



RFP-2023-10-3033 - Transport of Liquor between Alberta and Yukon

Vendor Details

Company Name: Pacific Coast Distribution Ltd.
Does your company conduct business under any other name? If yes, please state: BC
Address: 27433 52 AVE
Langley, BC V4W 4B2
Contact: Chris Funk
Email: chris.funk@pacificcoast.ca
Phone: 604-624-0225
Fax: 604-888-4849
HST#:

Submission Details

Created On: Wednesday January 10, 2024 18:51:25
Submitted On: Thursday January 18, 2024 15:50:43
Submitted By: Chris Funk
Email: chris.funk@pacificcoast.ca
Transaction #: ffead384-95e2-4a40-afce-30511d2cf4c6
Submitter's IP Address: 184.68.157.98

0002

(*) Denotes a "MANDATORY" field

Do not enter \$0.00 dollars unless you are providing the line item at zero dollars to the Owner (unless otherwise specified).

If the line item and/or table is "NON-MANDATORY" and you are not bidding on it, leave the table and/or line item blank. Do not enter a \$0.00 dollar value.

Proposal Price

Proposal Price is the price the Contractor offers to provide the service described in this document and to be paid by the Corporation in connection with the applicable Proposal.

This Pricing Table is for the indicated **estimated** Annual Numbers and the **estimated** Fuel Surcharge (FSC) only. Please note, in the Pricing Table, the estimated FSC is in percentage; the value indicated as 0.6 equals 60%.

All Full Truckload (FTL) services are to be estimated as cost per load. In addition to the FTL estimate, the Contractor will estimate the Cross-Docked Pallet, Stop-Pickup or Delivery en route and Back Haul fees.

The proposal price must include the time to load, offload and protection against any product damage, loss, theft, and temperature extremes due to overheating or freezing conditions. **The price must include the use and operation of a temperature-controlled trailer (reefer and heater).**

The Corporation will calculate the Fuel Surcharge, which will be added exclusively to the number of FTL transported between the GEA, AB, and the Corporation's proposed price.

All prices must be submitted in Canadian currency.

Detailed background information can be found in the Tender document under the Specification, section 3.0 Background information.

The Contractor **should not include** the Goods and Services or Harmonized Sales Tax (GST/HST) in the Proposal Price. The system automatically calculates the 5% Goods and Services Tax (GST) and adds it to the proposal price.

I/We have carefully examined the scope of work and all other factors affecting the job and propose to furnish the services in the manner called for in the scope of work.

Line Item	Details	Estimated Annual Numbers	Proposed Price *	Sub Total	60% FSC	Estimated FSC	Total
1	Number of FTL Transported from the Greater Edmonton Area to the Corporation	240	77(1)(c)		0.6	77(1)(c)	
2	Number of FTL Transported from the Corporation to the Greater Edmonton Area	25			0.6		
3	Number of Cross Docked Pallets	150			0		
4	Number of Additional Stop-Pickup or Delivery en route	30			0		
Subtotal:							\$ 2,467,150.00

A Proponent that commits to providing Yukon First Nation (YFN) labour hours, which includes both existing labour or hiring additional labour to perform the Work, has an opportunity to increase their evaluation points. The information provided by the Proponent will form part of their Yukon First Nations Participation Plan/Agreement commitments and obligations. Subcontractors using existing and additional Yukon First Nations labour can be included in the Proposal submitted by the Proponent; however, it will be the Proponent's responsibility to ensure subcontractor commitments are met.

Two employment factors are considered for evaluation, **Yukon First Nation Labour Hours and Yukon First Nation Wages to be Paid**. Points are evaluated on a pro-rated basis using the formula set out below.

Yukon First Nation Labour Hours Criteria

Information required:

- **Total Proposed YFN Labour Hours:** Submit total proposed YFN labour hours to perform the Work including any YFN labour hours for any subcontractors ("Total YFN Labour Hours");
- **Total Proposed Labour Hours to Perform the Work:** Submit total proposed number of all labour hours, including labour of any subcontractors, to perform the Work (this includes all Yukon First Nation labour hours **and** non-Yukon First Nation labour hours), (collectively, the "Total Labour Hours"). Information will be evaluated based on the following from the Yukon First Nation Participation Plan - Labour Levels proposal form:
 1. Total Proposed YFN Labour Hours from Proponent with Highest Total Proposed YFN Labour Hours = 100 Points ("Total Eligible YFN Labour Points");
 2. Total YFN Labour Hours of a Proponent ÷ Total Proposed YFN Labour Hours from Proponent with Highest Total Proposed YFN Labour Hours = Proposal % ("YFN Labour Percentage"); and
 3. YFN Labour Percentage x Total Eligible YFN Labour Points = # of points assigned to Proposal for Yukon First Nation Labour Hours.

