov.nl.ca

Disregard tax column on this form.

Unless otherwise stated in the invitation, bids shall remain open to acceptance and are irrevocable for a period of 90 days after the invitation closing date.

Unsigned tenders/RFO's shall not be considered.

You are required to supply up to date material safety data sheets - applicable to anything regulated under transportation of dangerous goods, or the shipment cannot be accepted.

Prices quoted shall be in Canadian funds.

13. EVALUATION

Standard units of measure have been specified in the invitation to tender. If no change is indicated on your tender, it is understood that you are quoting on the units of measure specified.

Each item shall be considered a separate contract and shall be awarded separately.

14. PUBLIC PROCUREMENT ACT

All Invitations to Tenders are called under the Public Procurement Act.

15. ATLANTIC PROVINCES STANDARD TERMS AND CONDITIONS

The Atlantic Provinces Standard Terms and Conditions apply to this Invitation to Tender and may be obtained from the Public Procurement Agency, or by way of the internet at: www.ppa.gov.nl.ca.

16. ATLANTIC PROCUREMENT AGREEMENT

This procurement opportunity is subject to the provisions of the Canadian Free Trade Agreement and Atlantic Procurement Agreement within the defined thresholds.

17. PRICE ADJUSTMENTS:

Prices shall remain firm until the first working day of the second month following the award of the contract (see below under DATES). Thereafter, prices shall be adjusted by the appropriate Monthly Marker Base Price Adjustment as outlined below. This adjustment schedule shall apply for the term of the contract as per the price adjustment approach referenced in the successful bidder's tender bid.

Monthly price adjustments shall be calculated with Market Base Prices based on a published document of the vendor's choosing. This publication shall be identified by the vendor and be the source of the Marker Base Price for the duration of the contract. Prices must be presented in Canadian dollars per litre, with the vendor completing any currency conversions if necessary. Documentation shall include...
calculations as well as the source of the conversion rate used to complete the calculations.

The Monthly Marker Base Price Adjustment for the current month shall be calculated by finding the difference between the Monthly Average Marker Base Price for the previous two months in relation to the Current Adjustment Effective Date (for example, for the January 2019 Adjustment Effective Date, calculate the difference between the Monthly Average Marker Base Prices for December 2018 and November 2018 in Canadian Dollars per litre).

Calculations shall be made to four (4) decimal places and the resulting Monthly Marker Base Price Adjustment shall be rounded to the nearest cent per litre. If the Monthly Marker Base Price, rounded to the nearest cent, produces a change, plus or minus, of less than $0.01 per litre, no price adjustment shall be made.

To ensure price adjustments are implemented on the Adjustment Effective Date, the vendor shall submit its Monthly Marker Base Price Adjustment(s) to the Public Procurement Agency with calculation sheets and supporting documentation no later than the corresponding Benchmark Reference Date (listed below) each calendar month for review and verification by the Department of Natural Resources (Energy Branch). No retroactivity in monthly price adjustment shall be accepted for a delay by the vendor in providing the aforementioned information by the Benchmark Reference Date.

Adjustments resulting from the government action, the successful bidder shall request in writing, prior to implementation date, any adjustment resulting from action by any Government Department or Agency having jurisdiction.

DATES:

The initial Implementation Date shall be the date of the contract award and this shall be the date to use the Initial Bid Price as outlined in Appendix "A".

The following dates represent the Benchmark reference Dates and Adjustments Effective Dates under this contract to calculate and implement price adjustments:


EXAMPLE:
- ORIGINAL CONTRACT DATE IS DECEMBER 12, 2018
- FIRST BENCHMARK REFERENCE DATE IS FEBRUARY 1, 2019
- FIRST ADJUSTMENT EFFECTIVE DATE IS FEBRUARY 6, 2019
- SECOND BENCHMARK REFERENCE DATE IS MARCH 1, 2019
- SECOND ADJUSTMENT EFFECTIVE DATE IS MARCH 6, 2019
AND SO ON MONTHLY

THIS SHALL REMAIN IN EFFECT FOR THE DURATION OF THE AGREEMENT AND ANY RENEWALS THEREOF.
INITIAL BID PRICE:

The initial bid price for the aviation fuel shall be calculated as follows (as per Appendix A):
1. Initial Average Marker Base Price:
   a. For initial Bid Price under this tender, the Initial Average Marker Base Price shall be the monthly average calculated for November 2018 in Canadian dollars.
2. Incremental Charges:
   a. Any incremental charges shall be listed separately in Appendix "A"
3. Applicable Government Taxes and Fees:
   a. Federal Excise Tax, NL Fuel Tax and Airport Fees (excluding HST)

18. MANDATORY REQUIREMENTS

18.1 Fuel delivery to all government owned aircraft shall be at a location which allows for the quickest access to the aircraft. This will include all government hangar locations as well as, any location at any airport where parking will permit the safest and most efficient access to road ambulances and support equipment necessary for the flight.

18.2 Supplier shall provide immediate service to the aircraft at the location that permits the fastest response. In all cases, the aircrafts need to be able to be fueled at their base of operation in St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay.

18.3 Gander - Jet Fuel for CL-415 waterbomber operations at Hangar # 21/22 and air ambulance at ramp area in the vicinity of the airport terminal.

18.4 The supplier shall deliver fuel into government aircraft and prices shall reflect this service.

18.5 Metered tickets shall be provided for either bulk or individual refueling at the time of each delivery.

18.6 A charge for call outs after normal working hours may be required. If so, complete APPENDIX "A".

18.7 All products shall conform to appropriate Canadian Government Specifications.

18.8 Anti-icing inhibitors included for all air ambulances at all locations.

19. DIRECT DEPOSIT FOR PAYMENT

WHERE A PURCHASE ORDER IS ISSUED AS A RESULT OF THIS INVITATION TO TENDER, THE METHOD OF PAYMENT TO THE SUCCESSFUL BIDDER/PROPOSANT FOR ANY GOODS OR SERVICES PROVIDED AS A RESULT OF THIS PROCUREMENT OPPORTUNITY WILL BE DIRECT DEPOSIT (OTHER COST EFFECTIVE PAYMENT METHODS MAY BE USED FOR CERTAIN INTERNATIONAL SUPPLIERS WHERE BANKING TECHNOLOGIES PREVENT THE USE OF DIRECT DEPOSIT). THE SUCCESSFUL BIDDER/PROPOSANT SHOULD ENSURE THEY ARE ENROLLED WITH THE PROVINCE TO RECEIVE DIRECT DEPOSIT PAYMENTS. ENROLMENT FORMS CAN BE OBTAINED...
FROM THE DEPARTMENT OF FINANCE WEB SITE AT:
HTTP://WWW.RELEASSE.GOV.NL.CA/RELEASES/2014/FIN/0808NO2.ASPX

20. DISCLOSURE OF INFORMATION

THE FINANCIAL VALUE OF A CONTRACT RESULTING FROM THIS
PROCUREMENT PROCESS WILL BE PUBLICLY RELEASED AS PART OF THE
AWARD NOTIFICATION PROCESS.

THIS PROCUREMENT PROCESS IS SUBJECT TO THE ACCESS TO
INFORMATION AND PROTECTION OF PRIVACY ACT, 2015.

THE BIDDER AGREES THAT ANY SPECIFIC INFORMATION IN ITS BID THAT
MAY QUALIFY FOR AN EXEMPTION FROM DISCLOSURE UNDER
SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF
PRIVACY ACT, 2015 HAS BEEN IDENTIFIED. IF NO SPECIFIC INFORMATION
HAS BEEN IDENTIFIED IT IS ASSUMED THAT, IN THE OPINION OF THE
BIDDER, THERE IS NO SPECIFIC INFORMATION THAT QUALIFIES FOR AN
EXEMPTION UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION
AND PROTECTION OF PRIVACY ACT, 2015.

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ICING INHIBITORS,
SEE SPECIFICATIONS
AND APPENDIX "A"
ATTACHED,

AMENDMENTS

Listed below are amendments to this document.

- AMENDMENT # 1 -- issued: Wednesday, November 28, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to add attachment:

  ADD:


  NOTE: Figures in Appendix "B" are ESTIMATES ONLY. Purchases will be based on "as
and when required basis" as per tender documents.

  All other terms and conditions remain unchanged.
For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

ONLINE -- EXTERNAL ATTACHMENTS

Please Note: Listed below are the external attachments available for online viewing.

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 Public Procurement Agency at 709-729-3348 to obtain a copy for bidding purposes.

- TP118001536-1.pdf (File Size: 192 K)
- TP118001536-2.pdf (File Size: 94 K)
- TP118001536-3.pdf (File Size: 205 K)
- TP118001536-4.pdf (File Size: 404 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.ppa.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.

Last Updated: November 20, 2016

This page and all contents are copyright, Government of Newfoundland and Labrador, all rights reserved.

https://www.ppa.gov.nl.ca/ps/reports/TenderGS.asp?conRFQ=TP118001536
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Publication used for Base Price: NEW YORK HARBOR, Barc

Company: **Gander Aviation**

Company Representative: [Redacted]

Signature: [Redacted]

Phone No: (709) 256-4620, Fax No: (709) 256-7977

Address for Invoicing Purposes:

PO BOX 10, GANDER NL, A1V 1W5

*If incremental charges are applicable, list each incremental charge separately with corresponding bid price.

**If fees and taxes are applicable, list each tax and/or fee separately with corresponding bid price.

***All prices shall be shown in Canadian dollars per litre.
December 14, 2018

Government Purchasing Agency
30 Strawberry Marsh Road
St. John's, NL
Canada
A1B 4R4

Good Day:

Subject: Tender/Quotation No. TP118001536 – Aviation Jet Fuel

We are pleased to submit our tender for the supply of Jet A-1 aviation fuel at Wabush Airport (YWK).

PAL Aero Services has operated the leading fuel dealership at Wabush Airport since 2017 as the YWK Airport dealer for AvJet.

PAL Aero/AvJet Services Strengths:

- PAL Aero Services/AvJet operates from the Air Terminal Building where we have pilot flight planning and lounge facilities available for air ambulance pilots’ use during missions.

- PAL Aero Services/AvJet has the only on-site fuel supply with a Jet A-1 tank farm within Wabush Airport to ensure that trucks are always available and do not have to leave the airport for refilling during periods of peak aircraft operation.

- The PAL/AvJet tank farm has two tanks of 45,000 l and 50,000 l respectively to ensure there is always a sufficient fuel supply on-site to support unscheduled air ambulance or waterbomber air operations.

- PAL Aero Services is the only refueller at Wabush Airport with two reliable Jet A-1 fuel trucks in operation to provide redundancy and to ensure that at least one truck is always in service and available to provide timely refuelling for emergency air ambulance and wildfire fighting operations.

Risk Mitigation:

Air ambulance and waterbomber operations are providing critical life-safety emergency services. PAL Aero Services/AvJet risk mitigation procedures will provide Government Air Services with the highest level of reliability and with the lowest risk of interruption of critical services:

St. John’s International Airport, Hangar 1, PO Box 29030, St. John’s, NL, Canada A1A 5B5
• Risk: inadequate fuel supply and fuel outages –
  o PAL Mitigation – tank farm on the Airport with 95,000 l in two tanks
  o PAL Mitigated Risk Assessment: LOW
• Risk: Trucks offsite for refilling and not available to aircraft and crew –
  o PAL Mitigation – tank farm on the Airport
  o PAL Mitigated Risk Assessment: LOW
• Risk: Fuel trucks out of service for routine planned maintenance –
  o PAL Mitigation – Two trucks on-site at all times to provide redundancy when scheduled maintenance is conducted
  o PAL Mitigated Risk Assessment: LOW
• Risk: Fuel trucks out of service due to breakdown or inadequate maintenance –
  o PAL Mitigation – Two trucks on-site at all times
    ▪ provides redundancy so that adequate maintenance can be conducted without negative impact on operations
    ▪ backup capacity always available to prevent service interruptions in the event of unscheduled repairs
  o PAL Mitigated Risk Assessment: LOW

If you have any questions or require any additional information, please do not hesitate to contact us.

Yours truly,

[Signature]

Lynette Hodder
Vice President, Finance
PAL Aero Services Ltd.

Tel: +1 709-576-3991
Email: lhodder@provair.com

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Publication used for Base Price: Platts Mean New York Jet Kerosene

Company: PAL Aero Services Ltd.

Company Representative: Lynette Hodder

Signature: [Signature]

Phone No: 709-576-3991

Address for Invoicing Purposes:

P. O. Box 29030

St. John's, NL

A1A 5B5

---

* IF INCREMENTAL CHARGES ARE APPLICABLE: LIST EACH INCREMENTAL CHARGE SEPARATELY WITH CORRESPONDING BID PRICE.

** IF FEES AND TAXES ARE APPLICABLE: LIST EACH TAX AND/OR FEE SEPARATELY WITH CORRESPONDING BID PRICE.

*** ALL PRICES SHALL BE SHOWN IN CANADIAN DOLLARS PER LITRE.
As of Friday, November 30, 2018 5:20:10 PM our records indicate that:
Provincial Aerospace c/o Bob Halliday is INTERESTED in receiving
amendment notifications by Fax and E-Mail for Tender #TP118001536 (displayed below).

If you wish to change, select the alternative option below and click Submit Preference:

* Interested
  
Not Interested
  
Submit Preference

To print tender document: Click here or Select File and then Print from your
browser's menu.
The Department of Transportation and Works is seeking a Standing Offer Agreement to supply Jet A1 Aviation Fuel with anti-icing inhibitors for King Air 350 and CL-415's for various locations throughout the Province of Newfoundland and Labrador.

The Air Services Division operates a fleet of 7 Aircraft. Two Air Ambulance Beech 350's located in St. John's and Goose Bay and five CL-415's which operate for the period of April 1st to September 30th, throughout the province of Newfoundland and Labrador.

PLEASE NOTE: AIR AMBULANCE FUEL PURCHASES:
Supplier must be located in the main terminal ramp area. Successful bidder must be able to supply a pilot lounge area for pilots to watch for the ambulance, do flight planning, etc., and as well the bidder must be able to always escort the road ambulance from the public side of their terminal ramp area to meet the Air Ambulance.

SPECIFICATIONS AND PRICING TABLE:

APPENDIX "A", Pricing Schedule, 1 page, (TP118001536-1.PDF) for the following locations in Newfoundland and Labrador: St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay. Vendors may bid on any or all areas specified. APPENDIX "A" shall be completed in full for the area(s) bid and returned with the tender documents. Failure to do so shall result in the bid being disqualified.

Jet fuel specifications, 22 pages (TP118001536-2.pdf) and 4 pages (TP118001536-3.pdf)

1. ATTACHMENTS
External attachments exist for this Invitation to Tender. If you have not received the attachments described in this document, you may log onto www.ppa.gov.nl.ca or call the Public Procurement Agency at (709) 729-3348.

Failure to fully complete "Pricing Table" may result in bid disqualification.

Vendor may bid on any or all areas but table must be fully completed for the area on which bids are submitted.

2. PURPOSE

This Standing Offer Agreement shall permit the Department of Transportation & Works, Air Services Division to purchase on an "as and when required" basis the items listed at the price quoted.

3. PERIOD

This Standing Offer Agreement shall be in effect from date of issue to October 31, 2020 with an option to extend the agreement by mutual consent of both parties for up to 3 (three) additional twelve (12) month periods under the same pricing, terms and conditions.
4. PURCHASING CARD (P-CARD)

ANY GOVERNMENT DEPARTMENT RESERVES THE RIGHT TO UTILIZE A PROCUREMENT CARD (P-CARD) IN LIEU OF A PURCHASE ORDER FOR ALL OR SELECT ACQUISITIONS. VENDORS SHALL NOT REFUSE NOR CHARGE ADDITIONAL PREMIUMS OR FEES WHEN PROCUREMENT CARDS ARE TENDERED FOR PAYMENT.

5. QUANTITY

Quantities and/or Financial Limitations as stated are estimates made in good faith for the period of the Agreement. This Standing Offer Agreement shall be limited to the actual supplies ordered and delivered.

The successful supplier(s) shall maintain adequate stock to cover requirements when requested.

6. FOB DESTINATION

Prices shall be FOB destination into aircraft as per initial bid price.

7. PRICING & TAXES

Vendor hereby certifies that the prices tendered are not in excess of those charged anyone else, including their most favored customer.

Prices are exclusive of HST & GST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice. Our HST number is 107442683.

8. INVOICING

Where a purchase order is issued as a result of this Invitation to Tender, invoice(s) showing purchase order number shall be forwarded to the invoice address as indicated on the purchase order.

It is to be understood that payment of invoices shall be the responsibility of the appropriate consignee, and further understood that the supplier shall hold the Public Procurement Agency harmless respecting any loss, damage, and non-payment resulting from or related to any order placed by the Department with the supplier against any resultant Standing Offer Agreement.

AUTHORIZATION FOR DELIVERY

Consignee shall order any required goods using either a "Blanket Release", "Contract Release" or by P-Card.

9. CANCELLATION

This Standing Offer Agreement shall be subject to cancellation by the Public Procurement Agency with sixty (60) days written notice.

If the successful vendor cancels the contract for any reason, PPA reserves the right to contract with the next lowest bidder meeting the terms and conditions of the original tender call.
10. AMENDMENTS
Written inquiries and requests for clarification shall be accepted up to forty-eight (48) working hours prior to the closing time. Inquiries and requests for clarification received after this date shall not be addressed. Verbal responses shall not be binding on either party.

To ensure consistency and quality in the information provided to bidders, the Public Procurement Agency shall provide, by way of amendment to this tender in the form of an addendum to all bidders who have registered to receive amendments, any relevant information with respect to the tender inquiries received in writing without revealing the source of those inquiries. Bidders are cautioned that it is their responsibility to ensure that they receive all information relevant to this Invitation to Tender. The Owner shall not be responsible for bidders who fail to inform themselves regarding the scope and nature of the work.

Public Procurement Agency shall publish all amendments to the tendering website at www.ppa.gov.nl.ca. Suppliers may register on the tendering website to receive amendments automatically through email. Suppliers not registered to receive amendments are solely responsible for ensuring they are aware of and have complied with all amendment by tender closing time.

11. INVITATION TO TENDER INFORMATION

The deadline for submissions is December 10, 2018 at 4:00 P.M.

This Invitation to Tender will be publicly opened at:
PUBLIC PROCUREMENT AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

At the time and date indicated on this document.

Invitation to Tender opening at 10:15 a.m. December 11, 2018.

Responses shall be returned to:

GOVERNMENT PURCHASING AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

OR

By fax at (709) 729-5817

Electronic submissions or submissions by e-mail shall not be accepted.

12. GENERAL

Tender documents submitted by facsimile shall be received "in full" at the Public Procurement Agency by the specified closing time. Documents in transmission after the Closing Time shall be considered late tenders.
For further information, please contact Wendy Spurrell by phone (709) 729-6035 or email: wendyspurrell@gov.nl.ca

Disregard tax column on this form.

Unless otherwise stated in the invitation, bids shall remain open to acceptance and are irrevocable for a period of 90 days after the invitation closing date.

Unsigned tenders/RFQ's shall not be considered.

You are required to supply up to date material safety data sheets - applicable to anything regulated under transportation of dangerous goods, or the shipment cannot be accepted.

Prices quoted shall be in Canadian funds.

13. EVALUATION

Standard units of measure have been specified in the invitation to tender. If no change is indicated on your tender, it is understood that you are quoting on the units of measure specified.

Each item shall be considered a separate contract and shall be awarded separately.

14. PUBLIC PROCUREMENT ACT

All Invitations to Tenders are called under the Public Procurement Act.

15. ATLANTIC PROVINCES STANDARD TERMS AND CONDITIONS

The Atlantic Provinces Standard Terms and Conditions apply to this Invitation to Tender and may be obtained from the Public Procurement Agency, or by way of the internet at: www.ppa.gov.nl.ca.

16. ATLANTIC PROCUREMENT AGREEMENT

This procurement opportunity is subject to the provisions of the Canadian Free Trade Agreement and Atlantic Procurement Agreement within the defined thresholds.

17. PRICE ADJUSTMENTS:

Prices shall remain firm until the first working day of the second month following the award of the contract (see below under DATES). Thereafter, prices shall be adjusted by the appropriate Monthly Marker Base Price Adjustment as outlined below. This adjustment schedule shall apply for the term of the contract as per the price adjustment approach referenced in the successful bidder's tender bid.

Monthly price adjustments shall be calculated with Market Base Prices based on a published document of the vendor's choosing. This publication shall be identified by the vendor and be the source of the Marker Base Price for the duration of the contract. Prices must be presented in Canadian dollars per litre, with the vendor completing any currency conversions if necessary. Documentation shall include
calculations as well as the source of the conversion rate used to complete the calculations.

The Monthly Marker Base Price Adjustment for the current month shall be calculated by finding the difference between the Monthly Average Marker Base Price for the previous two months in relation to the Current Adjustment Effective Date (for example, for the January 2019 Adjustment Effective Date, calculate the difference between the Monthly Average Marker Base Prices for December 2018 and November 2018 in Canadian Dollars per litre).

Calculations shall be made to four (4) decimal places and the resulting Monthly Marker Base Price Adjustment shall be rounded to the nearest cent per litre. If the Monthly Marker Base Price, rounded to the nearest cent, produces a change, plus or minus, of less than $0.01 per litre, no price adjustment shall be made.

To ensure price adjustments are implemented on the Adjustment Effective Date, the vendor shall submit its Monthly Marker Base Price Adjustment(s) to the Public Procurement Agency with calculation sheets and supporting documentations no later than the corresponding Benchmark Reference Date (listed below) each calendar month for review and verification by the Department of Natural Resources (Energy Branch). No retroactivity in monthly price adjustment shall be accepted for a delay by the vendor in providing the aforementioned information by the Benchmark Reference Date.

Adjustments resulting from the government action, the successful bidder shall request in writing, prior to implementation date, any adjustment resulting from action by any Government Department or Agency having jurisdiction.

DATES:

The initial Implementation Date shall be the date of the contract award and this shall be the date to use the Initial Bid Price as outlined in Appendix "A".

The following dates represent the Benchmark reference Dates and Adjustments Effective Dates under this contract to calculate and implement price adjustments:


EXAMPLE:
- ORIGINAL CONTRACT DATE IS DECEMBER 12, 2018
- FIRST BENCHMARK REFERENCE DATE IS FEBRUARY 1, 2019
- FIRST ADJUSTMENT EFFECTIVE DATE IS FEBRUARY 6, 2019
- SECOND BENCHMARK REFERENCE DATE IS MARCH 1, 2019
- SECOND ADJUSTMENT EFFECTIVE DATE IS MARCH 6, 2019
AND SO ON MONTHLY

THIS SHALL REMAIN IN EFFECT FOR THE DURATION OF THE AGREEMENT AND ANY RENEWALS THEREOF.
INITIAL BID PRICE:

The initial bid price for the aviation fuel shall be calculated as follows (as per Appendix A):
1. Initial Average Marker Base Price:
   a. For initial Bid Price under this tender, the Initial Average Marker Base Price shall be the monthly average calculated for November 2018 in Canadian dollars.
2. Incremental Charges:
   a. Any incremental charges shall be listed separately in Appendix "A"
3. Applicable Government Taxes and Fees:
   a. Federal Excise Tax, NL Fuel Tax and Airport Fees (excluding HST)

18. MANDATORY REQUIREMENTS

18.1 Fuel delivery to all government owned aircraft shall be at a location which allows for the quickest access to the aircraft. This will include all government hangar locations as well as, any location at any airport where parking will permit the safest and most efficient access to road ambulances and support equipment necessary for the flight.

18.2 Supplier shall provide immediate service to the aircraft at the location that permits the fastest response. In all cases, the aircrafts need to be able to be fueled at their base of operation in St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay.

18.3 Gander - Jet Fuel for CL-415 waterbomber operations at Hangar # 21/22 and air ambulance at ramp area in the vicinity of the airport terminal.

18.4 The supplier shall deliver fuel into government aircraft and prices shall reflect this service.

18.5 Metered tickets shall be provided for either bulk or individual refueling at the time of each delivery.

18.6 A charge for call outs after normal working hours may be required. If so, complete APPENDIX "A".

18.7 All products shall conform to appropriate Canadian Government Specifications.

18.8 Anti-icing inhibitors included for all air ambulances at all locations.

19. DIRECT DEPOSIT FOR PAYMENT

WHERE A PURCHASE ORDER IS ISSUED AS A RESULT OF THIS INVITATION TO TENDER, THE METHOD OF PAYMENT TO THE SUCCESSFUL BIDDER/PROPOSER FOR ANY GOODS OR SERVICES PROVIDED AS A RESULT OF THIS PROCUREMENT OPPORTUNITY WILL BE DIRECT DEPOSIT (OTHER COST EFFECTIVE PAYMENT METHODS MAY BE USED FOR CERTAIN INTERNATIONAL SUPPLIERS WHERE BANKING TECHNOLOGIES PREVENT THE USE OF DIRECT DEPOSIT). THE SUCCESSFUL BIDDER/PROPOSER SHOULD ENSURE THEY ARE ENROLLED WITH THE PROVINCE TO RECEIVE DIRECT DEPOSIT PAYMENTS. ENROLMENT FORMS CAN BE OBTAINED
FROM THE DEPARTMENT OF FINANCE WEB SITE AT: HTTP://WWW.RELEASES.GOV.NL.CA/RELEASES/2014/FIN/0808N02.ASPX

20. DISCLOSURE OF INFORMATION

THE FINANCIAL VALUE OF A CONTRACT RESULTING FROM THIS PROCUREMENT PROCESS WILL BE PUBLICLY RELEASED AS PART OF THE AWARD NOTIFICATION PROCESS.

THIS PROCUREMENT PROCESS IS SUBJECT TO THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015.

THE BIDDER AGREES THAT ANY SPECIFIC INFORMATION IN ITS BID THAT MAY QUALIFY FOR AN EXEMPTION FROM DISCLOSURE UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015 HAS BEEN IDENTIFIED. IF NO SPECIFIC INFORMATION HAS BEEN IDENTIFIED IT IS ASSUMED THAT, IN THE OPINION OF THE BIDDER, THERE IS NO SPECIFIC INFORMATION THAT QUALIFIES FOR AN EXEMPTION UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015

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Listed below are amendments to this document:

- **AMENDMENT #1** – Issued: Wednesday, November 28, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to add attachment:

  ADD:


  NOTE: Figures in Appendix "B" are ESTIMATES ONLY. Purchases will be based on "as and when required basis" as per tender documents.

  All other terms and conditions remain unchanged.

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFO=TP118001536
For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- AMENDMENT # 2 -- Issued: Friday, December 7, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to respond to vendor inquiries and extend closing date:

  Delete:

  CLOSING: December 10, 2018 @ 4:00 PM
  OPENING: December 11, 2018 @ 10:15 AM

  Add:

  CLOSING: December 14, 2018 @ 4:00 PM
  OPENING: December 17, 2018 @ 10:15 AM

Questions / Answers

SEE ATTACHED TP118001536-5.pdf for a list of Questions and Answers

All other terms and conditions remain unchanged.

For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- AMENDMENT # 3 -- Issued: Friday, December 7, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 14, 2018 @ 4:00 pm
  OPENING: December 17, 2018 @ 10:15 am

  Amendment issued to make correction on attachment numbering.

  On first page of tender attachment TP118001536-5.pdf (questions and answers), the title should read TP118001536-5.pdf, and not TP118001536-4.pdf.

  All other terms and conditions remain unchanged.

  For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- AMENDMENT # 4 -- Issued: Monday, December 10, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 14, 2018 @ 4:00 pm
  OPENING: December 17, 2018 @ 10:15 am

  Amendment # 4

  Amendment issued to respond to vendor inquiry.

QUESTION/RESPONSE

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?confRFO=TP118001536
Q1. Would positioning a fuel truck at the main terminal suffice for this tender?

A1. NO. It doesn’t meet the spec written in the tender.

All other terms and conditions remain unchanged.

For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- AMENDMENT # 5 -- Issued: Tuesday, December 11, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

CLOSING: December 14, 2018 @ 4:00 pm
OPENING: December 17, 2018 @ 10:15 am

Amendment issued to respond to vendor inquiry regarding delivery.

QUESTION/RESPONSE

Q1. Please provide the breakdown of the 300,000 estimated fuel volume at St. John's between:
- Water Bomber operations
- Air Ambulance daytime
- Air Ambulance after hours call-out (specify after hours times)

A1. Estimates:
- Water Bomber around 50,000
- Air Ambulance 250,000
As for day and night, majority would be daytime and after hours would be less. To estimate that is next to impossible.

All other terms and conditions remain unchanged.

For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

Please Note: Listed below are the external attachments available for online viewing.
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 Public Procurement Agency at 709-729-3348 to obtain a copy for bidding purposes.

- TP118001536-1.pdf (File Size: 192 K)
- TP118001536-2.pdf (File Size: 94 K)
- TP118001536-3.pdf (File Size: 205 K)
- TP118001536-4.pdf (File Size: 404 K)
- TP118001536-5.pdf (File Size: 410 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.ppa.gov.nl.ca. IMPORTANT: All referenced terms and conditions and any attached documents constitute part of this tender.
Government Purchasing Agency
30 Strawberry Marsh Road
St. John's, NL
Canada
A1B 4R4

Tender/Quotation No. TP118001536 – Aviation Jet Fuel
Closing: December 14, 2018 – 4:00 P.M.
### Fax Sheet

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<td>My Fax #</td>
<td>506 202 2586</td>
</tr>
</tbody>
</table>

**Notes**

Irving Oil offer to Tender TP118001536
Ms. W Spurrell  
Government Purchasing Agency  
30 Strawberry Marsh Road,  
St. John's, Newfoundland  
Canada, A1B 4R4  

Dear Ms. Spurrell,  

Re: Tender TP118001536  

Irving Oil is delighted to offer our support for your operations in Gander, Goose Bay, Deer Lake and St John's in response to Tender TP118001536.  

Irving Oil is the largest and oldest refiner in Canada. With our extensive supply chain, aviation experience and network of FBOs, partnering with Irving will provide the security of supply and aviation expertise so essential for your seamless operations. Irving Oil also holds the largest number of government awards to provide jet fuel, both in-plane and into-storage, in Atlantic Canada and we look forward to bringing this experience to our relationship with Government Air Services.  

In our following offer, we would like to outline the following elements:  

- **Base Index:** In line with other government and commercial contracts we hold in Newfoundland, our offer is based on Platts NY Harbor barge, *previous week average* which is the industry standard. We have, however, used the month average in the offer as requested to ensure you can complete your analysis easily.  

- **Taxes:** As noted in the tender, our offer is exclusive of HST. We understand that fuel used by the government in-province is exempt the Newfoundland Fuel tax and so we have only included the Federal Excise tax as an applicable tax in our offer. Please advise if this is not correct.  

Please find following our offer for your jet fuel supply, don't hesitate to contact me if you have any questions or comments around this proposal.  

Best Regards,  

Louisa Lamb  
Jet Fuel Sales US/CN  
IRVING OIL  
(T) 506.202.7706  

Enc: Appendix "A" – Pricing Schedule  
Enc: Irving Proposal (Further Details)  
Enc: Stadis 450 SOS
# TP118001538 - AVIATION FUELS

## APPENDIX "A" - PRICING SCHEDULE

<table>
<thead>
<tr>
<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>ST. JOHN'S</th>
<th>Gander</th>
<th>Deer Lake</th>
<th>Goose Bay</th>
<th>Stephenville</th>
<th>St. Anthony</th>
<th>Wabush</th>
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<tr>
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<td><strong>Applicable Fees &amp; Taxes (Excluding HST)</strong> **</td>
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<td>Newfoundland Fuel Tax (Not applicable to Government consumption within Province)</td>
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<td><strong>Hook Up Fee per Aircr</strong></td>
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<td><strong>Ramp Fee per Aircraft</strong></td>
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<td>(if customers use sectional FBO services or if fuel is not taken during visit)</td>
<td>$250</td>
<td>$250</td>
<td>$250</td>
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Publication used for Base Price: Platts New York Harbour Range Mid - November 2018 Monthly Average **

**This has been used to provide CAS a comparable offer, costing offer is based on a Platts New York Harbour Range Mid - Price Weekly average**

Company: Irving Oil Commercial

Customer Representative: Louisa Lamo

Address for Inquiries: 10 Sydney Street, Saint John, New Brunswick

Phone No: 506 202 7766

Signature: E2L 4K1

Fax No: 506 202 3588
**Irving Proposal (Further Details):**

<table>
<thead>
<tr>
<th>Account No.</th>
<th>TBD</th>
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| Contract Term | December 2018 until October 31st 2019  
Three mutual 12 month options |
| Product Specification | CAN/CGSB-3.23 for Aviation Turbine Fuels Jet A-1 latest issue and the requirements, if any, set by the governmental regulatory authority with jurisdiction over the location of product delivery at the time of product delivery with Anti-Icing inhibitors.  
Regarding Table 6 Anti-Static additives, the Stadis 450 is manufactured by Innospec through our supply chain. MSDS is provided with offer. |
| Payment Terms | Wire transfer 30 days. $75,000 limit. |
| Price Reference | Platt's New York Harbor Barge Mean adjusted weekly using previous week's average plus a location differential.  
Exchange rate used is Bank of Canada close, prior week average,  
NYH index number used as example in this offer is CAD$0.7082/l |

**Pricing Details Breakdown:**

<table>
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<tr>
<th>Airport</th>
<th>Annual Volume</th>
<th>Location Differential (CAD/L)</th>
<th>Additional Fees</th>
<th>All in Fuel Price with Example Base</th>
<th>FOB and Into Plane Agent</th>
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<tbody>
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<td>$0.0823</td>
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<td>FET $0.04</td>
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<td>Ramp Fee* $250</td>
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<td>FET $0.04</td>
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<td>Irving Aviation Services</td>
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<tr>
<td>Location</td>
<td>Volume</td>
<td>Rate</td>
<td>Additional Charges</td>
<td>Total</td>
<td>Service Provider</td>
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<tr>
<td>St John's (YYT)</td>
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<td>$0.0683</td>
<td>FSI $0.015, FET $0.04</td>
<td>$0.8315</td>
<td>Irving Aviation Services</td>
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<tr>
<td>Deer Lake (YDF)</td>
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<td>FSI $0.015, FET $0.04, Hook Up $30 After Hours $150</td>
<td>$0.9590</td>
<td>Menzies</td>
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*Ramp Fee per Aircraft (If customers use additional FBO services or if fuel is not taken during visit)*
Stadis® 450
(DINNSA Stabilizer)
STADIS® is a registered trademark of Innospec Fuel Specialties

Material Safety Data Sheet

1 Company Identification

Innospec Fuel Specialties
8375 S. Willow Street
Littleton, CO 80124

Product information 1-800-441-9547
In Case of Emergency
Call Chemtrec 1-800-424-9300

2 Composition / Ingredient Information

<table>
<thead>
<tr>
<th>Material</th>
<th>CAS Number</th>
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<tr>
<td><em>Toluene</em></td>
<td>108-88-3</td>
<td>30-48</td>
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<tr>
<td><em>(Benzene)</em></td>
<td>71-43-2</td>
<td>&lt;0.0595</td>
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<tr>
<td>Isopropanol</td>
<td>67-63-0</td>
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<td>NJ Trade Secret #35-1927748-5457</td>
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<td>NJ Trade Secret #35-1927748-5037</td>
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<td>Dinonylnaphthalenesulfonic Acid (DINNSA)</td>
<td>28322-17-2</td>
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<tr>
<td>Heavy Aromatic Naphtha</td>
<td>64742-94-3</td>
<td>15-25</td>
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<tr>
<td><em>(Naphthalene)</em></td>
<td>91-20-3</td>
<td>&lt;3</td>
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</table>

*Disclosure as a toxic chemical is required under Section 313 of Title III of the Superfund Amendments and Reauthorization Act of 1986 and 40 CFR part 372.

3 Hazardous Identification

Potential Health Effects

Skin contact with the product may cause skin irritation with discomfort or rash.

Skin contact with the product ingredients may cause defatting of the skin resulting in irritation with discomfort and rash. There are rare inconclusive reports of human sensitization from skin contact with isopropanol. Significant skin permeation after contact appears unlikely.

Eye contact with the product ingredients may cause eye irritation with discomfort, tearing, or blurring of vision.

Exposure by inhalation to the product components may cause irritation of the upper respiratory passages, with coughing and discomfort; or possibly modest initial symptoms of lung irritation followed in hours by severe shortness of breath requiring prompt medical attention. Inhalation may also cause nonspecific discomfort such as nausea, headache or weakness; or temporary nervous system depression with anesthetic effects such as dizziness, headache, confusion, incoordination and loss of consciousness.
Ingestion may cause gastrointestinal tract irritation with upper abdominal pain, "heart burn", nausea, vomiting and diarrhea. However, there may be no symptoms at all. Aspiration of this product into the lungs during ingestion or vomiting may result in "chemical pneumonia". Symptoms include coughing, gasping, choking, shortness of breath, bluish discoloration of the skin, rapid breathing and heart rate and fever. Pulmonary edema or bleeding, drowsiness, confusion, coma and seizures may occur in more serious cases. Symptoms may develop immediately or as late as 24 hours after the exposure depending on how much material entered the lungs. Higher or prolonged exposures may lead to abnormal liver or kidney function as detected by laboratory tests, temporary alteration of the heart's electrical activity with irregular pulse, palpitations or inadequate circulation, decreased pulse rate and blood pressure or fatality from gross overexposure.

Individual with preexisting diseases of the central nervous system, cardiovascular system, bone marrow, liver or kidneys may have increased susceptibility to the toxicity of excessive exposures. Epidemiologic studies demonstrate significant risk of neurological effects attributable to toluene overexposure.

Carcinogenicity Information
The components are listed by IARC, NTP, OSHA, ACGIH as carcinogens. A "P" indicates a proposed carcinogen.

<table>
<thead>
<tr>
<th>Material</th>
<th>IARC</th>
<th>NTP</th>
<th>OSHA</th>
<th>ACGIH</th>
</tr>
</thead>
<tbody>
<tr>
<td>BENZENE</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

Innospec Fuel Specialties controls the following materials as potential carcinogens: BENZENE

Naphthalene has been classified by the International Agency for Research on Cancer (IARC) as possibly carcinogenic to humans (Group 2B). This IARC classification was based upon limited evidence of carcinogenicity to animals and inadequate evidence of carcinogenicity to humans.

4 First Aid Measures

Inhalation
If inhaled, remove to fresh air. If not breathing, give artificial respiration. If breathing is difficult, give oxygen. Call a physician.

Skin Contact
Flush skin with water after contact. Wash contaminated clothing before reuse.

Eye Contact
In case of contact immediately, flush eyes with plenty of water for at least 15 minutes. Call a physician.

Ingestion
If swallowed, do not induce vomiting. Allow victim to rinse his mouth and then to drink 2-4 cupfuls of water. Never give anything by mouth to an unconscious person. Call a physician.

Notes to Physicians
Activated charcoal mixture may be administered. To prepare activated charcoal mixture, suspend 50 grams activated charcoal in 400-ml water and mix thoroughly. Administer 5 ml/kg or 350 ml for an average adult.