Labour Hours Mandatory Threshold

If a Proponent's Total YFN Labour Hours are less than 10% of its Total Labour Hours to Perform the Work, the Yukon First Nation Labour Hours criteria and Yukon First Nation Wages to be Paid criteria will be scored zero regardless of the amount of Yukon First Nation Labour Hours being proposed. For greater clarity, if a Proponent scores "0" for not meeting the threshold for Yukon First Nation Labour Hours and is selected for a Contract, the Proponent will still be obligated and required to provide the YFN Labour Hours submitted in its Proposal during performance of the Contract as part of its Yukon First Nation Participation Plan.

Yukon First Nation Wages to be Paid Criteria

Information required:

- Information provided in Part C: Total Dollar value of wages being paid to Yukon First Nation Labour from the YFN Bid Value Reduction Criteria and Yukon First Nation Participation Plan form will be used for the Yukon First Nation wages to be paid criteria. If no information is provided or the amount of the YFN Total Wages submitted exceeds the total price of the Proposal (excluding any contingencies or provisional cost sums stated in the RFP), zero points will be awarded for Yukon First Nation wages to be paid criteria. Information will be based and evaluated on the following:
 1. Total Dollar value of wages being paid to Yukon First Nation Labour from Proponent with Highest Total Dollar value of wages being paid to Yukon First Nation Labour = 100 Points ("Total Eligible YFN Wages Points")
 2. Total Dollar value of wages being paid to Yukon First Nation Labour of a Proponent ÷ Total Dollar value of wages being paid to Yukon First Nation Labour from Proponent with Highest Total Dollar value of wages being paid to Yukon First Nation Labour = YFN Wage Percentage
 3. YFN Wage Percentage x Total Eligible YFN Wages Points = # of points assigned to the Proponent for Total Dollar value of wages being paid to Yukon First Nation Labour

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☐ We will not be submitting for Yukon First Nations Participation Plan - Labour Levels

Line Item	Information Required	Description	Unit of Measurement	*
1	Total Proposed YFN Labour Hours	Total proposed number of YFN labour hours to complete the work	# of Hours	77(1)(c)
2	Total Proposed Labour Hours to Perform the Work	Total proposed number of all labour hours to complete the Work (this includes all labour hours, including YFN and non-YFN labour hours)	# of Hours	

RFP - Bid Value Reduction Criteria

For the purposes of evaluation, the pricing of the Proposals is subject to reduction from any applicable Bid Value Reduction criteria ("BVR"), including:

- Yukon First Nation Business Ownership BVR;
- Yukon First Nation Business Location BVR; and/or
- Yukon First Nation Labour BVR.

NOTE: Any BVRs will only apply for the purposes of the evaluation and ranking. BVR will not apply to or include any contingencies and/or provisional cost sum amounts stated in the Price Table or procurement documents.

To submit Yukon First Nation Labour wages for employees of non-Yukon First Nation owned businesses, please see Part C Total Dollar value of wages being paid to Yukon First Nation Labour, below.

If selected for a Contract, the Proponent acknowledges and agrees that the contents and commitments, including: the value of any proposed work, services, wages, or labour contained in its Proposal related to Yukon First Nation Criteria or Yukon First Nations shall become part of their Yukon First Nation Participation Plan/Agreement, and such plan/agreement and the terms, commitments, and obligations therein shall be deemed to be incorporated into and form part of the terms of the Contract and the selected Proponent/Contractor is solely responsible for fulfilling such terms and providing sufficient proof thereof.

To complete the form, enter the information, as applicable:

Part A: Yukon First Nation Business (full legal name)

Enter the full, legal name of any applicable Yukon First Nation Business, as listed on the Yukon First Nation ("YFN") Business Registry, that will be performing applicable Work, this

may include the Proponent and/or their subcontractors performing such Work. In order to be eligible, each YFN Business stated on the form must be **duly registered and officially listed as a YFN Business on the YFN Business Registry**. For further information on the registry, please go to the following website at: <https://yukon.ca/en/search-yukon-first-nations-business-registry>. If a Proponent is submitting for only Part C, Part A may be left uncompleted.