Because of the danger of aspiration, emesis or gastric lavage should not be employed unless the risk is justified by the presence of additional toxic substances. Activated charcoal may induce vomiting, but may be given after emesis or lavage to absorb toxic additives. Steroid therapy in mild to moderate cases does not improve outcome. Bacterial pneumonia often occurs after exposure, but prophylactic antibiotics are not indicated and should be reserved for documented bacterial pneumonia.
5 Fire Fighting Measures

Flammable Properties
Flash Point ............. 8°C (42°F)
Method .................. PMCC
Autoignition ............ 440°C (824°F) (estimated)
Flammable liquid. Vapor forms explosive mixture with air.

Extinguishing Media
Water Spray, Foam, Dry Chemical, CO₂.

Fire Fighting Instructions
Wear self-contained breathing apparatus. Wear full protective equipment.

6 Accidental Release Measures

Note: Review FIRE FIGHTING MEASURES and HANDLING (PERSONNEL) SECTIONS before proceeding with clean up. Use appropriate PERSONAL PROTECTIVE EQUIPMENT during clean up.

Soak up with sawdust, sand, or other absorbent material. Remove source of heat, sparks, flame, impact, friction, or electricity. Dike spill. Prevent material from entering sewers, waterways, or low areas.

Spill Clean-Up
Soak up with sawdust, sand, or other absorbent material.

Accidental Release Measures
Spills are very slippery and should be cleaned up promptly. Unless released material is cleaned up immediately for reprocessing, recycling, or reuse, a release of 100 lbs. may trigger the reporting requirements of CERCLA Section 103.

7 Handling and Storage

Handling (Personnel)
Avoid breathing vapors or mist. Avoid contact with eyes, skin, or clothing. Wash thoroughly after handling.

Handling (Physical Aspects)
Keep away from heat, sparks and flames.

Storage
Store in a well-ventilated place. Keep container tightly closed. Store in accordance with National Fire Protection Association recommendations.
8 Exposure Controls

Engineering Controls
Use only with adequate ventilation. Keep container tightly closed.

Personal Protective Equipment

Eye/Face Protection
Wear coverall chemical splash goggles or safety glasses.

Respirators
Where there is potential for airborne exposures in excess of applicable limits, wear NIOSH/MSHA approved respiratory protection.

Protective Clothing
Where there is potential for skin contact have available and wear as appropriate impervious gloves, apron, pants, hood and jacket.

Exposure Limits

Toluene:
PEL(OSHA) .................................................. 200 ppm, 8 hr. TWA
.................................................. 300 ppm, Ceiling
.................................................. 600 ppm, 10 min. max.
TLV(ACGIH) .................................................. 50 ppm, 188 mg/m³, 8 hr. TWA, Skin A4; BEI
AEL* (Innospec Fuel Specialties) ............. 50 ppm, 8 & 12 hr. TWA

Benzene
PEL(OSHA) .................................................. 1 ppm, 8 hr, TWA
.................................................. 5 ppm, STEL
.................................................. 0.5 ppm, ACTION LEVEL
TLV(ACGIH) .................................................. 0.6 ppm, 1.6 mg/m³, 8 hr, TWA,
.................................................. STEL 2.5 ppm, 8 mg/m³
.................................................. Skin, A1; BEI
AEL* (Innospec Fuel Specialties) ............. 1 ppm, 8 & 12 hr., TWA

Heavy Aromatic Naphtha:
PEL(OSHA) .................................................. None established
TLV(ACGIH) .................................................. None established
AEL* (Innospec Fuel Specialties) ............. 50 ppm, 300 mg/m³, 8 hr, TWA

Naphthalene:
PEL (OSHA) .................................................. 10 ppm, 60 mg/m³, 8 hr. TWA
TLV (ACGIH) .................................................. 10 ppm, 52 mg/m³, 8 hr TWA, Skin; A4
.................................................. STEL-15 ppm, 79 mg/m³, A4
AEL* (Innospec Fuel Specialties) ............. None established
Isopropanol:
PEL(OSHA) ................................................. 400 ppm, 980 mg/m³, 8 hr, TWA
TLV(ACGIH) .............................................. 200 ppm, 8 hr, TWA
STEL 400 ppm, A4,
AEL* (Innospec Fuel Specialties) ....................... 400 ppm, 8 & 12 hr, TWA

The "skin" notation following the exposure guideline refers to the potential for dermal absorption of the material. It is intended to alert the reader that inhalation may not be the only route of exposure and that measures to minimize dermal exposure should be considered.

* AEL is Innospec Fuel Specialties' acceptable exposure limit. Where governmentally imposed occupational exposure limits which are lower than the AEL are in effect, such limits shall take precedence.

9 Physical and Chemical Properties

Physical Data
Appearance .............. Clear Dark Amber
Form ....................... Liquid
Odor ...................... Toluene
Specific Gravity .......... 0.92 @ 60/60°F (16/16°C)
Density ..................... 7.7 lbs./gal @ 60°F (16°C)
Solubility In water .......... Slight
Boiling Point ............. IBP 90°C (194°F) @ 760 mm Hg
Evaporation Rate ......... >1 (Butyl Acetate = 1)

10 Stability and Reactivity

Chemical Stability
Stable at normal temperatures and storage conditions.

Incompatibility
None reasonably foreseeable.

Decomposition
Decomposes with heat. Decomposition products formed: SO₂.

Polymerization
Will not occur.

11 Toxicological Information

Animal Data

Toluene:
Inhalation 4 hour ALC .................................................... 4,000 ppm in rats
Skin absorption LD₅₀ ..................................................... 12,124 mg/kg in rabbits
Oral ALD ............................................................. 5,560 mg/kg in rats
Isopropanol:
Inhalation 4 hours LC50.............................. 16,000 ppm in rats
Skin absorption LD50.............................. 12,900 ml/kg
Oral LD50........................................... 4,700 mg/kg in rats

Heavy Aromatic Naphtha:
Inhalation 6 hour LC50............................ >11.67 mg/L in rats
Skin Absorption LD50............................. >3,160 mg/kg in rabbits

The product is a slight skin irritant in animals. Toluene is a slight skin irritant, is a mild eye irritant, and is not a skin sensitizer in animals. The effects in animals from single exposure include initially an excitatory response followed by various motor decrements, ataxia and loss of consciousness, respiratory changes and cardiac sensitization. Repeated exposures in the range of 10 to 60 times the TLV resulted in hearing loss, anesthetic effects, hypothermia, decreased motor performance, excitement, disorientation, and tremors, and a reversible increase in liver and kidney weights. Longer-term inhalation exposures resulted in decreased body weight, and increased relative liver weights. Exposures resulted in weight loss, lacrimation, and nonspecific changes such as lethargy. A single exposure produced inflammation of lungs, liver and kidneys. Reduced sperm counts have been reported. One published study reports limited data suggesting long-term ingestion of 500 mg/kg of toluene caused increased malignant tumors in rats. Other extensive inhalation studies demonstrated no carcinogenic effects in animals. Acceptable tests in animals for reproductive effects have not been performed. Tests in rats indicate that toluene may have developmental toxicity, as evidenced by reduced litter size, lowered average birth weight of pups, and behavioral changes in newborn pups. This material produced genetic damage in tests in animals and in human lymphocytes. It does not produce heritable genetic damage.

Isopropanol is a mild skin irritant, is a moderate eye irritant, and is untested for animal sensitization. The effects in animals from single exposure by inhalation include decreased activity, anesthesia, and microscopic and morphologic changes of the epithelial cells of the nose and middle ear mucosa. Repeated exposures resulted in narcosis, incoordination, changes in motor activity, and fatty degeneration of the liver. No lung tumors were observed in a long-term inhalation exposure. Single dermal application of a 70% solution showed significant skin absorption. Repeated dermal exposure caused dryness, increased skin tone, slight redness, peeling, and cracked skin, weight changes, and increased lung weights. Long term dermal applications of a 50% solution on the face of rats resulted in no adverse effects. Toxicity described in animals from a single ingestion of near lethal doses include incoordination decreased activity, gastrointestinal tract irritation, changes in the appearance of the stomach, lungs, kidneys, and thymus, and symptoms associated with anesthesia. Repeated administration of approximately 5 g/kg in rats demonstrated no effects on growth of liver weights. Long term administration caused sluggishness, and effects on body weight gain and growth. Dogs administered 1,300 mg/kg exhibited signs of drunkenness. No adequate test reports are available to define carcinogenic hazards. Continued voluntary drinking of 2.5% aqueous isopropanol through two successive generations of rats produced no reproductive effects. Developmental toxicity was observed in animals exposed to isopropanol, but only at maternally toxic dose levels. Isopropanol does not produce genetic damage in bacterial or mammalian cell cultures. Isopropanol did not cause genetic damage in one animal study, but a Russian study reports genetic effects in non-reproductive cells of animals.

Heavy Aromatic Naphtha is a severe skin irritant, is an eye irritant, but is not a skin sensitizer in animals. Repeated Inhalation exposure caused reduced growth rate, respiratory tract irritation, congestion in liver and spleen, changes in blood tests, and equilibrium disturbances. No animal test reports are available to define carcinogenic, mutagenic, developmental or reproductive hazards.
12 Ecological Information

Stadls@ 450:
96 hour LC50, fathead minnow: 12 mg/L.

13 Disposal Considerations

Waste Disposal
Treatment, storage, transportation, and disposal must be in accordance with applicable Federal, State/Provincial and Local regulations. This material may be a RCRA regulated hazardous waste upon disposal due to the ignitability characteristic.

14 Shipping Information

DOT

Proper Shipping Name: Flammable Liquid, n.o.s. (Toluene, Isopropanol)
Hazard Class: 3
I.D. No. (UN/NA): UN 1993
Packing Group: II
Special Information: Flash Point 6°C
Marine Pollutant: No
Reportable Quantity:
Toluene 1000 lbs.
Naphthalene 100 lbs.
DOT Label(s): Flammable Liquid

IMO

Proper Shipping Name: Flammable Liquid, n.o.s. (Toluene, Isopropanol)
Hazard Class: 3
I.D. No. (UN/NA): UN 1993
Packing Group: II
Special Information: Flash Point 6°C
Marine Pollutant: No
IMO Label: Flammable Liquid

Reportable Quantity

Toluene: 1000 lbs.
Naphthalene: 100 lbs.

Shipping Containers

Steel Drums UN1A1/Y/100
15 US Federal Regulations

TSCA Inventory Status .......... Reported / Included

Title III Hazard Classifications Sections 311, 312

Acute .......... Yes
Chronic .......... Yes
Fire .............. Yes
Reactivity ...... No
Pressure ......... No

16 Other Information

NPCA-HMIS Rating

Health.................. 2* (Chronic Health Effects)
Flammability......... 3
Reactivity ............ 0

ADDITIONAL INFORMATION

This product contains trace quantities (<600ppm) of Benzene, a chemical known to the State of California to cause cancer.

Personal Protection rating to be supplied by user depending on use conditions.

The data in this Material Safety Data Sheet relates only to the specific material designated herein and does not relate to use in combination with any other material or in any process.

Responsibility for MSDS: Ann Marie Savini
Innospec Fuel Specialties
Newark, DE 19702
(800) 441-9547 or (302) 451-1362
Good Day,

The following is the Woodward's Oil bid submission for tender TP118001536.

Please do not hesitate to contact me if you have any questions or concerns. We will have a representative attend the opening on Monday.

Best Regards,

Gillian
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<th>ITEM #</th>
<th>DESCRIPTION</th>
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<th>GANDER</th>
<th>DEER LAKE</th>
<th>GOOSE BAY</th>
<th>STEPHENVILLE</th>
<th>ST. ANTHONY</th>
<th>WABUSH</th>
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<td>Air Ambulance</td>
<td>Waterbomber</td>
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<td>$95</td>
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Publication used for Base Price: New York Harbour Platt's Mid-Barge (Nov. average) Jet A1

Company: Woodward's C.I. Address for Invoicing Purposes

Company Representative: Gillian Woodward Please Print: ____________________________

Signature: ____________________________

Phone No: (709) 894-1320 Fax No: (709) 894-5028

---

* IF INCREMENTAL CHARGES ARE APPLICABLE - LIST EACH INCREMENTAL CHARGE SEPARATELY WITH CORRESPONDING BID PRICE.

** IF FEES AND TAXES ARE APPLICABLE - LIST EACH TAX AND/OR FEE SEPARATELY WITH CORRESPONDING BID PRICE.

*** ALL PRICES SHALL BE SHOWN IN CANADIAN DOLLARS PER LITRE.
Shell Canada Products
400 4th Avenue S.W.
Calgary, Alberta, T2P2H5

Attention:
Ms. Wendy Spurrell, Public Procurement Agency
Government of Newfoundland and Labrador

Montreal, December 14, 2018

Dear Ms. Spurrell

Thank you for the opportunity to bid on Government of Newfoundland Tender TP118001536.

Our bid is our confirmation that we can meet all of the mandatory requirements (section 18). Service will be provided by our YYT Dealer, PAL Aero Services ("PAL"). PAL is the landlord of Hangar No. 7 (former Cougar Hangar), which is the location of Government Air Services at St. John’s International Airport, and will use these facilities as necessary to ensure reliable, timely fuel delivery service for air ambulance and water bomber operations.

Please do not hesitate to contact me with any questions.

Kind Regards,

Guillaume DE GREEF
Account Manager – Directeur de Comptes
Shell Aviation - Americas
Tel: +1 514-554-8933
http://www.shell.com/home/content/aviation/
### APPENDIX "A" - PRICING SCHEDULE

<table>
<thead>
<tr>
<th>Description</th>
<th>St. John's</th>
<th>Gander</th>
<th>Deer Lake</th>
<th>Goose Bay</th>
<th>Stephenville</th>
<th>St. Antiony</th>
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**Publication used for base price:** Platts

**Company:** Shell Canada Products

**Company Representative:** Guillaume de Greff

**Address for Invoicing Purposes:**

Shell Canada Products

400 4th Avenue S.W.

Calgary, AB, T2P 2H5

Shell Canada, 5th Floor

- **Incremental Charges are applicable - list each incremental charge separately with corresponding bid price.**
- **Fees and Taxes are applicable - list each tax and/or fee separately with corresponding bid price.**
- **All prices shall be shown in Canadian dollars per litre.**
**AMENDMENT NOTIFICATIONS:**

If you are a **Registered** user interested in being notified of amendments to Tender TP118001536, please enter your Fax Number & Password in the fields below to Login to the system.

Fax Number: [ ] [ ] Password: [ ] [ ]

Not Registered / Update Personal Info - Click Here  
Forgot Your Password? - Click Here

---

To print tender document: **Click here** or Select File and then Print from your browser's menu.

---

**GOVERNMENT OF NEWFOUNDLAND AND LABRADOR**

Public Procurement Agency  
30 Strawberry Marsh Rd.  
St. John's, NL  
A1B 4R4

**COMPANY NAME AND ADDRESS:**

*Shell Canada Products*

---

**Customer NO.** | **Supplier NO.** | **Created Date:** | **Revised / Buyer:**
---|---|---|---

**Payment Terms:** | **Carrier / Shipment:** | **F.O.B.** | **DESTINATION**
---|---|---|---

**Freight:** | **Reply Via:** | **Contact:**
---|---|---

**Issue Date:**  
Wednesday, November 21, 2018

**Closing Date:**  
Friday, December 14, 2018

**Company Official:**  
Guillaume De Cree

**Signature:**  
[Blank]

**Date:**  
Dec. 14 2018

**Delivery Date:**

**Phone:**  
514 554 8933  
514 756 1298

**Facsimile:**

---

**TENDER CLOSING IS 4:00 P.M. UNLESS OTHERWISE STATED IN THIS DOCUMENT**

---

**Individual Standing Offer Agreement - Aviation Jet Fuel, 118001536, WST, WPS**

---

The Department of Transportation and Works is seeking a Standing Offer Agreement to supply Jet A1 Aviation Fuel with anti-icing inhibitors for King Air 350 and CL-415's for various locations throughout the Province of Newfoundland and Labrador.

The Air Services Division operates a fleet of 7 Aircraft. Two Air Ambulance Beech 350s located in St. John's and Goose Bay and five CL-415's which operate for the period of April 1st to September 30th, throughout the province of Newfoundland and Labrador.
Labrador.

PLEASE NOTE: AIR AMBULANCE FUEL PURCHASES:
Supplier must be located in the main terminal ramp area. Successful bidder must be able to supply a pilot lounge area for pilots to watch for the ambulance, do flight planning, etc., and as well the bidder must be able to always escort the road ambulance from the public side of their terminal ramp area to meet the Air Ambulance.

SPECIFICATIONS AND PRICING TABLE:

APPENDIX "A", Pricing Schedule, 1 page, (TP118001536-1.PDF) for the following locations in Newfoundland and Labrador: St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay. Vendors may bid on any or all areas specified. APPENDIX "A" shall be completed in full for the area(s) bid and returned with the tender documents. Failure to do so shall result in the bid being disqualified.

Jet fuel specifications, 22 pages (TP118001536-2.pdf) and 4 pages (TP118001536-3.pdf)

1. ATTACHMENTS
External attachments exist for this Invitation to Tender. If you have not received the attachments described in this document, you may log onto www.ppa.gov.nl.ca or call the Public Procurement Agency at (709) 729-3348.

Failure to fully complete "Pricing Table" may result in bid disqualification.

Vendor may bid on any or all areas but table must be fully completed for the area on which bids are submitted.

2. PURPOSE
This Standing Offer Agreement shall permit the Department of Transportation & Works, Air Services Division to purchase on an "as and when required" basis the items listed at the price quoted.

3. PERIOD
This Standing Offer Agreement shall be in effect from date of issue to October 31, 2020 with an option to extend the agreement by mutual consent of both parties for up to 3 (three) additional twelve (12) month periods under the same pricing, terms and conditions.

4. PURCHASING CARD (P-CARD)
ANY GOVERNMENT DEPARTMENT RESERVES THE RIGHT TO UTILIZE A PROCUREMENT CARD (P-CARD) IN LIEU OF A PURCHASE ORDER FOR ALL OR SELECT ACQUISITIONS. VENDORS SHALL NOT REFUSE NOR CHARGE ADDITIONAL PREMIUMS OR FEES WHEN PROCUREMENT CARDS ARE TENDERED FOR PAYMENT.

5. QUANTITY

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=TP118001536
Quantities and/or Financial Limitations as stated are estimates made in good faith for the period of the Agreement. This Standing Offer Agreement shall be limited to the actual supplies ordered and delivered.

The successful supplier(s) shall maintain adequate stock to cover requirements when requested.

6. FOB DESTINATION

Prices shall be FOB destination into aircraft as per initial bid price.

7. PRICING & TAXES

Vendor hereby certifies that the prices tendered are not in excess of those charged anyone else, including their most favored customer.

Prices are exclusive of HST & GST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice. Our HST number is 107442683.

8. INVOICING

Where a purchase order is issued as a result of this Invitation to Tender, invoice(s) showing purchase order number shall be forwarded to the invoice address as indicated on the purchase order.

It is to be understood that payment of invoices shall be the responsibility of the appropriate consignee, and further understood that the supplier shall hold the Public Procurement Agency harmless respecting any loss, damage, and non-payment resulting from or related to any order placed by the Department with the supplier against any resultant Standing Offer Agreement.

AUTHORIZATION FOR DELIVERY

Consignee shall order any required goods using either a "Blanket Release", "Contract Release" or by P-Card.

9. CANCELLATION

This Standing Offer Agreement shall be subject to cancellation by the Public Procurement Agency with sixty (60) days written notice.

If the successful vendor cancels the contract for any reason, PPA reserves the right to contract with the next lowest bidder meeting the terms and conditions of the original tender call.

10. AMENDMENTS

Written inquiries and requests for clarification shall be accepted up to forty-eight (48) working hours prior to the closing time. Inquiries and requests for clarification received after this date shall not be addressed. Verbal responses shall not be binding on either party.

To ensure consistency and quality in the information provided to bidders, the Public Procurement Agency shall provide, by way of amendment to this tender in the form
of an addendum to all bidders who have registered to receive amendments, any relevant information with respect to the tender inquiries received in writing without revealing the source of those inquiries. Bidders are cautioned that it is their responsibility to ensure that they receive all information relevant to this Invitation to Tender. The Owner shall not be responsible for bidders who fail to inform themselves regarding the scope and nature of the work.

Public Procurement Agency shall publish all amendments to the tendering website at www.ppa.gov.nl.ca. Suppliers may register on the tendering website to receive amendments automatically through email. Suppliers not registered to receive amendments are solely responsible for ensuring they are aware of and have complied with all amendment by tender closing time.

11. INVITATION TO TENDER INFORMATION

The deadline for submissions is December 10, 2018 at 4:00 P.M.

This Invitation to Tender will be publicly opened at:
PUBLIC PROCUREMENT AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

At the time and date indicated on this document.

Invitation to Tender opening at 10:15 a.m. December 11, 2018.

Responses shall be returned to:
GOVERNMENT PURCHASING AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

OR

By fax at (709) 729-5817

Electronic submissions or submissions by e-mail shall not be accepted.

12. GENERAL

Tender documents submitted by facsimile shall be received "in full" at the Public Procurement Agency by the specified closing time. Documents in transmission after the Closing Time shall be considered late tenders.

For further information, please contact Wendy Spurrell by phone (709) 729-6035 or email: wendyspurrell@gov.nl.ca

Disregard tax column on this form.

Unless otherwise stated in the invitation, bids shall remain open to acceptance and are irrevocable for a period of 90 days after the invitation closing date.
Unsigned tenders/RFQ's shall not be considered.

You are required to supply up to date material safety data sheets - applicable to anything regulated under transportation of dangerous goods, or the shipment cannot be accepted.

Prices quoted shall be in Canadian funds.

13. EVALUATION

Standard units of measure have been specified in the invitation to tender. If no change is indicated on your tender, it is understood that you are quoting on the units of measure specified.

Each item shall be considered a separate contract and shall be awarded separately.

14. PUBLIC PROCUREMENT ACT

All Invitations to Tenders are called under the Public Procurement Act.

15. ATLANTIC PROVINCES STANDARD TERMS AND CONDITIONS

The Atlantic Provinces Standard Terms and Conditions apply to this Invitation to Tender and may be obtained from the Public Procurement Agency, or by way of the internet at: www.ppa.gov.nl.ca.

16. ATLANTIC PROCUREMENT AGREEMENT

This procurement opportunity is subject to the provisions of the Canadian Free Trade Agreement and Atlantic Procurement Agreement within the defined thresholds.

17. PRICE ADJUSTMENTS:

Prices shall remain firm until the first working day of the second month following the award of the contract (see below under DATES). Thereafter, prices shall be adjusted by the appropriate Monthly Marker Base Price Adjustment as outlined below. This adjustment schedule shall apply for the term of the contract as per the price adjustment approach referenced in the successful bidder's tender bid.

Monthly price adjustments shall be calculated with Market Base Prices based on a published document of the vendor's choosing. This publication shall be identified by the vendor and be the source of the Marker Base Price for the duration of the contract. Prices must be presented in Canadian dollars per litre, with the vendor completing any currency conversions if necessary. Documentation shall include calculations as well as the source of the conversion rate used to complete the calculations.

The Monthly Marker Base Price Adjustment for the current month shall be calculated by finding the difference between the Monthly Average Marker Base Price for the previous two months in relation to the Current Adjustment Effective Date (for example, for the January 2019 Adjustment Effective Date, calculate the difference between the Monthly Average Marker Base Prices for December 2018 and November 2018 in Canadian Dollars per litre).
Calculations shall be made to four (4) decimal places and the resulting Monthly Marker Base Price Adjustment shall be rounded to the nearest cent per litre. If the Monthly Marker Base Price, rounded to the nearest cent, produces a change, plus or minus, of less than $0.01 per litre, no price adjustment shall be made.

To ensure price adjustments are implemented on the Adjustment Effective Date, the vendor shall submit its Monthly Marker Base Price Adjustment(s) to the Public Procurement Agency with calculation sheets and supporting documentations no later than the corresponding Benchmark Reference Date (listed below) each calendar month for review and verification by the Department of Natural Resources (Energy Branch). No retroactivity in monthly price adjustment shall be accepted for a delay by the vendor in providing the aforementioned information by the Benchmark Reference Date.

Adjustments resulting from the government action, the successful bidder shall request in writing, prior to implementation date, any adjustment resulting from action by any Government Department or Agency having jurisdiction.

DATES:

The initial Implementation Date shall be the date of the contract award and this shall be the date to use the Initial Bid Price as outlined in Appendix "A".

The following dates represent the Benchmark reference Dates and Adjustments Effective Dates under this contract to calculate and implement price adjustments:


EXAMPLE:
- ORIGINAL CONTRACT DATE IS DECEMBER 12, 2018
- FIRST BENCHMARK REFERENCE DATE IS FEBRUARY 1, 2019
- FIRST ADJUSTMENT EFFECTIVE DATE IS FEBRUARY 6, 2019
- SECOND BENCHMARK REFERENCE DATE IS MARCH 1, 2019
- SECOND ADJUSTMENT EFFECTIVE DATE IS MARCH 6, 2019
AND SO ON MONTHLY

THIS SHALL REMAIN IN EFFECT FOR THE DURATION OF THE AGREEMENT AND ANY RENEWALS THEREOF

INITIAL BID PRICE:

The initial bid price for the aviation fuel shall be calculated as follows (as per Appendix A):
1. Initial Average Marker Base Price:
a. For initial Bid Price under this tender, the Initial Average Marker Base Price shall be the monthly average calculated for November 2018 in Canadian dollars.
2. Incremental Charges:
a. Any incremental charges shall be listed separately in Appendix "A"

https://www.ppa.gov.nt.ca/ge/report/TenderGS.asp?conRFO=1P118004536

6/11
18. MANDATORY REQUIREMENTS

18.1 Fuel delivery to all government owned aircraft shall be at a location which allows for the quickest access to the aircraft. This will include all government hangar locations as well as, any location at any airport where parking will permit the safest and most efficient access to road ambulances and support equipment necessary for the flight.

18.2 Supplier shall provide immediate service to the aircraft at the location that permits the fastest response. In all cases, the aircrafts need to be able to be fueled at their base of operation in St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay.

18.3 Gander - Jet Fuel for CL-415 waterbomber operations at Hangar # 21/22 and air ambulance at ramp area in the vicinity of the airport terminal.

18.4 The supplier shall deliver fuel into government aircraft and prices shall reflect this service.

18.5 Metered tickets shall be provided for either bulk or individual refueling at the time of each delivery.

18.6 A charge for call outs after normal working hours may be required. If so, complete APPENDIX "A".

18.7 All products shall conform to appropriate Canadian Government Specifications.

18.8 Anti-icing inhibitors included for all air ambulances at all locations.

19. DIRECT DEPOSIT FOR PAYMENT

WHERE A PURCHASE ORDER IS ISSUED AS A RESULT OF THIS INVITATION TO TENDER, THE METHOD OF PAYMENT TO THE SUCCESSFUL BIDDER/PROPOSAL FOR ANY GOODS OR SERVICES PROVIDED AS A RESULT OF THIS PROCUREMENT OPPORTUNITY WILL BE DIRECT DEPOSIT (OTHER COST EFFECTIVE PAYMENT METHODS MAY BE USED FOR CERTAIN INTERNATIONAL SUPPLIERS WHERE BANKING TECHNOLOGIES PREVENT THE USE OF DIRECT DEPOSIT). THE SUCCESSFUL BIDDER/PROPOSAL SHOULD ENSURE THEY ARE ENROLLED WITH THE PROVINCE TO RECEIVE DIRECT DEPOSIT PAYMENTS. ENROLMENT FORMS CAN BE OBTAINED FROM THE DEPARTMENT OF FINANCE WEB SITE AT: HTTP://WWW.REleases.GOV.NL.CA/RELEASES/2014/Fin/0808N02.ASPX

20. DISCLOSURE OF INFORMATION

THE FINANCIAL VALUE OF A CONTRACT RESULTING FROM THIS PROCUREMENT PROCESS WILL BE PUBLICLY RELEASED AS PART OF THE AWARD NOTIFICATION PROCESS.

https://www.ppa.gov.nl.ca/ga/report/Tender38.asp?conRFQ=TP118001536
THIS PROCUREMENT PROCESS IS SUBJECT TO THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015.

THE BIDDER AGREES THAT ANY SPECIFIC INFORMATION IN ITS BID THAT MAY QUALIFY FOR AN EXEMPTION FROM DISCLOSURE UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015 HAS BEEN IDENTIFIED. IF NO SPECIFIC INFORMATION HAS BEEN IDENTIFIED IT IS ASSUMED THAT, IN THE OPINION OF THE BIDDER, THERE IS NO SPECIFIC INFORMATION THAT QUALIFIES FOR AN EXEMPTION UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015

Line NO. | Item NO./Description | Quantity / UOM | Unit Price | Extended | Tax
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1 | JET A1 WITH ANTI-ICING INHIBITORS, SEE SPECIFICATIONS AND APPENDIX "A" ATTACHED, | 3 LITRE | | | |

AMENDMENTS

Listed below are amendments to this document.

- **AMENDMENT # 1** -- Issued: Wednesday, November 28, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to add attachment:

  ADD:


  NOTE: Figures in Appendix "B" are ESTIMATES ONLY. Purchases will be based on "as and when required basis" as per tender documents.

  All other terms and conditions remain unchanged.

  For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- **AMENDMENT # 2** -- Issued: Friday, December 7, 2018
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to respond to vendor inquiries and extend closing date:
AMENDMENT # 5 -- Issued: Tuesday, December 11, 2018  
RE: TENDER # TP118001536 - AVIATION FUEL

CLOSING: December 14, 2018 @ 4:00 pm  
OPENING: December 17, 2018 @ 10:15 am

Amendment issued to respond to vendor inquiry regarding delivery.

QUESTION/RESPONSE

Q1. Please provide the breakdown of the 300,000 estimated fuel volume at St. John's between:
   - Waterbomber operations  
   - Air Ambulance daytime  
   - Air Ambulance after hours call-out (specify after hours times)

A1. Estimates:
   - Waterbomber around 50,000
   - Air Ambulance 250,000

As for day and night, majority would be daytime and after hours would be less. To estimate that is next to impossible.

All other terms and conditions remain unchanged.

For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

ONLINE -- EXTERNAL ATTACHMENTS

Please Note: Listed below are the external attachments available for online viewing.

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 Public Procurement Agency at 709-729-3348 to obtain a copy for bidding purposes.

- TP118001536-1.pdf (File Size: 192 K)
- TP118001536-2.pdf (File Size: 94 K)
- TP118001536-3.pdf (File Size: 205 K)
- TP118001536-4.pdf (File Size: 404 K)
- TP118001536-5.pdf (File Size: 410 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.ppa.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.

https://www.ppa.gov.nl.ca/qs/report/TenderGS.asp?conRFQ=TP118001536
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
Shell Canada Products  
400 4th Avenue S.W.  
Calgary, Alberta, T2P2H5

Attention:  
Ms. Wendy Spurrell, Public Procurement Agency  
Government of Newfoundland and Labrador

Montreal, December 14, 2018

Dear Ms. Spurrell

Thank you for the opportunity to bid on Government of Newfoundland Tender TP118001536.

Our bid is our confirmation that we can meet all of the mandatory requirements (section 18). Service will be provided by our YYT Dealer, PAL Aero Services (“PAL”). PAL is the landlord of Hangar No. 7 (former Cougar Hangar), which is the location of Government Air Services at St. John’s International Airport, and will use these facilities as necessary to ensure reliable, timely fuel delivery service for air ambulance and waterbomber operations.

Please do not hesitate to contact me with if any questions.

Kind Regards,

Guillaume DE GREEF

Account Manager – Directeur de Comptes

Shell Aviation - Americas

Tel: +1 514-554-8933

http://www.shell.com/home/content/aviation/
### APPENDIX "A" - PRICING SCHEDULE

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<th>Goose Bay</th>
<th>Stephenville</th>
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<td>- Differential per L including info-plan</td>
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<tr>
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**Publication used for Base Price:** Platts

**Company:** SHELL CANADA PRODUCTS

**Company Representative:** GUILLAUME DE GREFF

**Nature:**

**Phone No.:** 714-554-8933 **Fax No.:** 714-356-1298

**Address for Invoicing Purposes:**

SHELL CANADA PRODUCTS
400 4th Avenue S.W.
Casino AB, T2P 2H5
Shell Centre, 5th Floor

* Incremental charges are applicable - list each incremental charge separately with corresponding bid price.

** Fees and taxes are applicable - list each tax and/or fee separately with corresponding bid price.

"All prices shall be shown in Canadian dollars per litre."
AMENDMENT NOTIFICATIONS:
If you are a Registered user interested in being notified of amendments to Tender TP118001536, please enter your Fax Number & Password in the fields below to Login to the system.

Fax Number:  
Password:  

Not Registered / Update Personal Info - Click Here  
Forgot Your Password? - Click Here

To print tender document: Click here or Select File and then Print from your browser's menu

---

**GOVERNMENT OF NEWFOUNDLAND AND LABRADOR**

Public Procurement Agency
30 Strawberry Marsh Rd.
St. John's, NL
A1B 4R4

**COMPANY NAME AND ADDRESS:**

SHELL CANADA PRODUCTS

---

**Customer NO.**  Supplier NO.  Created Date.  Revised / Buyer:  
Spurrell, Wendy

**Payment Terms:**  Carrier / Shipment:  
F.O.R.

**Freight:**  Reply Via:  
Contact

**Issue Date:**  Closing Date:  
Wednesday, November 21, 2018  Friday, December 14, 2018

**Company Official**  
Signature:  
Phone:  514 554 8533  
Fax/Cell:  514 556 1298  
Date:  Dec. 14 2018

TENDER CLOSING IS 4:00 P.M. UNLESS OTHERWISE STATED IN THIS DOCUMENT

---

Individual Standing Offer Agreement - Aviation Jet Fuel, 118001536, WST, WPS

**********

The Department of Transportation and Works is seeking a Standing Offer Agreement to supply Jet A1 Aviation Fuel with anti-icing inhibitors for King Air 350 and CL-415’s for various locations throughout the Province of Newfoundland and Labrador.

The Air Services Division operates a fleet of 7 Aircraft. Two Air Ambulance Beech 350’s located in St. John’s and Goose Bay and five CL-415’s which operate for the period of April 1st to September 30th, throughout the province of Newfoundland and Labrador.  

---

https://www.pda.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=TP118001536
Labrador.

PLEASE NOTE: AIR AMBULANCE FUEL PURCHASES:
Supplier must be located in the main terminal ramp area. Successfull bidder must be able to supply a pilot lounge area for pilots to watch for the ambulance, do flight planning, etc., and as well the bidder must be able to always escort the road ambulance from the public side of their terminal ramp area to meet the Air Ambulance.

SPECIFICATIONS AND PRICING TABLE:

APPENDIX "A", Pricing Schedule, 1 page, (TP118001536-1.PDF) for the following locations in Newfoundland and Labrador: St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay. Vendors may bid on any or all areas specified. APPENDIX "A" shall be completed in full for the area(s) bid and returned with the tender documents. Failure to do so shall result in the bid being disqualified.

Jet fuel specifications, 22 pages (TP118001536-2.pdf) and 4 pages (TP118001536-3.pdf)

1. ATTACHMENTS
External attachments exist for this Invitation to Tender. If you have not received the attachments described in this document, you may log onto www.ppa.gov.nl.ca or call the Public Procurement Agency at (709) 729-3348.

Failure to fully complete "Pricing Table" may result in bid disqualification.

Vendor may bid on any or all areas but table must be fully completed for the area on which bids are submitted.

2. PURPOSE
This Standing Offer Agreement shall permit the Department of Transportation & Works, Air Services Division to purchase on an "as and when required" basis the items listed at the price quoted.

3. PERIOD
This Standing Offer Agreement shall be in effect from date of issue to October 31, 2020 with an option to extend the agreement by mutual consent of both parties for up to 3 (three) additional twelve (12) month periods under the same pricing, terms and conditions.

4. PURCHASING CARD (P-CARD)
ANY GOVERNMENT DEPARTMENT RESERVES THE RIGHT TO UTILIZE A PROCUREMENT CARD (P-CARD) IN LIEU OF A PURCHASE ORDER FOR ALL OR SELECT ACQUISITIONS. VENDORS SHALL NOT REFUSE NOR CHARGE ADDITIONAL PREMIUMS OR FEES WHEN PROCUREMENT CARDS ARE TENDERED FOR PAYMENT

5. QUANTITY
Quantities and/or Financial Limitations as stated are estimates made in good faith for the period of the Agreement. This Standing Offer Agreement shall be limited to the actual supplies ordered and delivered.

The successful supplier(s) shall maintain adequate stock to cover requirements when requested.

6. FOB DESTINATION

Prices shall be FOB destination into aircraft as per initial bid price.

7. PRICING & TAXES

Vendor hereby certifies that the prices tendered are not in excess of those charged anyone else, including their most favored customer.

Prices are exclusive of HST & GST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice. Our HST number is 107442683.

8. INVOICING

Where a purchase order is issued as a result of this Invitation to Tender, invoice(s) showing purchase order number shall be forwarded to the invoice address as indicated on the purchase order.

It is to be understood that payment of invoices shall be the responsibility of the appropriate consignee, and further understood that the supplier shall hold the Public Procurement Agency harmless respecting any loss, damage, and non-payment resulting from or related to any order placed by the Department with the supplier against any resultant Standing Offer Agreement.

AUTHORIZATION FOR DELIVERY

Consignee shall order any required goods using either a "Blanket Release", "Contract Release" or by P-Card.

9. CANCELLATION

This Standing Offer Agreement shall be subject to cancellation by the Public Procurement Agency with sixty (60) days written notice.

If the successful vendor cancels the contract for any reason, PPA reserves the right to contract with the next lowest bidder meeting the terms and conditions of the original tender call.

10. AMENDMENTS

Written inquiries and requests for clarification shall be accepted up to forty-eight (48) working hours prior to the closing time. Inquiries and requests for clarification received after this date shall not be addressed. Verbal responses shall not be binding on either party.

To ensure consistency and quality in the information provided to bidders, the Public Procurement Agency shall provide, by way of amendment to this tender in the form
of an addendum to all bidders who have registered to receive amendments, any relevant information with respect to the tender inquiries received in writing without revealing the source of those inquiries. Bidders are cautioned that it is their responsibility to ensure that they receive all information relevant to this Invitation to Tender. The Owner shall not be responsible for bidders who fail to inform themselves regarding the scope and nature of the work.

Public Procurement Agency shall publish all amendments to the tendering website at www.ppa.gov.nl.ca. Suppliers may register on the tendering website to receive amendments automatically through email. Suppliers not registered to receive amendments are solely responsible for ensuring they are aware of and have complied with all amendment by tender closing time.

11. INVITATION TO TENDER INFORMATION

The deadline for submissions is December 10, 2018 at 4:00 P.M.

This Invitation to Tender will be publicly opened at:
PUBLIC PROCUREMENT AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

At the time and date indicated on this document.

Invitation to Tender opening at 10:15 a.m. December 11, 2018.