Part B: Total Dollar value of Work being completed by each YFN Business

Enter the total dollar value of Work each YFN Business stated on the form will complete as a part of the Work, excluding any contingencies or provisional cost sums. This total dollar value includes the costs to complete the applicable Work, including labour costs for both YFN and non-YFN employees. The total dollar value of Work must only include the Work to be directly performed by each YFN Business, and shall not include the value of Work to be performed by subcontractors of the YFN Business. The value of Work to be performed by subcontractors that are YFN Businesses must be entered separately under this Part (where eligible or applicable). If a Proponent is submitting for only Part C, Part B may be left uncompleted.

Part C: Total Dollar value of wages being paid to Yukon First Nation Labour

For YFN Businesses:

Enter the total dollar value of wages to be paid to Yukon First Nation labour employed by the YFN Business to perform the applicable Work. For the purposes of Part C, "wages" means the actual amount of pay Yukon First Nation labour will receive for their actual performance of the Work and, for greater certainty, does not include costs for: equipment, rentals, lodging, travel, fuel, overhead costs, profit margins or other disbursements.

If a Proponent submits for Part A and B and cannot be verified on the YFN Business Registry, the total dollar value of wages to be paid to Yukon First Nation labour within Part C is still eligible for the Yukon First Nation Labour BVR (where applicable).

For YFN labour employed by non-YFN Businesses:

Enter the total dollar value of wages to be paid to Yukon First Nation labour employed by non-YFN Businesses to perform the applicable Work. For the purposes of Part C, "wages" means the actual amount of pay Yukon First Nation labour will receive for their actual performance of the Work and, for greater certainty, does not include costs for: equipment, rentals, lodging, travel, fuel, overhead costs, profit margins or other disbursements. The non-YFN business does not have to fill in Part A or B of the form.

YFN Business Ownership BVR Criteria:

For each YFN Business, a BVR for YFN Ownership may be applied based on the following formula and criteria:

(Part B: Total Dollar value of Work being completed by the YFN Business) minus (Part C: Total Dollar value of wages being paid to Yukon First Nation Labour) = YFN Ownership Amount

A YFN Business Ownership BVR may only be applied to the YFN Ownership Amount based on the following percentages and associated reductions, and if the business is verified and listed on the YFN Business Registry. A YFN Business's percentage of YFN Ownership shall be based on the percentage verified and approved by the YFN Business Registry. The Owner may, at its discretion, verify the percentage of YFN Ownership submitted with the YFN Business Registry.

- 100% YFN Ownership = **15%** BVR
- 75% to 99% YFN Ownership = **10%** BVR
- 50%* to 74% YFN Ownership = **5%** BVR

*minimum 51% Ownership required for corporations and Not-for-profits.

Proponents are cautioned to review their Proposals carefully prior to submission to ensure that any YFN Business is properly listed on the YFN Business Registry and the full legal name of the business listed on the YFN Business Registry are the same as stated on the applicable Proposal form. If there is any error or discrepancy between the YFN Business name submitted in the Proposal and the name found on the YFN Business Registry, then the Owner, reserves the right, at its discretion, to not apply the YFN Business Ownership BVR (in whole or in part).

YFN Business Location BVR Criteria:

Where applicable, a Proponent may submit and be eligible for a 5% BVR for YFN Business Location. A YFN Business's Primary Business Location shall be verified and approved by the YFN Business Registry. The YFN Business Location BVR may be applied to the total dollar value of Work completed by each YFN Business whose Primary Business Location is situated in Yukon First Nation Traditional Territory where the Work is to occur. For greater certainty, if the Work is occurring in more than one Traditional Territory, the YFN Business Location BVR will be applied to the total dollar value of work to be completed for each submitted YFN Business whose Primary Business Location is situated in the Yukon First Nation Traditional Territories where the Work is to occur.

Despite the above, YFN Businesses with their Primary Business Location in Whitehorse are not eligible for the YFN Business Location BVR.

For each YFN Business, a BVR for YFN Business Location may be applied based on the following formula and criteria:

Part B: Total Dollar value of work being completed by the YFN Business x 5% = YFN Business Location BVR

Yukon First Nation Labour BVR for YFN or Non-YFN Businesses:

The line items provided in Part C: Total Dollar value of wages to be paid to Yukon First Nation Labour, will be added together by the Owner to determine the total dollar value of wages to be paid to Yukon First Nations labour ("YFN Total Wages") by YFN or non-YFN Businesses. The YFN Total Wages will be used to determine the 15% YFN Labour BVR.