Responses shall be returned to:

GOVERNMENT PURCHASING AGENCY
30 STRAWBERRY MARSH ROAD
ST. JOHN'S, NEWFOUNDLAND
CANADA A1B 4R4

OR

By fax at (709) 729-5817

Electronic submissions or submissions by e-mail shall not be accepted.

12. GENERAL

Tender documents submitted by facsimile shall be received "in full" at the Public Procurement Agency by the specified closing time. Documents in transmission after the Closing Time shall be considered late tenders.

For further information, please contact Wendy Spurrell by phone (709) 729-6035 or email: wendyspurrell@gov.nl.ca

Disregard tax column on this form.

Unless otherwise stated in the invitation, bids shall remain open to acceptance and are irrevocable for a period of 90 days after the invitation closing date.
Unsigned tenders/RFQ's shall not be considered.

You are required to supply up to date material safety data sheets - applicable to anything regulated under transportation of dangerous goods, or the shipment cannot be accepted.

Prices quoted shall be in Canadian funds.

13. EVALUATION

Standard units of measure have been specified in the invitation to tender. If no change is indicated on your tender, it is understood that you are quoting on the units of measure specified.

Each item shall be considered a separate contract and shall be awarded separately.

14. PUBLIC PROCUREMENT ACT

All Invitations to Tenders are called under the Public Procurement Act.

15. ATLANTIC PROVINCES STANDARD TERMS AND CONDITIONS

The Atlantic Provinces Standard Terms and Conditions apply to this Invitation to Tender and may be obtained from the Public Procurement Agency, or by way of the internet at: www.ppa.gov.nl.ca.

16. ATLANTIC PROCUREMENT AGREEMENT

This procurement opportunity is subject to the provisions of the Canadian Free Trade Agreement and Atlantic Procurement Agreement within the defined thresholds.

17. PRICE ADJUSTMENTS:

Prices shall remain firm until the first working day of the second month following the award of the contract (see below under DATES). Thereafter, prices shall be adjusted by the appropriate Monthly Marker Base Price Adjustment as outlined below. This adjustment schedule shall apply for the term of the contract as per the price adjustment approach referenced in the successful bidder's tender bid.

Monthly price adjustments shall be calculated with Market Base Prices based on a published document of the vendor's choosing. This publication shall be identified by the vendor and be the source of the Marker Base Price for the duration of the contract. Prices must be presented in Canadian dollars per litre, with the vendor completing any currency conversions if necessary. Documentation shall include calculations as well as the source of the conversion rate used to complete the calculations.

The Monthly Marker Base Price Adjustment for the current month shall be calculated by finding the difference between the Monthly Average Marker Base Price for the previous two months in relation to the Current Adjustment Effective Date (for example, for the January 2019 Adjustment Effective Date, calculate the difference between the Monthly Average Marker Base Prices for December 2018 and November 2018 in Canadian Dollars per litre).
Calculations shall be made to four (4) decimal places and the resulting Monthly Marker Base Price Adjustment shall be rounded to the nearest cent per litre. If the Monthly Marker Base Price, rounded to the nearest cent, produces a change, plus or minus, of less than $0.01 per litre, no price adjustment shall be made.

To ensure price adjustments are implemented on the Adjustment Effective Date, the vendor shall submit its Monthly Marker Base Price Adjustment(s) to the Public Procurement Agency with calculation sheets and supporting documentations no later than the corresponding Benchmark Reference Date (listed below) each calendar month for review and verification by the Department of Natural Resources (Energy Branch). No retroactivity in monthly price adjustment shall be accepted for a delay by the vendor in providing the aforementioned information by the Benchmark Reference Date.

Adjustments resulting from the government action, the successful bidder shall request in writing, prior to implementation date, any adjustment resulting from action by any Government Department or Agency having jurisdiction.

DATES:

The initial Implementation Date shall be the date of the contract award and this shall be the date to use the Initial Bid Price as outlined in Appendix "A".

The following dates represent the Benchmark reference Dates and Adjustments Effective Dates under this contract to calculate and implement price adjustments:


EXAMPLE:
- ORIGINAL CONTRACT DATE IS DECEMBER 12, 2018
- FIRST BENCHMARK REFERENCE DATE IS FEBRUARY 1, 2019
- FIRST ADJUSTMENT EFFECTIVE DATE IS FEBRUARY 6, 2019
- SECOND BENCHMARK REFERENCE DATE IS MARCH 1, 2019
- SECOND ADJUSTMENT EFFECTIVE DATE IS MARCH 6, 2019
AND SO ON MONTHLY

THIS SHALL REMAIN IN EFFECT FOR THE DURATION OF THE AGREEMENT AND ANY RENEWALS THEREOF

INITIAL BID PRICE:

The initial bid price for the aviation fuel shall be calculated as follows (as per Appendix A):
1. Initial Average Marker Base Price:
   a. For initial Bid Price under this tender, the Initial Average Marker Base Price shall be the monthly average calculated for November 2018 in Canadian dollars.
2. Incremental Charges:
   a. Any incremental charges shall be listed separately in Appendix "A"
18. MANDATORY REQUIREMENTS

18.1 Fuel delivery to all government owned aircraft shall be at a location which allows for the quickest access to the aircraft. This will include all government hangar locations as well as, any location at any airport where parking will permit the safest and most efficient access to road ambulances and support equipment necessary for the flight.

18.2 Supplier shall provide immediate service to the aircraft at the location that permits the fastest response. In all cases, the aircraft need to be able to be fueled at their base of operation in St. John's, Gander, Deer Lake, Stephenville, St. Anthony, Wabush and Goose Bay.

18.3 Gander - Jet Fuel for CL-415 waterbomber operations at Hangar # 21/22 and air ambulance at ramp area in the vicinity of the airport terminal.

18.4 The supplier shall deliver fuel into government aircraft and prices shall reflect this service.

18.5 Metered tickets shall be provided for either bulk or individual refueling at the time of each delivery.

18.6 A charge for call outs after normal working hours may be required. If so, complete APPENDIX "A".

18.7 All products shall conform to appropriate Canadian Government Specifications.

18.8 Anti-icing inhibitors included for all air ambulances at all locations.

19. DIRECT DEPOSIT FOR PAYMENT

WHERE A PURCHASE ORDER IS ISSUED AS A RESULT OF THIS INVITATION TO TENDER, THE METHOD OF PAYMENT TO THE SUCCESSFUL BIDDER/PROPOSAL FOR ANY GOODS OR SERVICES PROVIDED AS A RESULT OF THIS PROCUREMENT OPPORTUNITY WILL BE DIRECT DEPOSIT (OTHER COST EFFECTIVE PAYMENT METHODS MAY BE USED FOR CERTAIN INTERNATIONAL SUPPLIERS WHERE BANKING TECHNOLOGIES PREVENT THE USE OF DIRECT DEPOSIT). THE SUCCESSFUL BIDDER/PROPOSAL SHOULD ENSURE THEY ARE ENROLLED WITH THE PROVINCE TO RECEIVE DIRECT DEPOSIT PAYMENTS. ENROLMENT FORMS CAN BE OBTAINED FROM THE DEPARTMENT OF FINANCE WEB SITE AT: HTTP://WWW.RELEASES.GOV.NL.CA/RELEASES/2014/FIN/0808N02.ASPX

20. DISCLOSURE OF INFORMATION

THE FINANCIAL VALUE OF A CONTRACT RESULTING FROM THIS PROCUREMENT PROCESS WILL BE PUBLICLY RELEASED AS PART OF THE AWARD NOTIFICATION PROCESS.

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=TP118001536
THIS PROCUREMENT PROCESS IS SUBJECT TO THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015.

THE BIDDER AGREES THAT ANY SPECIFIC INFORMATION IN ITS BID THAT MAY QUALIFY FOR AN EXEMPTION FROM DISCLOSURE UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015 HAS BEEN IDENTIFIED. IF NO SPECIFIC INFORMATION HAS BEEN IDENTIFIED IT IS ASSUMED THAT, IN THE OPINION OF THE BIDDER, THERE IS NO SPECIFIC INFORMATION THAT QUALIFIES FOR AN EXEMPTION UNDER SUBSECTION 39(1) OF THE ACCESS TO INFORMATION AND PROTECTION OF PRIVACY ACT, 2015

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AMENDMENTS

Listed below are amendments to this document.

- **AMENDMENT #1** -- Issued: Wednesday, November 28, 2018  
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm  
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to add attachment:

  ADD:


  NOTE: Figures in Appendix "B" are ESTIMATES ONLY. Purchases will be based on "as and when required basis" as per tender documents.

  All other terms and conditions remain unchanged.

  For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

- **AMENDMENT #2** -- Issued: Friday, December 7, 2018  
  RE: TENDER # TP118001536 - AVIATION FUEL

  CLOSING: December 10, 2018 @ 4:00 pm  
  OPENING: December 11, 2018 @ 10:15 am

  Amendment issued to respond to vendor inquiries and extend closing date.
AMENDMENT # 5 -- Issued: Tuesday, December 11, 2018
RE: TENDER # TP118001536 - AVIATION FUEL

CLOSING: December 14, 2018 @ 4:00 pm
OPENING: December 17, 2018 @ 10:15 am

Amendment issued to respond to vendor inquiry regarding delivery.

QUESTION/RESPONSE

Q1. Please provide the breakdown of the 300,000 estimated fuel volume at St. John's between:
- Waterbomber operations
- Air Ambulance daytime
- Air Ambulance after hours call-out (specify after hours times)

A1. Estimates:
- Waterbomber around 50,000
- Air Ambulance 250,000
As for day and night, majority would be daytime and after hours would be less. To estimate that is next to impossible.

All other terms and conditions remain unchanged.

For further information, please contact Wendy Spurrell at (709) 729-6035 or e-mail: wendyspurrell@gov.nl.ca

ONLINE -- EXTERNAL ATTACHMENTS

Please Note: Listed below are the external attachments available for online viewing.
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 Public Procurement Agency at 709-728-3348 to obtain a copy for bidding purposes.

- TP118001536-1.pdf (File Size: 192 K)
- TP118001536-2.pdf (File Size: 94 K)
- TP118001536-3.pdf (File Size: 205 K)
- TP118001536-4.pdf (File Size: 404 K)
- TP118001536-5.pdf (File Size: 410 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.ppa.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.

https://www.ppa.gov.nl.ca/ps/report/TenderGS.asp?conRFQ=TP118001536
Potential copyright material

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

Locations are still the same:

St. John's
Gander
Deer Lake
Goose Bay
Stephenville
St. Anthony
Wabush

Response to Question

1: The tender is still for 7 aircraft? **CORRECT**
   - 2 air ambulances Beech 350’s located in St. John’s and Goose Bay?
   - 5 CL-415’s which operate for the period of April 1 to September 30th throughout the province of Newfoundland and Labrador?

In regards to questions 2 and 3 I cannot answer them. Never been asked these questions before. It is my opinion these are PPA questions. I would suggest that you contact other buyers who have dealt with this tender in the past. Sonia Blanks would be a good contact. She have some insight for you.

I would suggest that any questions regarding the tender be referred to Johnny Letto, Director of Air Services for clarification.

Have a great day.

Wendy King
Clerk IV, Air Services
Dept. Transportation and Works
709-256-1017
Fax 709-256-1110
wendyking@gov.nl.ca
Also Wendy can you verify the locations for the Aviation Fuel?

Are they still:

St. John’s
Gander
Deer Lake
Goose Bay
Stephenville
St. Anthony
Wabush

Hi Wendy,

The tender for Aviation Fuel has fallen back in my lap and I am going to work on this over the next couple of days to get this tender posted.

I just want to confirm a few things with you:

1.
   ➢ The tender is still for 7 aircraft?
      • 2 air ambulances Beech 350’s located in St. John’s and Goose Bay?
5 CL-415's which operate for the period of April 1 to September 30th throughout the province of Newfoundland and Labrador?

2.

In the tender documents:
Under **PRICING AND TAXES**, there is a clause:

"Prices are exclusive of HST & GST. Applicable taxes shall be applied at the invoicing stage and are to be listed separately on each purchase invoice. Our HST number is 107442683"

Tax Status:
- Retail Sales Tax Exempt – 80212-1
- Goods and Service Tax Exempt – 107442683

My question on the above is: if there is a tax status exemption clause there (in red), then why do we need the clause that is above it (in green)?

3.

In the documents under **Cancellation**:

"if the successful vendor cancels the contract for any reason, PPA reserves the right to contract with the next lowest bidder meeting the terms and conditions of the original tender call"

If we are doing a “order of call” then we don’t need this clause in there. Every “compliant” bidder will receive a PO and will be on an order of call. When the commodity is required, call the first vendor on the list and if they cannot accommodate, then move on to the next compliant bidder.

**WENDY SPURRELL | Procurement Officer III**

Public Procurement Agency
30 Strawberry Marsh Road
St. John's, NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca
Blanks, Sonia

From: Letto, John
Sent: Wednesday, November 21, 2018 2:21 PM
To: King, Wendy; Spurrell, Wendy P.
Subject: RE: Aviation Fuel Tender

Hi Wendy,

Jet B is not used anymore in our operation and can be removed.

Question, can we also include their charge rate’s for parking as well and ground power, what we have seen lately is the parking fees increase dramatically, currently wood wards has the fuel tender in gander for example, they may have the lowest fuel price per liter but they charge the highest parking fee?

Thanks,

Johnny Letto
Chief Pilot
NL Government Air Services
Tel: (709) 256-1074
Cel: (709) 424-7882

From: King, Wendy
Sent: Wednesday, November 21, 2018 2:16 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Letto, John <JohnLettogov.nl.ca>
Subject: RE: Aviation Fuel Tender
Importance: High

Hi Wendy,

Both fuel types have always been indicated on the requisitions. However, not sure if Jet B is still used that’s why it may have been omitted.

Johnny, could you please provide input on fuel types for Wendy,

Thanks

Wendy King
Clerk IV. Air Services
Dept. Transportation and Works
From: Spurrell, Wendy P.
Sent: Wednesday, November 21, 2018 2:00 PM
To: King, Wendy
Subject: Aviation Fuel Tender

Hi Wendy,

I am just putting the final touches on the tender to have posted either today or tomorrow finally.

In the body of the Oracle requisition, it says Jet A1 and Jet B with anti-icing inhibitors. Are we adding Jet B, because it wasn’t on the last tender on the pricing schedule?

Please advise

This is what was sent in on the Oracle requisition:

Preparer: King, Wendy
Approver: Regis-Gaye
Currency: CAD

Tender for the Purchase of Aviation Jet Fuel for the Province of Newfoundland and Labrador through the service and
Laboratory Procurement Branch. 15/16-24

Tender for the Purchase of Aviation Jet Fuel for the Province of Newfoundland and Labrador through the service and
Laboratory Procurement Branch. 15/16-24. Please refer to the previous tender for a list of tenders and procedures.

An official standing offer for Jet A1 and Jet B with anti-icing inhibitors meeting Spec. Please see attachment for King Air 350 and
C-141B with separate location within the Province of Newfoundland and Labrador.

The Air Ambulance, based in a fleet of 7 Aircraft. Two Air Ambulance Beech 190s located in St. John’s and Goose Bay
and 5 C-41s is located within the period of April 1 to September 30. Through the Province and Labrador

Jet Fuel is required at the following locations:

Gander
St. John’s
Goose Bay

PLEASE NOTE: All Ambulance FUEL Purchases. Supplier must be located in the main terminal ramp area. Successful bidder
must be able to supply a rapid Have for pilots to land for the ambulance and flight planning etc., and as well the holder must be
able to quickly access the road ambulance from the public side of the terminal ramp area meet the 4/1 Ambulance

If further information is required regarding our tender request, please contact Ben Farrell, Director of Air Services
709-729-6035 benf@nlgov.com

WENDY SPURRELL  |  Procurement Officer III

Public Procurement Agency
198 St. John’s Road
Newfoundland and Labrador

(709) 729-6035  |  wendyspurrell@gov.nl.ca
Blanks, Sonia

From: Letto, John
Sent: Wednesday, November 21, 2018 2:59 PM
To: Spurrell, Wendy P.; King, Wendy
Subject: RE: Aviation Fuel Tender

No Problem, Yes this must be included, there is a few spelling mistakes should be area after pilots lounge and should be for pilots to watch not pilots to was

Thanks

From: Spurrell, Wendy P.
Sent: Wednesday, November 21, 2018 2:55 PM
To: King, Wendy <wendyking@gov.nl.ca>
Cc: Letto, John <JohnLetto@gov.nl.ca>
Subject: RE: Aviation Fuel Tender

Wendy or John,

Sorry for bombarding you with questions. On the Oracle requisition there is a note (see below), does this have to be included on the tender as well?

PLEASE NOTE: Air Ambulance FUEL Purchases: Supplier must be located in the main terminal ramp area. Success must be able to supply a pilot lounge area for pilots to was for the ambulance, do flight planning etc. and as well the bidder to always escort the road ambulance from the public side to their terminal ramp area meet the Air Ambulance

Please advise.

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador

From: King, Wendy
Sent: Wednesday, November 21, 2018 2:16 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Hi Wendy,

Both fuel types have always been indicated on the requisitions. However, not sure if Jet B is still used that's why it may have been omitted.

Johnny, could you please provide input on fuel types for Wendy,

Thanks

Wendy King
Clerk IV, Air Services
Dept. Transportation and Works
709-256-1017
Fax 709-256-1110
wendyking@gov.nl.ca

From: Spurrell, Wendy P.
Sent: Wednesday, November 21, 2018 2:00 PM
To: King, Wendy
Subject: Aviation Fuel Tender

Hi Wendy,

I am just putting the final touches on the tender to have posted either today or tomorrow finally.

In the body of the Oracle requisition, it says Jet A1 and Jet B with anti-icing inhibitors?

Are we adding JET B, because it wasn't on the last tender on the pricing schedule?

Please advise

This is what was sent in on the Oracle requisition:
Tender for the Purchase of Aircraft services for the Province of Newfoundland and Labrador Fleet throughout the province and Labrador

Prepared by: Wendy
Approve: Roger Jones, GSA
Dated: 10/20/14

The tender for the Purchase of Aircraft services for the Province of Newfoundland and Labrador Fleet throughout the province and Labrador.

Please see attached for Bids.

The Air Services Division operates a fleet of aircraft. The Air Division's Beechcraft 350 located in St. John's, and Goose Bay and Fogo Island, which operate for the period of April 1 to September 30, Though out the province and Labrador.

with the following equipment:

- Beechcraft 350
  - Engines
  - Seats

Please provide your bid for the services outlined above.

WENDY SPURRELL | Public Procurement Agency
(709) 729-6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador CANADA
Wendy,

See email below. Shell is looking for an **extension on the tender** to get the bid prepared. However, he also advised he is going out of town. I am not sure we can extend a tender to accommodate a vendor going on vacation! Shell is still inquiring about estimated usage. I spoke to Mike and he advised that Air Services would be the only one to provide this information. On the last tender there was a table for estimated usage for each region, so I am guessing the department supplied the information required.

The information can be found on the invoices. I’m not sure how your records are kept but if you have invoices for 2017 for all regions and air craft you can forward to me and I will figure out the estimated usage. This has to be completed as soon as possible.

Thanks,
Wendy

**WENDY SPURRELL** | **Procurement Officer III**

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

Hi Wendy

One more question for you and your team if I may: would it possible to extend the response deadline by a week? We’re taking a real serious look at this tender and are talking with our agents about it (3 sites: YAY, YJT, YYT). That would also give your team a chance to provide volumes and – I suppose – make that available to all potential bidders via an
amendment (typical process for Government tenders). Also, I’ll be away for a week starting this Thursday and want to make sure my colleagues don’t have to scramble to handle this while I’m away. Kindly advise if an extension would be agreeable to you?