The YFN Labour BVR may be applied based on the following formula and criteria:

Part C: Total Dollar value of wages to be paid to Yukon First Nation Labour x 15% = YFN Labour BVR

If the amount of the YFN Total Wages submitted exceeds the total price of the Proposal (excluding any contingencies or provisional cost sums stated in the RFP), then the Proponent is not eligible for the YFN Labour BVR and will be disqualified from receiving a YFN Labour BVR and no BVR will be applied to their Proposal for the YFN Labour BVR.

If the YFN Labour BVR is applied and the Proponent submits a compliant Yukon First Nation Participation - Labour Levels form, if applicable, the YFN Total Wages will be used for the evaluation of the Yukon First Nation wages to be paid criteria as found on form: Yukon First Nation Participation - Labour Levels. For greater certainty, if Part C: Total Dollar values of wages to be paid to Yukon First Nation Labour is submitted, but the Yukon First Nation Participation - Labour Levels is not submitted, the Yukon First Nation wages to be paid criteria as part of the Yukon First Nation Participation - Labour Levels form will not be calculated.

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☐ We will not be submitting for RFP - Bid Value Reduction Criteria

Line Item	Part A Yukon First Nation Business (full legal name)	Part B Total Dollar Value of work being completed by the YFN Business	Part C Total Dollar value of wages to be paid to Yukon First Nation Labour*
1	Castle Rock Enterprises Limited Partnership	77(1)(c)	0006

Summary Table

Bid Form	Amount
Proposal Price	\$ 2,467,150.00
GST (5%)	\$ 123,357.50
Total Contract Amount:	\$ 2,590,507.50

Qualifications and Experience

0007

Total Available Points: 40

Please describe your company's primary business and its experience with work of this nature. Provide a summary of two comparable experiences in carrying out transportation described in this Tender document under the Specification section.

For the two comparable experiences, please provide the following information:

- Project name and location(s),
- Detailed scope of service(s),
- Start and completion date(s),
- Contact name(s) and title(s) and
- Phone number(s) and email address(es).

Include a public sector client if you have one.

Please note that each experience is worth **20 points** upon providing the above-indicated five pieces of information.

Line Item	Project Name(s) and Location(s) *	Detailed Scope of Service(s) *	Start and Completion Date(s) *	Contact Name(s) and Title(s) *	Phone Number(s) and Email Address(es) *	Maximum Points
1	YLC - Transportation of Liquor and Other Goods from Vancouver BC to Whitehorse YT	77(1)(c)	February 1, 2020 - January 31, 2023	Carrie Ekholm - Manager, Sourcing and Supply Adam Pryor - Manager Facilities (Assets) and Contracts (Bids&Tenders) Manager Departmental Records	867-667-3794 Carrie.Ekholm@gov.yk.ca	77(1)(c)
2	Yukon Liquor Corp - Transportation of Liquor and Other Goods from Edmonton AB to Whitehorse YT		October 1, 2020 - September 30, 2021	Nail Sultanau - Procurement Specialist	867-667-8728 Nail.Sultanau@gov.yk.ca	

Delivery and Customer Service Capability

Total Available Points: 50

1. List and briefly describe the methods and equipment(s) used to complete the transportation requirements identified in this Tender document under the Specification section. **(10 points)**
2. Provide details on the delivery route, time and temperature-controlled transportation capability that meets the requirements for this tender. **(10 points)**
3. Briefly describe your customer service policy and service commitment to your customers. **(30 points)**
At a minimum, provide information on the following:
 - Response time to phone and email inquiries,

- Course of action to address customer's concern(s) or dissatisfaction,
- Process for dealing with goods damaged in transit and
- Process for securing goods in transit to avoid damage.

0008

Line Item	Description	Response *	Maximum Points
1	List and briefly describe the methods and equipment(s) used to complete the transportation requirements identified in this Tender document under the Specification section.	77(1)(c)	
2	Provide details on the delivery route, time and temperature-controlled transportation capability that meets the requirements for this tender.		

3	Briefly describe your customer service policy and service commitment to your customers.
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77(1)(c)

0009

Capacity Details

Total Available Points: 30

Provide details to show the pounds and standard pallets per truckload capacity.