Thanks and have a great day,
Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:55 PM
To: Degreiff, Guillaume SCAN-DIA/73 <Guillaume.Degreiff@shell.com>
Subject: RE: MERX Tender

Gui

I have sent your request to the dept to review.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

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Sent: Monday, November 26, 2018 2:21 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Yes if available?
Thx

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:50 PM
To: Degreiff, Guillaume SCAN-DIA/73 <Guillaume.Degreiff@shell.com>
Subject: RE: MERX Tender

Are you talking about estimated fuel usage?

WENDY SPURRELL | Procurement Officer III
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Sent: Monday, November 26, 2018 2:18 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
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Subject: RE: MERX Tender

These are correct. It just shows that additives that are in the fuel

WENDY SPURRELL | Procurement Officer Ill

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30 Strawberry Marsh Road
St. John’s, NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca
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Thanks a mil, I love technology on Mondays 😊
Gui
PRATT & WHITNEY CANADA
MAINTENANCE MANUAL
MANUAL PART NO. 3034538

TABLE 11, Anti-microbial Organisms Additiv

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<th>Additive (Trade Name)</th>
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<tr>
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8 Other Additives.

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This additive is used by local airport autho
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TABLE 12, Leak Check Additive

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<tr>
<td>Tracer A (Sulfur Hexafluoride, SF6)</td>
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E. Acceptable Fuels (Unrestricted Use)

(1) Fuels listed in Table 13 comply with P&WC specification unrestricted use in PW100 engines.

NOTE: 1. Unless otherwise specified, the latest issue of

NOTE: 2. An acceptable fuel or any mixture of acceptat

TABLE 13, Approved Fuels

<table>
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<tr>
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<th>KEROSENE TYPE</th>
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<td>ASTM (D1655)</td>
<td>Jet A</td>
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No this is not a mistake. I have enclosed a copy of the tender. You can get a tender copy from PPA anytime without going through MERX. Below is the link to click on and get the copy of the tender.

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The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table

WENDY SPURRELL  |  Procurement Officer III
Public Procurement Agency

(709) 729 6035  |  wendyspurrell@gov.nl.ca

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 1:23 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com
Subject: MERX Tender

Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,
Gui

Kind Regards:

Guillaume DE GREEF
Account Manager – Directeur de Comptes
Hi Wendy,

Attached is an estimated usage, as this is an emergency service there is no guarantee on what the usage will be these are estimates only.

Thanks
Johnny

---

From: King, Wendy <wendyking@gov.nl.ca>
Sent: Wednesday, November 28, 2018 9:06 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Letto, John <JohnLetto@gov.nl.ca>
Subject: RE: MERX Tender

Hi Wendy,

Johnny is in the process of getting the estimated # of litre per location for you.

Wendy King
Clerk IV, Air Services
Dept. Transportation and Works
709-256-1017
Fax 709-256-1110
wendyking@gov.nl.ca

---

From: Spurrell, Wendy P.
Sent: Wednesday, November 28, 2018 9:03 AM
To: King, Wendy
Subject: RE: MERX Tender

Wendy,

You don’t have to print them just forward to me

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca
Hi Johnny,

Please respond regarding extension.

Hi Wendy,

There is over 200 invoices for Woodwards to print and pull to get the information for 2017-2018, and there is 117 invoices to print and pull to get the information you require. It has to be sorted through. Not sure how long this will take. Please let me know what you want me to do.

Wendy King
Clerk IV, Air Services
Dept. Transportation and Works
709-256-1017
Fax 709-256-1110
wendyking@gov.nl.ca

From: Spurrell, Wendy P.
Sent: Tuesday, November 27, 2018 11:47 AM
To: King, Wendy
Subject: FW: MERX Tender

Wendy.

See email below. Shell is looking for an extension on the tender to get the bid prepared. However, he also advised he is going out of town. I am not sure we can extend a tender to accommodate a vendor going on vacation! Shell is still inquiring about estimated usage. I spoke to Mike and he advised that Air Services would be the only one to provide this information. On the last tender there was a table for estimated usage for each region, so I am guessing the department supplied the information required.

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Sent: Tuesday, November 27, 2018 11:25 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com; Brent.McKenzie@shell.com
Subject: RE: MERX Tender

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Sent: Monday, November 26, 2018 12:55 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

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Yes if available?
Thx

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Sent: Monday, November 26, 2018 12:50 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

Are you talking about estimated fuel usage?

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

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These are correct. It just shows that additives that are in the fuel.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
Strathallan Building
Corner of Water and Rideau Streets
St. John’s, NL A1C 5G2

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:05 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

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WENDY SPURRELL | Procurement Officer II
Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador
Canada

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Thanks a lot and have a great day,
Gui

Kind Regards,

Guillaume DE GREEF
Account Manager – Directeur de Comptes
From: Letto, John  
Sent: Wednesday, November 28, 2018 3:43 PM  
To: King, Wendy  
Cc: Spurrell, Wendy P.  
Subject: RE: MERX Tender

Where they are located is not consider to be the main terminal ramp area as the requirement in the Tender.

From: King, Wendy <wendyking@gov.nl.ca>  
Sent: Wednesday, November 28, 2018 3:14 PM  
To: Letto, John <JohnLetto@gov.nl.ca>  
Cc: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>  
Subject: FW: MERX Tender

Johnny,

Please respond to question from Shell.

Wendy King  
Clerk IV, Air Services  
Dept. Transportation and Works  
709-256-1017  
Fax 709-256-1110  
wendyking@gov.nl.ca

From: Spurrell, Wendy P.  
Sent: Wednesday, November 28, 2018 3:11 PM  
To: King, Wendy  
Subject: FW: MERX Tender

Hi Wendy,

Please see attached question from same vendor – Shell.

Wendy

WENDY SPURRELL | Procurement Officer III  
Public Procurement Agency  
71/1100 White Horse Road  
St. John's, NL  
(709) 729-6035 | wendyspurrell@gov.nl.ca
From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
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To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com; Andrew.Smemanis@shell.com
Subject: RE: MERX Tender

Thanks Wendy and just saw the amendment re: volumes, thanks for that. So St. John’s is quoted at 300,000 L. Could we double check something with your team with regards to Operations: our agent in YYT is PAL and I am sure your pilots are familiar with them as they have been around for a long time. Considering where they are located on airport, would we still qualify? I ask because I’ve noticed the requirement to be in “main terminal area”. See map below: we are located in the top right corner by Rcaf road.

Thanks a lot,
Gui
main terminal yyt
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>  
Sent: Wednesday, November 28, 2018 8:54 AM  
To: Degreffe, Guillaume SCAN-DIA/73 <Guillaume.Degreffe@shell.com>  
Subject: RE: MERX Tender

Hi Gui,

The department has advised there will be no extension to the tender. A fuel “estimated” usage table for 2018-2019 will be added to the tender in the form of an amendment and attachment. I will advise once the attachment and amendment has been posted.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III  
Public Procurement Agency

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WENDY SPURRELL |  Procurement Officer III
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This additive is used by local airport authorizations for airport fuel distribution systems.

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https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFO=TP118001536

The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador
Canada

From: Guillaume.Degrefe@shell.com <Guillaume.Degrefe@shell.com>
Sent: Monday, November 26, 2018 1:23 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com
Subject: MERX Tender

Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,
Gui

Kind Regards:

Guillaume DE GREEF
Account Manager – Directeur de Comptes
Hi Wendy:

We are preparing our tender submission for Tender TP 118001536 for Aviation Jet Fuel. We have a few questions we hope you could help us with.

1. The tender outlines the need for Fuel additive – Anti-icing inhibitors for all air ambulance locations. When we include our pricing in Appendix A, realizing that Waterbombers and Air Ambulance fly into all locations, will we include the fuel additive into the Base Price as one cost or outline the fuel additive as a separate cost on another line as it only pertains to Air Ambulance?
2. Could you please provide further definition of “Incremental Charges” in Appendix A? For example, is this where the fuel additive cost would apply?
3. Could you please outline the commencement date of the contract?
4. Section eight of the tender document refers that a purchase order is required. Could you clarify if this is a blanket purchase order for all fueling; a purchase order per location, or a purchase order per flight similar to an AFA (Flight Authorization) number?
5. The tender refers to amenities each location should have, such as a pilot’s lounge, area for flight planning, etc. The tender does not ask for the bidder to submit this information; is it implied that the bidder has such facilities or should it be submitted in an attached document?
6. The tender documents do not refer to payment terms. Have any payment terms been set or is it negotiable?
7. In Appendix A, Base Price, is it expected that the base price is the Market Base price plus the Differential?

Thanks for your help Wendy. We certainly appreciate any feedback you may have. If you would like to chat let me know, we could set up a time. We look forward to your response.

Sincerest regards,
Gord

Gordon Butt, B.Comm
FBO Manager
Gander, NL CYQX
Irving Aviation Services

(O) 1.709.651.5000
(U) 122.9
No we are using the 2 month average

Thanks
Johnny

Hi John

Another question from another vendor.

See below.
And again, please respond to me only and not the vendor.

Thanks,

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca
Good morning Ms Purrel,

In reference to tender mentioned above, we see in the tender documents that the pricing needs to be in reference to the average of the last two months of our desired reference price. We were wondering if it would be possible to be on a weekly basis pricing as per the buy and sales federal contract?

Regards,

Carbure à vous propulser  
Fueling your success

Natacha Fleury  
Coordonnatrice des ventes / Sales Coordinator

Avjet Holding inc.  
900, boul. Lemire, Drummondville QC J2C 7W8 / 629, 6ème avenue de l'Aéroport, Québe QC G2G 2T2  
819 479-1000 #30006  |  819 479-3111  |  www.avjet.ca  |  nfleury@avjet.ca

Pétro-T (division aviation) devient Avjet !
Hi John,

Me again...your friend at PPA. Lol

See below for another question from vendor

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Friday, December 7, 2018 10:35 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: HPRM: TP1180001536, Clarification required

Wendy, my apologies for rambling!!

My question is “would you consider us for the provision of fuel & handling of your air ambulances at our current location which is not immediately adjacent to the terminal?”

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Thursday, December 6, 2018 4:31 PM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: HPRM: TP1180001536, Clarification required

Mike

I would need you to clarify this question?
- Are you asking if we would fuel the ambulances that bring patients to the Air Ambulance?
- Or are you asking if it is ok for the Air Ambulances to use the lounge that you are providing.

The question is very ambiguous.

Please advise accordingly.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

---

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Thursday, December 6, 2018 12:52 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: HPRM: TP1180001536, Clarification required

Please clarify requirements for provision of Fuel/handling for air ambulance aircraft. The tender states the successful bidder must be located in the main terminal ramp area & must provide a pilot lounge & be capable of escorting road ambulances from the public side to meet the air ambulance.

In Gander Aviation’s current airport setup we are located slightly east of the terminal (east side of runway 22) so not directly adjacent to the main terminal but with direct access to both airside & public side. We have a very modern lounge with superb amenities & several private pilot quiet rooms where they can conduct their business.

We currently provide our services to other air ambulances with great success.

Are we able to include the air ambulances in our bid?

Sincerely, Mike

Mike Collins

Flight Services Manager
Gander Aviation
100 Marix Boulevard
“This email and any attached files are intended for the sole use of the primary and copied addressee(s) and may contain privileged and/or confidential information. Any distribution, use or copying by any means of this information is strictly prohibited. If you received this email in error, please delete it immediately and notify the sender.”
To: Spurrell, Wendy P.
Subject: RE: HPRM: TP1180001536, Clarification required

Mike

My question is “would you consider us for the provision of fuel & handling of your air ambulances at our current location which is not immediately adjacent to the terminal?”

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The question is very ambiguous.

Please advise accordingly.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

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We currently provide our services to other air ambulances with great success.

Are we able to include the air ambulances in our bid?

Sincerely, Mike

Mike Collins

Flight Services Manager
Gander Aviation
100 Marix Boulevard
P.O. Box 10
Gander, NL, Canada
A1V 1W5
Wendy, in addition to the extended closing date of December 14 in the amendments area of TP118001536 it is also mentioned that TP118001536-4 consists of a list of Q&A. Should the reference document not be TP118001536-5?

Mike

Mike Collins
Flight Services Manager
Gander Aviation
100 Marix Boulevard
P.O. Bolx 10
Gander, NL, Canada
A1V 1W5
T: 709-256-4620
F: 709 256-7977
www.ganderaviation.ca
I’d still say no as that don’t meet the spec written in the tender. As for the extension I’m fine with a couple days.

Sent from my iPhone

On Dec 10, 2018, at 10:45 AM, Spurrell, Wendy P. <WendySpurrell@gov.nl.ca> wrote:

Hi John

Did you get a chance to look at the below question from vendor?

Yep...me again...

Question from Shell Below.

With regard to tender extension, I have an amendment to go out today with 8 questions on it, do you think it would be feasible to extend the deadline? I can forward you a copy of the amendment before posting for your review. If you think any of the questions could sway a bid, then maybe an extension of a couple of days may be required?

Hi Wendy
As per our conversation a few minutes ago, Shell is seriously considering bidding on the YYT opportunity with positioning a truck at the main terminal. We and our agent have a lot of experience with handling complex and time-sensitive operations and would be proud to service the water bombers and air ambulance teams. Can you please review with your Ops. team is this solution would be acceptable?
If so, and conditional to me getting proper internal clearance on tender/Government’s terms and conditions, I would be very happy to send a bid on behalf of Shell Canada. Sorry to ask again but if an deadline extension can be considered, it would be a huge relief to us and contribute to us giving the Government an even more thoughtful and worthwhile bid.

Thank you for your consideration. Hope you will be able to hear back from your team soon and good luck with the snow storm!
Kind regards,
Gui

From: Degroof, Guillaume SCAN-DIA/73
Sent: Wednesday, November 28, 2018 2:25 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Holmes, Denise SCAN-DIA/73 <Denise.Holmes@shell.com>; Smemanis, Andrew SCAN-DIA/16 <Andrew.Smemanis@shell.com>
Subject: RE: MERX Tender

Thanks Wendy for asking and for the prompt reply!
Have a great rest of your day,
Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Wednesday, November 28, 2018 2:19 PM
To: Degroof, Guillaume SCAN-DIA/73 <Guillaume.Degroof@shell.com>
Subject: RE: MERX Tender

Hi Gui,

The email below was forwarded to the department for review.
This was the response from the department regarding your question:

Where they are located is not considered to be the main terminal ramp area as the requirement in the Tender.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
41 Esplanade Road
St. John’s, NL A1B 3N1

(709) 729-6035  |  wendyspurrell@gov.nl.ca
Thanks Wendy and just saw the amendment re: volumes, thanks for that. So St. John's is quoted at 300,000 L. Could we double check something with your team with regards to Operations: our agent in YYT is PAL and I am sure your pilots are familiar with them as they have been around for a long time. Considering where they are located on airport, would we still qualify? I ask because I've noticed the requirement to be in “main terminal area”. See map below: we are located in the top right corner by Rcaf road.

Thanks a lot,
Gui
Potential copyright material

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

One more question for you and your team if I may: would it possible to extend the response deadline by a week? We’re taking a real serious look at this tender and are talking with our agents about it (3 sites: YAY, YJT, YYT). That would also give your team a chance to provide volumes and – I suppose – make that available to all potential bidders via an amendment (typical process for Government tenders). Also, I’ll be away for a week starting this Thursday and want to make sure my colleagues don’t have to scramble to handle this while I’m away. Kindly advise if an extension would be agreeable to you?

Thanks and have a great day,

Gui
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:55 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

Gui

I have sent your request to the dept to review.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:21 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Yes if available?
Thx

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:50 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

Are you talking about estimated fuel usage?

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca
From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:18 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Ok got it, thanks Wendy. One thing I am not able to spot are the volumes by site. Would you have the approx. volume for YYT? I recall seeing this tender before and forgot the details. Scrolled through the various documents and cannot see volumes, sorry could be my miss. Thanks! Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:36 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

These are correct. It just shows that additives that are in the fuel

WENNY SPURRELL | Procurement Officer III
Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6
(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:05 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Thanks Wendy! Much appreciated. So FYI I’ve just tried that but the documents I get are like the one below... Odd, maybe I’m doing something wrong, do you want to try the links to verify?
Thanks a mil, I love technology on Mondays 😊
Gui
PRATT & WHITNEY CANADA
MAINTENANCE MANUAL
MANUAL PART NO. 3034538

TABLE 11, Anti-microbial Organisms

<table>
<thead>
<tr>
<th>Additive</th>
<th>Maximum Parts p</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biobor JF</td>
<td></td>
</tr>
<tr>
<td>Kathon FI 1-5</td>
<td></td>
</tr>
</tbody>
</table>

8 Other Additives.

a Leak Check Additive (Ref. Table 12)

This additive is used by local airport fuel distribution systems.

TABLE 12, Leak Check Additive

<table>
<thead>
<tr>
<th>Additive</th>
<th>Maximum Parts p</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tracer A</td>
<td></td>
</tr>
<tr>
<td>(Sulfur Hexafluoride, SF6)</td>
<td></td>
</tr>
</tbody>
</table>

E. Acceptable Fuels (Unrestricted Use)

(1) Fuels listed in Table 13 comply with P&WC spec unrestricted use in PW100 engines.

NOTE: 1. Unless otherwise specified, the latest

NOTE: 2. An acceptable fuel or any mixture of a

TABLE 13, Approved Fuels

<table>
<thead>
<tr>
<th>ISSUING AUTHORITY BODY</th>
<th>KEROSENE TYPE</th>
<th>FREEZE POINT °C (°F)</th>
<th>WIDE CUT TYPE</th>
<th>FREE POI °C</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTM (D1655)</td>
<td>Jet A</td>
<td>-40 (-40)</td>
<td>Jet B</td>
<td>-50</td>
</tr>
<tr>
<td></td>
<td>Jet A-1</td>
<td>-47 (-53)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Jet A-2 (See Note 1)</td>
<td>(See Note 2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IATA</td>
<td>Kerosene</td>
<td>-47 (-53)</td>
<td>Wide Cut</td>
<td>-50</td>
</tr>
</tbody>
</table>
No this is not a mistake. I have enclosed a copy of the tender. You can get a tender copy from PPA anytime without going through MERX. Below is the link to click on and get the copy of the tender.

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=TP118001536

The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,
Gui

Kind Regards:
Thanks Wendy! Understood and I'm seeking an internal authorization to use monthly and am hopeful to get it.

As for the truck question (i.e. would our bid be acceptable if we position a truck), note our agent indicates that as of today NL Govt. air ambulance aircraft operations and water bombers all operate from their Hangar No. 7 on the terminal side of the airport. Sounds like our agent already leases the required pilot lounges and our facility provides groundside ambulance vehicle movement into the hangar. And our agreements specifically permit us to refuel NL Govt. aircraft on the hangar ramp. Probably things that your team knows already, just adding the extra info as fyi.

Have a great day and I'm hoping to send our bid on Thursday.
Thanks!
Gui

------Original Message------
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, December 10, 2018 8:38 AM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: NL Tender: YYT

Pricing is based on monthly average. That question was already asked and put out on an amendment to the tender.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

------Original Message------
From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Friday, December 7, 2018 5:09 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: Re: NL Tender: YYT

Hi Wendy
Great to see the deadline extension 😊
One more question please: would you be opened to pricing based on previous week average?
Have a great weekend,
Gui
On Dec 7, 2018, at 10:02 AM, Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com> wrote:

Hi Wendy

As per our conversation a few minutes ago, Shell is seriously considering bidding on the YYT opportunity with positioning a truck at the main terminal. We and our agent have a lot of experience with handling complex and time-sensitive operations and would be proud to service the waterbombers and air ambulance teams. Can you please review with your Ops. team is this solution would be acceptable?

If so, and conditional to me getting proper internal clearance on tender/Government’s terms and conditions, I would be very happy to send a bid on behalf of Shell Canada. Sorry to ask again but if an deadline extension can be considered, it would be a huge relief to us and contribute to us giving the Government an even more thoughtful and worthwhile bid.

Thank you for your consideration. Hope you will be able to hear back from your team soon and good luck with the snow storm!

Kind regards,

Gui

From: Degreef, Guillaume SCAN-DIA/73
Sent: Wednesday, November 28, 2018 2:25 PM
To: Spurrell, Wendy P. <Wendy.Spurrell@gov.nl.ca>
Cc: Holmes, Denise SCAN-DIA/73 <Denise.Holmes@shell.com>; Smemanis,
Andrew SCAN-DIA/16 <Andrew.Smemanis@shell.com>
Subject: RE: MERX Tender

Thanks Wendy for asking and for the prompt reply!
Have a great rest of your day,
Gui

From: Spurrell, Wendy P.
<Wendy.Spurrell@gov.nl.ca>
Sent: Wednesday, November 28, 2018 2:19 PM
To: Degreef, Guillaume SCAN-DIA/73
<Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

Hi Gui,

The email below was forwarded to the department for review.
This was the response from the department regarding your question:

Where they are located is not consider to be the main terminal ramp area as the requirement in the Tender.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency
30 Strawberry Marsh Road
St. John’s NL A1B 4J6
> (709) 729-6035 | 
> wendyspurrell@gov.nl.ca<mailto:wendyspurrell@gov.nl.ca>
> 
> c%26amp;data=02%7C01%7CGuillaume.Degreef%40shell.com%7Cfe278e9b80cd49193
> d7508d65ea4c67e%7Cdcb1e96a8a3da442a930b235cac24cd5c%7C0%7C0%7C636800459
> 137447618%26amp;sdata=gAwM111YBk8lL5H7q7YvKvc2YeEWZfEF%2BnYzCnBcKcc%3D&a
> mp;reserved=0
> ial/technical-info/images/nfld.jpg]
> 
> From: Guillaume.Degreef@shell.com<mailto:Guillaume.Degreef@shell.com>
> <Guillaume.Degreef@shell.com<mailto:Guillaume.Degreef@shell.com>>
> 
> Sent: Wednesday, November 28, 2018 1:00 PM
> 
> To: Spurrell, Wendy P.
> 
> &lt;WendySpurrell@gov.nl.ca<mailto:WendySpurrell@gov.nl.ca>>
> Cc: Denise.Holmes@shell.com<mailto:Denise.Holmes@shell.com>;
> Andrew.Smeanis@shell.com<mailto:Andrew.Smeanis@shell.com>
> 
> Subject: RE: MERX Tender
> 
> Thanks Wendy and just saw the amendment re: volumes, thanks for that. So St.
> John’s is quoted at 300,000 L. Could we double check something with your team
> with regards to Operations: our agent in YYT is PAL and I am sure your pilots
> are familiar with them as they have been around for a long time. Considering
> where they are located on airport, would we still qualify? I ask because I’ve
> noticed the requirement to be in “main terminal area”. See map below: we are
> located in the top right corner by Rcaf road.
> 
> Thanks a lot,
> Gui
> 
> [cid:image002.png@01D48E13.F7C8C50C]
> 
> From: Spurrell, Wendy P.
> 
> &lt;WendySpurrell@gov.nl.ca<mailto:WendySpurrell@gov.nl.ca>>
> 
> Sent: Wednesday, November 28, 2018 8:54 AM
> 
> To: Degreef, Guillaume SCAN-DIA/73
> 
> &lt;Guillaume.Degreef@shell.com<mailto:Guillaume.Degreef@shell.com>>
> 
> Subject: RE: MERX Tender
> 
> Hi Gui,
> 
> The department has advised there will be no extension to the tender. A fuel “esti-
> mated” usage table for 2018-2019 will be added to the tender in the form of an
> amendment and attachment. I will advise once the attachment and
> amendment has been posted.
> 
> Thanks,
> Wendy
> 
> 3
WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John’s NL A1B 4J6

(709) 729-6035 |
wendyspurrell@gov.nl.ca

[https://emea01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.nrcan.gc.ca%2Fsites%2Fwww.nrcan.gc.ca%2Ffiles%2Foee%2Fimages%2Fcommer&c%3D97C01%7CGuillaume.Degreef%40shell.com%7Cfe278e9b80cd49193&d7508d65e4c67e%7Cdb1e96a8a3da442a930b235cac24cd5c%7C0%7C0%7C636800459&137447618;&sdata=gAwM1J1YBk8IL5H7q7YvKvc2YeEWZfEF%2BnYzCnBcKcc%3D&a=mp;reserved=0]

ial/technical-info/images/nfld.jpg

From: Guillaume.Degreef@shell.com
Sent: Tuesday, November 27, 2018 11:25 AM
To: Spurrell, Wendy P.
Cc: Denise.Holmes@shell.com; Brent.McKenzie@shell.com
Subject: RE: MERX Tender

Hi Wendy

One more question for you and your team if I may: would it possible to extend the response deadline by a week? We’re taking a real serious look at this tender and are talking with our agents about it (3 sites: YAY, YJT, YYT). That would also give your team a chance to provide volumes and – I suppose – make that available to all potential bidders via an amendment (typical process for Government tenders). Also, I’ll be away for a week starting this Thursday and want to make sure my colleagues don’t have to scramble to handle this while I’m away. Kindly advise if an extension would be agreeable to you?

Thanks and have a great day,

Gui

From: Spurrell, Wendy P.
Sent: Monday, November 26, 2018 12:55 PM
To: Degreef, Guillaume SCAN-D/IA/73
Subject: RE: MERX Tender

Gui

I have sent your request to the dept to review.

Thanks,

Wendy
From: Guillaume.Degreef@shell.com

Sent: Monday, November 26, 2018 2:21 PM

To: Spurrell, Wendy P.

Subject: RE: MERX Tender

> Yes if available?
> Thx

From: Spurrell, Wendy P.

Sent: Monday, November 26, 2018 12:50 PM

To: Degreef, Guillaume SCAN-DIA/73

Subject: RE: MERX Tender

> Are you talking about estimated fuel usage?

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John’s NL A1B 4J6

(709) 729-6035
wendyspurrell@gov.nl.ca
From: Guillaume.Degreef@shell.com
<Guillaume.Degreef@shell.com>

Sent: Monday, November 26, 2018 2:18 PM

To: Spurrell, Wendy P.

Subject: RE: MERX Tender

Ok got it, thanks Wendy. One thing I am not able to spot are the volumes by site. Would you have the approx. volume for YYT? I recall seeing this tender before and forgot the details. Scrolled through the various documents and cannot see volumes, sorry could be my miss.

Thanks! Gui

From: Spurrell, Wendy P.
<WendySpurrell@gov.nl.ca>

Sent: Monday, November 26, 2018 12:36 PM

To: Degreef, Guillaume SCAN-DIA/73

Subject: RE: MERX Tender

These are correct. It just shows that additives that are in the fuel

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John’s NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

[https://emea01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.nrcan.gc.ca%2Fsites%2Fwww.nrcan.gc.ca%2Ffiles%2Foe%2Fimages%2Fcommencal-c&amp;data=02%7C01%7CGuillaume.Degreef%40shell.com%7Cfe278e9b80cd49193d7508d65ea467e%7Cdb1e96a8a3da442a930b235cac24cd5e%7C0%7C636800459137447618&amp;sidata=gAwM1J1Yb8IL5H7q7YvKvc2YezEWZfEF%2BnYzCnBccKcc%3D&amp;mp;reserved=0
ial/technical-info/images/nfld.jpg]

From: Guillaume.Degreef@shell.com
<Guillaume.Degreef@shell.com>

Sent: Monday, November 26, 2018 2:05 PM

To: Spurrell, Wendy P.

Subject: RE: MERX Tender

Thanks Wendy! Much appreciated. So FYI I’ve just tried that but the documents I get are like the one below... Odd, maybe I’m doing something wrong, do you want to try the links to verify?

Thanks a mil, I love technology on Mondays 😊

Gui
From: Spurrell, Wendy P.
<wendyspurrell@gov.nl.ca>

Sent: Monday, November 26, 2018 12:27 PM
To: Degrefe, Guillaume

Subject: RE: MERX Tender

No this is not a mistake. I have enclosed a copy of the tender. You can get a tender copy from PPA anytime without going through MERX. Below is the link to click on and get the copy of the tender.

https://emea01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.ppa.gov.nl.ca%2Fgs%2Freport%2FTenderGS.asp%3FconRFQ%3DTP%118001536&data=02%7C01%7CGuillaume.Degrefe%40shell.com%7Cfe27b8b6c9a193cd7508

The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table.

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency
30 Strawberry Marsh Road
St. John’s NL A1B 4J6

(709) 729-6035
wendyspurrell@gov.nl.ca
Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,

Guillaume DE GREEF

Account Manager – Directeur de Comptes Shell Aviation - Americas
Tel: +1 514-554-8933

shell.com%2Fhome%2Fcontent%2Faviation%2F&amp;data=02%7C01%7CGuillaume.
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%2Faviation%2F&amp;data=02%7C01%7CGuillaume.Degreef%40shell.com%7C8a64469e
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63679295378523613&amp;sdata=WW4fMEJmjpOaPalEzANZsRpsm5qgbIRUXTmrSSlv5w%3
D&amp;reserved=0> Out of Office Hours Helpline (24 hours): +44 207 026

3268

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__________________________________________

8
No We have to go with what is written in the tender.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, December 10, 2018 1:28 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: NL Tender: YYT

Thanks Wendy!
Even taking into account my latest precisions re: Hangar 7?
Sorry, just want to make sure.
Merci!
Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, December 10, 2018 10:04 AM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: NL Tender: YYT

Guy,

Here is the response from the dept. I will post an amendment to this later.

RESPONSE:
I’d still say no as that don’t meet the spec written in the tender

WENDY SPURRELL | Procurement Officer III
Hi Wendy

As per our conversation a few minutes ago, Shell is seriously considering bidding on the YYT opportunity with positioning a truck at the main terminal. We and our agent have a lot of experience with handling complex and time-sensitive operations and would be proud to service the waterbombers and air ambulance teams. Can you please review with your Ops. team if this solution would be acceptable?

If so, and conditional to me getting proper internal clearance on tender/Government’s terms and conditions, I would be very happy to send a bid on behalf of Shell Canada. Sorry to ask again but if an deadline extension can be considered, it would be a huge relief to us and contribute to us giving the Government an even more thoughtful and worthwhile bid.

Thank you for your consideration. Hope you will be able to hear back from your team soon and good luck with the snow storm!

Kind regards,

Gui

Thanks Wendy for asking and for the prompt reply!

Have a great rest of your day,

Gui
Hi Gui,

The email below was forwarded to the department for review. This was the response from the department regarding your question:

Where they are located is not consider to be the main terminal ramp area as the requirement in the Tender.

Thanks,
Wendy

---

**WENDY SPURRELL | Procurement Officer III**

Public Procurement Agency
30 Strawberry Marsh Road
St. John’s, NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

**From:** Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>

**Sent:** Wednesday, November 28, 2018 1:00 PM

**To:** Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>

**Cc:** Denise.Holmes@shell.com; Andrew.Smemanis@shell.com

**Subject:** RE: MERX Tender

Thanks Wendy and just saw the amendment re: volumes, thanks for that. So St. John’s is quoted at 300,000 L. Could we double check something with your team with regards to Operations: our agent in YYT is PAL and I am sure your pilots are familiar with them as they have been around for a long time. Considering where they are located on airport, would we still qualify? I ask because I’ve noticed the requirement to be in “main terminal area”. See map below: we are located in the top right corner by Rcaf road.

Thanks a lot,
Gui
Potential copyright material

If you wish to obtain a copy please contact the ATIPP Office at (709) 729-7072 or atippoffice@gov.nl.ca.
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Wednesday, November 28, 2018 8:54 AM
To: Degreaf, Guillaume SCAN-DIA/73 <Guillaume.Degreaf@shell.com>
Subject: RE: MERX Tender

Hi Gui,

The department has advised there will be no extension to the tender. A fuel “estimated” usage table for 2018-2019 will be added to the tender in the form of an amendment and attachment. I will advise once the attachment and amendment has been posted.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

From: Guillaume.Degreaf@shell.com <Guillaume.Degreaf@shell.com>
Sent: Tuesday, November 27, 2018 11:25 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com; Brent.McKenzie@shell.com
Subject: RE: MERX Tender

Hi Wendy

One more question for you and your team if I may: would it possible to extend the response deadline by a week? We’re taking a real serious look at this tender and are talking with our agents about it (3 sites: YAY, YJT, YYT). That would also give your team a chance to provide volumes and – I suppose – make that available to all potential bidders via an amendment (typical process for Government tenders). Also, I’ll be away for a week starting this Thursday and want to make sure my colleagues don’t have to scramble to handle this while I’m away. Kindly advise if an extension would be agreeable to you?

Thanks and have a great day,
Gui
Gui

I have sent your request to the dept to review.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:21 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Yes if available?
Thx

---

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:50 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

Are you talking about estimated fuel usage?

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca
From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:18 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Ok got it, thanks Wendy. One thing I am not able to spot are the volumes by site. Would you have the approx. volume for YYT? I recall seeing this tender before and forgot the details. Scrolled through the various documents and cannot see volumes, sorry could be my miss. Thanks! Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:36 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

These are correct. It just shows that additives that are in the fuel

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency
30 Strawberry Marsh Road
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(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 2:05 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: MERX Tender

Thanks Wendy! Much appreciated. So FYI I've just tried that but the documents I get are like the one below... Odd, maybe I'm doing something wrong, do you want to try the links to verify?

Thanks a mil, I love technology on Mondays 🙌
Gui
PRATT & WHITNEY CANADA
MAINTENANCE MANUAL
MANUAL PART NO. 3034538

TABLE 11. Anti-microbial Organisms Additives

<table>
<thead>
<tr>
<th>Additive (Trade Name)</th>
<th>Maximum Concentration Parts per Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biobor JF</td>
<td>271</td>
</tr>
<tr>
<td>Katthon FIP 1-5</td>
<td>101</td>
</tr>
</tbody>
</table>

8 Other Additives.

a Leak Check Additive (Ref. Table 12)

This additive is used by local airport authorities for airport fuel distribution systems.

TABLE 12. Leak Check Additive

<table>
<thead>
<tr>
<th>Additive (Trade Name)</th>
<th>Maximum Concentration Parts per Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tracer A (Sulfur Hexafluoride, SF6)</td>
<td></td>
</tr>
</tbody>
</table>

E. Acceptable Fuels (Unrestricted Use)

(1) Fuels listed in Table 13 comply with P&WC specification and are unrestricted use in PW100 engines.

NOTE: 1. Unless otherwise specified, the latest issue of the fuel specification must be used.

NOTE: 2. An acceptable fuel or any mixture of acceptable fuels may be used.

TABLE 13. Approved Fuels

<table>
<thead>
<tr>
<th>ISSUING AUTHORITY BODY</th>
<th>KEROSENE TYPE</th>
<th>FREEZE POINT °C (°F)</th>
<th>WIDE CUT TYPE</th>
<th>FREEZE POINT °C (°F)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTM (D1655)</td>
<td>Jet A</td>
<td>-40 (-40)</td>
<td>Jet B</td>
<td>-50 (-58)</td>
</tr>
<tr>
<td></td>
<td>Jet A-1</td>
<td>-47 (-53)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>Jet A-2 (See Note 1)</td>
<td>(See Note 2)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>IATA</td>
<td>Kerosene</td>
<td>-47 (-53)</td>
<td>Wide Cut</td>
<td>-50 (-58)</td>
</tr>
</tbody>
</table>
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:27 PM
To: Degreep, Guillaume SCAN-DIA/73 <Guillaume.Degreep@shell.com>
Subject: RE: MERX Tender

No this is not a mistake. I have enclosed a copy of the tender. You can get a tender copy from PPA anytime without going through MERX. Below is the link to click on and get the copy of the tender.

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFO=TP118001536

The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca

----- Original Message ----- 
From: Guillaume.Degreep@shell.com <Guillaume.Degreep@shell.com>
Sent: Monday, November 26, 2018 1:23 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com
Subject: MERX Tender

Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,
Gul

Kind Regards,

Guillaume DE GREEF
Account Manager – Directeur de Comptes
No. this is not a typo and was also in the last tender.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

Hi Wendy
Sorry one more question... did you mean below to say $0.0001 per L.... ? $0.01/ = a cent per liter which is not that small so just curious if this might be a typo?
Thanks again,
Gui

Calculations shall be made to four (4) decimal places and the resulting Monthly Marker Base Price Adjustment shall be rounded to the nearest cent per litre. If the Monthly Marker Base Price, rounded to the nearest cent, produces a change, plus or minus, of less than $0.01 per litre, no price adjustment shall be made.
No We have to go with what is written in the tender.

WENDY SPURRELL | Procurement Officer III

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Sent: Monday, December 10, 2018 1:28 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: NL Tender: YYT

Thanks Wendy!
Even taking into account my latest precisions re: Hangar 7?
Sorry, just want to make sure.
Merci!
Gui

---

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, December 10, 2018 10:04 AM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: NL Tender: YYT

Guy,

Here is the response from the dept. I will post an amendment to this later.

RESPONSE:
I’d still say no as that don’t meet the spec written in the tender

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca
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Thank you for your consideration. Hope you will be able to hear back from your team soon and good luck with the snow storm!

Kind regards,
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From: Degreel, Guillaume SCAN-DIA/73
Sent: Wednesday, November 28, 2018 2:25 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Holmes, Denise SCAN-DIA/73 <Denise.Holmes@shell.com>; Smemanis, Andrew SCAN-DIA/16 <Andrew.Smemanis@shell.com>
Subject: RE: MERX Tender

Thanks Wendy for asking and for the prompt reply!
Have a great rest of your day,
Gui

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Wednesday, November 28, 2018 2:19 PM
To: Degreel, Guillaume SCAN-DIA/73 <Guillaume.Degreel@shell.com>
Subject: RE: MERX Tender

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Where they are located is not consider to be the main terminal ramp area as the requirement in the Tender.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John’s, NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

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Cc: Denise.Holmes@shell.com; Andrew.Smemanis@shell.com
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MAINTENANCE MANUAL
MANUAL PART NO. 3034538

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8. Other Additives.

a. Leak Check Additive (Ref. Table 12)

This additive is used by local airport authority fuel distribution systems.

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E. Acceptable Fuels (Unrestricted Use)

(1) Fuels listed in Table 13 comply with P&W specification unrestricted use in PW100 engines.

NOTE: 1. Unless otherwise specified, the latest issue of

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</tr>
<tr>
<td>IATA</td>
<td>Kerosene</td>
<td>-47 (-53)</td>
<td>Wide Cut</td>
<td>-50 (-58)</td>
</tr>
</tbody>
</table>
From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Monday, November 26, 2018 12:27 PM
To: Degreef, Guillaume SCAN-DIA/73 <Guillaume.Degreef@shell.com>
Subject: RE: MERX Tender

No this is not a mistake. I have enclosed a copy of the tender. You can get a tender copy from PPA anytime without going through MERX. Below is the link to click on and get the copy of the tender.

https://www.ppa.gov.nl.ca/gs/report/TenderGS.asp?conRFQ=TP118001536

The external attachments are at the bottom of the tender. Click on all three for the specifications and pricing table.

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

From: Guillaume.Degreef@shell.com <Guillaume.Degreef@shell.com>
Sent: Monday, November 26, 2018 1:23 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Denise.Holmes@shell.com
Subject: MERX Tender

Good morning Wendy

Hope all is well on The Rock!

Looking at the MERX preview screens the tender no 472378 before we order it, and noticing that the previews show pages of Pratt & Whitney manuals....Presume this is an error? Could you please let me know, before I order the tender?

Thanks a lot and have a great day,

Gui

---

Kind Regards:

Guillaume DE GREEF
Account Manager – Directeur de Comptes
Hi Wendy

I would estimate the water bomber would be around 50000 and the air ambulance the rest. As for day and night. Majority would be daytime and after hours would be less. To estimate this is next to impossible

Johnny
Sent from my iPhone

On Dec 11, 2018, at 11:57 AM, Spurrell, Wendy P. <WendySpurrell@gov.nl.ca> wrote:

Hey John

More questions...see below

Wendy

From: Bob Halliday <bhalliday@provair.com>
Sent: Tuesday, December 11, 2018 11:56 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: Tender No. TP118001536 Aviation Jet Fuel - Request for Clarification

Good morning,
Please provide us with the breakdown of the 300,000 I estimated fuel volume at St. John's between:
- Waterbomber operations
- Air ambulance daytime
- Air ambulance after hours call-out (specify after hours times)

If you have any questions or require any additional information, please do not hesitate to contact me.

Regards,
Bob
<image001.png>
Hi Joanne,

Sorry. That tender has been closed and awarded. Bids are not accepted after tender closing.

Wendy

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

Hi Wendy

It came to our attention that we missed out on bidding on the Air Services Fuel tender at the Wabush Airport. I spoke to Wendy King and she let me know that the tender should have been sent to AVTECH FUELS 6200 route de l’aéroport, St-Hubert, QC J3Y 8Y9 or email maybe to jgreen@pascan.com.

Unfortunately we never received a tender by mail or email. Can we place a bid for this tender since? We would greatly appreciate the opportunity to bid on the Air Services Fuel tender.
Please do not hesitate call me at 709-282-4791 or email me if you have any inquiries. I also left you a message on February 13th.

Thank you for your consideration on giving AVTECH fuels and PASCAN Aviation a chance to continue to serve the Government of NL.

Joanne Green
Gestionnaire de Base FBO de Wabush
Base Manager FBO in Wabush

PASCAN AVIATION 9736140 Canada Inc

AVTECH Fuel 9768769 Canada Inc.

T: 888-313-8777x3601

6200 Route de l’aéropart St-Hubert, QC J3Y 8Y9

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Hey Mike,

With this new tender, the monthly updates will need to be sent to Public Procurement Agency in order for the adjustments to be completed and forwarded to the department.

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Tuesday, December 11, 2018 2:50 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

Ok, so although the tender (existing version & 2019 version) indicates monthly adjustments to be made & clearly states that the vendor is to submit the monthly marker base price C/W calculation sheets to the Government Purchasing Agency is this being waived?

In a condensed version do you require the monthly updates?

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Tuesday, December 11, 2018 2:30 PM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

Mike
I spoke to Mike and he advised that Gander Aviation were doing their own price adjustments.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
250 Government House
St. John's, NL A1C 6R9

(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Tuesday, December 11, 2018 2:12 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

That’d be great Wendy. I need to update the December pricing........who do I send it to?

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Tuesday, December 11, 2018 11:22 AM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

Mike

The person who handled this tender before is no longer working in this office. I will have to confer with Mike and advise.

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
250 Government House
St. John's, NL A1C 6R9

(709) 729-6035 | wendyspurrell@gov.nl.ca
From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Tuesday, December 11, 2018 11:17 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

As per the current contract bid instructions, the successful bidder is to provide monthly price adjustments after the initial bid price. This was the same for the previous tender (TP115020974) instructions. That being said Gerald would have been sending these adjustments to someone on your office?

This information was not included with the previous bid Attachment that you sent to me.

If need be I can call you to discuss.

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Tuesday, December 11, 2018 10:15 AM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: Current Water Bomber Fuel Contract Pricing

No Mike. I only have the tender to post. The information regarding the last tender was sent to you.

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca
Wendy, not sure if you are the person to contact regarding execution of the current contract, if not please redirect me.

I was wondering if you might have the monthly price adjustments that Gerald would have been providing to you?

Mike

Mike Collins
Flight Services Manager
Gander Aviation
100 Marix Boulevard
P.O. Box 10
Gander, NL, Canada
A1V 1W5
T: 709-256-4620
F: 709 256-7977
www.ganderaviation.ca

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Hi Louisa,

The specifications outlined in the tender documents, which are legal and binding contracts clearly states:

**Unsigned tenders/RFQ's shall not be considered.**

Changes to tender bids and bid submissions after closing date are not permitted or accepted. As discussed previously, the tender is still in the evaluation process, and will not be awarded until the new year.

**WENDY SPURRELL** | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

From: Lamb, Louisa <Louisa.Lamb@irvingoil.com>
Sent: Monday, December 24, 2018 12:09 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: FW: Tender TP118001536

Dear Wendy,

Thank you so much for your reply.

We understand there are no changes allowed to the offer passed the close date, and we are certainly not looking to change any technical or commercial elements of our offer.

As you noted, there was indeed a minor administration error in our offer documentation and we were unhappy to discover this omission and concerned about the potential impact to your tender. We believe that it is always beneficial to a tender to maintain a selection of suppliers for review. This is very relevant in Newfoundland, where removing a supplier could mean only a single offer is provided at some locations, which would naturally impact the potential value...
to operational and commercial tender targets. In this light, and in our work with other government tenders, we find it unusual that we are cannot correct this simple administration oversight.

We would be happy to follow any process you provide to ensure you can maintain a comprehensive set of offers to review as you progress through your tender process.

Please do let us know how we can move forward with you.

Best regards

LL

Louisa Lamb
Jet Fuel Sales US/CN
IRVING OIL
T 506 202 7706

From: Spurrell, Wendy P. [mailto:WendySpurrell@gov.nl.ca]
Sent: Friday, December 21, 2018 9:42 AM
To: Lamb, Louisa <Louisa.Lamb@irvingoil.com>
Subject: [EXTERNAL] RE: Tender TP118001536

Hi Louisa,

No. We cannot accept any changes or revisions to bid submission after tender has closed.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
5 Government House, Memorial Road
St. John's, NL A1B 3X1

(709) 729-6035 | wendyspurrell@gov.nl.ca

Newfoundland
Labrador
CANADA
Would there be an opportunity to send a signed version to correct this oversight?

There would be no change in any of the other details

LL

Hi Louisa,

The tender has closed and now under the evaluation process. However, having reviewed your bid submission, the tender bid was not signed making your bid non-compliant with the tender specifications. Having said that, the evaluation process is still ongoing and the tender as yet to be awarded.

Thanks,

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador

Canada
We wanted to ensure you had all the details required concerning our offer to your Tender TP118001536 submitted by fax December 14th.

Please do let us know if there is any feedback, or any additional data we can provide you as you work through your tender process.

Best Regards

Louisa Lamb
Jet Fuel Sales US/CN
IRVING OIL
+506 212 7706

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Hi Wendy, I don’t recall if I had sent an email to you to make sure you received my tender docs that I faxed over on December 14?

In addition, I just noticed I wasn’t specific in listing my incremental charges like we were requested to do, hope this doesn’t disqualify us. In any event the incremental charges consist of transportation costs, Profit & Overhead.

Thanks, Mike

Mike Collins

Flight Operations Manager
Gander Aviation
100 Marix Boulevard
P.O. Box 10
Gander, NL, Canada
A1V 1W5
T: 709-256-4620
F: 709 256-7977

www.ganderaviation.ca
Hi Wendy & Happy New Year.
I'm just checking on the status of the tender evaluation and if you are able to advise when awards will be made. I am, of course, primarily interested in Wabush where we were the only bidder and if that may be any quicker than the other locations.

Regards,
Bob

Hi Bob.

No, the award will be made in the new year.

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
130 Water Street
St John's NL A1C 6X5

(709) 729-6035 | wendyspurrell@gov.nl.ca
From: Bob Halliday <bhalliday@provair.com>
Sent: Wednesday, December 19, 2018 2:54 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: Bid Summary Evaluation Sheet - TP118001536 Aviation Jet Fuel - Bid Summary

Thank you Wendy,
Do you know if awards will be made before Christmas?

Regards,
Bob

From: Spurrell, Wendy P. [mailto:WendySpurrell@gov.nl.ca]
Sent: December 19, 2018 2:29 PM
To: Bob Halliday
Subject: Bid Summary Evaluation Sheet - TP118001536 Aviation Jet Fuel - Bid Summary

Hi Bob,

Please see attached TP118001536 Spreadsheet as requested

WENDY SPURRELL | Procurement Officer III
Public Procurement Agency

(709) 729 6035 | wendyspurrell@gov.nl.ca
From: Bob Halliday <bhalliday@provair.com>
Sent: Tuesday, December 18, 2018 10:43 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: Tender No. TP118001536 Aviation Jet Fuel - Bid Summary

Good morning Wendy.
Could you provide me with a copy of the bid summary worksheet for the Tender No. TP118001536 Aviation Jet Fuel which was opened yesterday morning if it has been prepared.

If you have any questions or require any additional information, please do not hesitate to contact me.

Regards,
Bob

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Hi, Louisa.

This is to advise you that we have completed the evaluation of your submission for TP118001536, Aviation Jet Fuel. I refer your attention to the following clause contained in the tender document:

Section 12. GENERAL – paragraph 5
“Unsigned tenders/RFQ’s shall not be considered”

We have confirmed with our legal department that the above wording is clear and unequivocal thus creating a mandatory requirement that a bid submission which is not signed shall not be considered. Therefore, we are unable to give your bid further consideration.

Regards,

Mike Martin
Public Procurement Agency
(709) 729-3340

From: Lamb, Louisa <Louisa.Lamb@irvingoil.com>
Sent: Wednesday, January 23, 2019 3:32 PM
To: Martin, Mike <MikeMartin@gov.nl.ca>
Subject: RE: Government Air Services Tender

Thanks Mike, have a super week and I look forward to hearing from your next week

LL

From: Martin, Mike [mailto:MikeMartin@gov.nl.ca]
Sent: Wednesday, January 23, 2019 2:58 PM
To: Lamb, Louisa <Louisa.Lamb@irvingoil.com>
Subject: [EXTERNAL] RE: Government Air Services Tender

Hi. I did a follow up this morning and have been advised that the earliest is Monday. Hopefully I can give you something definitive then. Mike.

Mike Martin
Public Procurement Agency
(709) 729-3340

From: Lamb, Louisa <Louisa.Lamb@irvingoil.com>
Sent: Wednesday, January 23, 2019 3:10 PM
To: Martin, Mike <MikeMartin@gov.nl.ca>
Subject: RE: Government Air Services Tender

Dear Mike

Hope you are keeping warm out of this wintery weather!

Just wondered if there was any update or any assistance we can provide?

Best Regards

LL

Louisa Lamb
Jet Fuel Sales US/CN
P.O. Box 576
1-866-562-7700

From: Martin, Mike [mailto:MikeMartin@gov.nl.ca]
Sent: Wednesday, January 9, 2019 12:52 PM
To: Lamb, Louisa <Louisa.Lamb@irvingoil.com>; Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Cc: Duffley, Susan <Susan.Duffley@irvingoil.com>
Subject: [EXTERNAL] RE: Government Air Services Tender

Hi. We are still consulting on the issue. No awards have been made to date. I will advise you as soon as further information becomes available. Regards. Mike.

Mike Martin
Public Procurement Agency
30 Strawberry Marsh Road
Phone: (709) 729-3340
Fax: (709) 729-3327
E-mail: mikiemartin@gov.nl.ca

From: Lamb, Louisa [mailto:Louisa.Lamb@irvingoil.com]
Sent: Wednesday, January 09, 2019 1:06 PM
To: Martin, Mike; Spurrell, Wendy P.
Cc: Duffley, Susan
Subject: RE: Government Air Services Tender

Dear Mr Martin,

Just wanted to enquire if there was any update on our inquiry, or indeed any further information we can supply to assist your review?

Our team at YYT were delighted to help out yesterday when the incumbent supplier had issues. As your next-door neighbors in St John’s, we all sincerely hope that we will have the opportunity to be able to support you more fully going forward.
Hi. Ms. Spurrell has made me aware of the situation and we currently have it under review. At this point I am unable to expand on what Ms. Spurrell has already advised you. When we have completed the review on the file we will contact you immediately to discuss. Regards. Mike.

Mike Martin
Public Procurement Agency
30 Strawberry Marsh Road
Phone: (709) 729-3340
Fax: (709) 729-3327
E-mail: mikemartin@gov.nl.ca

Thank you Wendy, I really appreciate the introduction

Mr Martin, would you have time this afternoon for a call? My Manager, Sue Duffley, and I would love opportunity to review.

Do let me know what time would suit you and I will send out a planner with call details.

LL
Louisa,

I am forwarding your email to my Manager Mike Martin. If you would like to discuss this matter, please contact Mr. Martin @ 709-729-3340 at your earliest convenience.

Regards,

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

---

Dear Mr Doody,

I work for Irving Oil, and have been participating in the current Government Air Services Tender. As the largest supplier of Jet Fuel in Atlantic Canada, we carry many government contracts and have been surprised on how this current tender has progressed.

There was a minor administration error in our offer documentation, a missing signature, for which we have been disqualified. We were unhappy to discover this omission and very concerned about impact of this error to your tender. We offered to resend the offer with the signature, but offer this was declined. In our experience with many other government, military and commercial tenders in Canada and the US, we find it unusual that we cannot correct this simple administration oversight, without changing any commercial or operations elements and in doing so provide Government Air Services with another option for review. We wanted to ensure that the omission of a signature on our offer was truly an appropriate reason for disqualification.
It is always beneficial to a buyer to maintain a wide selection of suppliers for review to ensure you are able to bring the most value to your organization. This is particularly relevant in Newfoundland, where removing a supplier could mean leaving only a single option at some locations. Reducing the pool of suppliers naturally impacts the potential value available to both operational and commercial tender targets. Whilst we fully understand that some offers may not be commercially or operationally acceptable, and as such are removed from the process, removal for a small administration error may only serve to weaken the success of the tender.

We are looking forward to having a discussion with you on this matter. Please let us know an appropriate time for us to connect.

Louisa Lamb
Jet Fuel Sales US/CN
IRVING OIL
1 506 202 7706

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Multi Service PO# 218000193 refers to TP 117024534 This renewed every two years. This card has been in use at Air Services for approximately 20-25 years.

Hi Wendy,

You are correct there was no bids for these locations previously including Wabush. For fuel purchased in these locations. Where no standing offer exists or vendors will not accept at Purchase Order in or out of province we use our Aviation Credit Card. Multi Service PO # 218000193.

Hi Wendy.

On the last tender, there was a no bid for St. Anthony and Stephenville. Who was providing the fuel for those locations? Do you have a PO number for those areas?

Thanks,
W ~

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
Hi Mr. Butt

Please see attached bid summary spreadsheet for TP118001536 – Aviation Fuel as per your request with Mr. Martin.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

(709) 729-6035 | wendyspurrell@gov.nl.ca

Newfoundland Labrador

From: Martin, Mike <MikeMartin@gov.nl.ca>
Sent: Wednesday, February 6, 2019 10:38 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: FW: Fuel Tender

Wendy. Please forward the loookie for the Jet Fuel tender to Mr. Butt. Thanks. Mike.

Mike Martin
Public Procurement Agency
(709) 729-3340

From: Butt, Gordon <Gordon.Buttlirvingoil.com>
Sent: Wednesday, February 06, 2019 10:36 AM
To: Martin, Mike <MikeMartin@gov.nl.ca>
Subject: Fuel Tender

Hey Mike:
Thanks for the grand chat. Would you be so kind to send me the spreadsheet we talked about and the contract duration?

Gord

Gordon Butt
FBO Manager
Gander, NL CYQX
Irving Aviation Services

(O) 1,709,651,5000
(U) 122.9

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Thanks Wendy, I'll definitely take a look once the awards are posted. To be honest we were somewhat shocked when we looked at the 3 prices, ours being nearly a full 20 cents higher than the lowest, and with the understanding that we all use the same base rates & Excise/Fuel tax to start from.

Something doesn't seem to be adding up. Our incremental costs would have had to have been only 3 cents to match the lowest bidder.

Mikw

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Wednesday, February 6, 2019 9:14 AM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: TP118001536

HI Mike.

All information on tender awards are posted on Public Procurement Agency website 30 days after award. Tender award information can be found by clicking on the following link:

https://secure-web.cisco.com/1lyppJ_Je_BHpykdM6cBykdyAcuxxf4iHDFwpPllyooe-xPFPnumErbXQieoCQ2YYSxlQA3dReR2K5HAUX2Amq46mL-BM85NTskOQNLMAM_Hb0lpay_eu0DsQ3y4M1hYAKcmGhpqKjggpQCo_bFNNiMXsaF1z9knAEcELeOMuDJr7gbGX5zDWjl-flCtfrxISTzk6xsSXb7mKOj5NH96qdi2eZeGQr1Kpil4QodOzQVmoCIpu_piwq1N5TixriOpBywQMPwleb1ALLkkwfU5qm2TEgc-Csizr30XmCccI98t2pAb8ONRkMhYyAAXowkyW8mjTCPCLT91M8VsTx9IsVjJsLg/https%3A%2F%2Fwww.ppa.gov.nl.ca%2Ftenders%2Fawarded.html

Half way down the page, you see the following:

- Note all of the links below are PDF document

**Open Calls for Bids**

2019

![2019-01-01 To 2019-01-15](372 KB)

The area highlighted in yellow is where the tender awards are posted. AS you see, the tender awards are only posted up to Jan 15, 2019.
But this is where you would find the awards.

Contracts are awarded to bidders that meet all specifications, terms and conditions outlined in the tender.

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

[Contact Information]

[Image]

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Tuesday, February 5, 2019 11:13 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: TP118001536

Thanks Wendy. I had heard Woodward’s were the successful bidders however the attached shows Irving with the lowest price.
Who won the contract?

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Tuesday, February 5, 2019 10:04 AM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: TP118001536

I have attached a copy of the bid summary spreadsheet for your review.

Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency

[Contact Information]
From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Tuesday, February 5, 2019 9:35 AM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: RE: TP118001536

Good morning Wendy, I'm hearing rumors that the contracts have been awarded & Gander Aviation was not successful??

Mike

From: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Sent: Thursday, January 10, 2019 1:59 PM
To: Mike Collins <Mike.Collins@ganderaviation.ca>
Subject: RE: TP118001536

Your tender documents were received and the tender is still in the evaluation phase.

Thanks,
Wendy

WENDY SPURRELL | Procurement Officer III

Public Procurement Agency
30 Strawberry Marsh Road
St. John's NL A1B 4J6

(709) 729-6035 | wendyspurrell@gov.nl.ca

From: Mike Collins <Mike.Collins@ganderaviation.ca>
Sent: Thursday, January 10, 2019 12:31 PM
To: Spurrell, Wendy P. <WendySpurrell@gov.nl.ca>
Subject: TP118001536

Hi Wendy, I don't recall if I had sent an email to you to make sure you received my tender docs that I faxed over on December 14?
In addition, I just noticed I wasn’t specific in listing my incremental charges like we were requested to do, hope this doesn’t disqualify us. In any event the incremental charges consist of transportation costs, Profit & Overhead.

Thanks, Mike

Mike Collins

Flight Operations Manager
Gander Aviation
100 Marix Boulevard
P.O. Box 10
Gander, NL, Canada
A1V 1W5
T: 709-256-4620
F: 709 256-7977
www.ganderaviation.ca

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