Points will be awarded as follows:

- Excellent – Capacity greater than 50,000 lb. (15 points)
- Good – Capacity greater than 46,000 lb. and up to 49,999 lb. (10 points)
- Acceptable – Capacity greater than 40,000 lb. and up to 45,999 lb. (5 points)
- Unacceptable – Capacity below 39,999 lb. (0 points)

Points will be awarded as follows:

- Excellent – Capacity for 28 pallets and greater per truckload. (15 points)
- Good – Capacity for 25 pallets and up to 27 pallets per truckload. (10 points)
- Acceptable – Capacity for 21 pallets and up to 24 pallets per truckload. (5 points)
- Unacceptable – Capacity below 20 pallets per truckload. (0 points)

Line Item	Description	Response *	Available Points
1	Maximum Pounds per Truckload Capacity (rounded to the nearest pound (lb.))	77(1)(c)	Excellent – 15 points Good – 10 points Acceptable – 5 points Unacceptable – 0 points
2	Maximum Standard Pallets (48" x 40") per Truckload Capacity		Excellent – 15 points Good – 10 points Acceptable – 5 points Unacceptable – 0 points

Total Points Available: 80

The Proponent should demonstrate their experience working in the North by providing detailed information related to the following:

- 1. The Proponent's knowledge of specific challenges and opportunities that might be encountered during the completion of the work is present because of the project's northern context. Provide information on addressing such challenges and opportunities to complete the proposed work. **(40 points)**
Examples: Logistics, Climate, Geography, Weather Conditions, Resource Availability, Environmental Concerns, Health and Safety Requirements, etc.
- 2. The Proponent's experience working in remote, northern communities or sites similar to the work and service areas included in this RFP. Provide information regarding specific similarities between the proponent's experience and the work required on this project. **(40 points)**
Experience descriptions should include identifying the key team members involved, the Proponent's role on the project, a brief description of the project, and a comparison of the similarities and differences between the selected experience and the scope of the work described under the Specification section.

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Line Item	Description	Response *	Maximum Points
1	The Proponent's knowledge of specific challenges and opportunities that might be encountered during the completion of the work is present because of the project's northern context. Provide information on addressing such challenges and opportunities to complete the proposed work.	77(1)(c)	
2	The Proponent's experience working in remote, northern communities or sites similar to the work and service areas included in this RFP. Provide information regarding specific similarities between the proponent's experience and the work required on this project.		

1. I/We have thoroughly reviewed the terms of the RFP and all addenda, and understand the terms of the RFP, and acknowledge and agree to be bound by the terms of this RFP.
2. I/We have submitted a Proposal in accordance with the terms of this RFP. I/We have carefully examined and thoroughly reviewed the Work/Specifications and Contract. I/We am/are prepared and satisfied as to the practicality of executing the Work in accordance with the Contract and our ability to perform the Work, and have exercised due diligence to investigate all facts and conditions that are related to or affect the Work under the Contract.
3. In the event of my Proposal being accepted, I/we agree to enter into the Contract with the Yukon Liquor Corporation on the terms and conditions set out in this RFP and the Contract.
4. I/We have checked for, reviewed, and received all addenda issued under this RFP, and acknowledge and agree to the terms of all addenda issued under this RFP.
5. In consideration for submitting a Proposal, I/we agree that this Proposal is irrevocable, unconditional, and open to acceptance by the Yukon Liquor Corporation for the period stated in the RFP or any extension thereof, regardless of whether any other Proposal has been accepted or not.
6. I/we represent and warrant that the Proponent has full power and authority to enter into, perform and execute the Contract, and that the person signing this form on behalf of the Proponent is properly authorized to do so. I/we agree to be bound by the statements and representations made in this Proposal and that such statements and representations are true and accurate.
7. I/We thoroughly reviewed the terms of the RFP and agree to complete the Work for the all-inclusive cost/price(s) provided.

☒ I/WE agree to be bound by the terms and conditions and have authority to bind the Corporation and submit this Bid on behalf of the Bidder. - Chris Funk, General Manager, Pacific Coast Distribution Ltd.

The bidder shall declare any potential or actual conflict of interest that could arise from Bidding on this Bid. Do you have a conflict of interest? ☒ Yes ☒ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document

Please check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
RFP 2023-10-3033 Addendum #7 Thu January 11 2024 02:04 PM	<input checked="" type="checkbox"/>	3
RFP 2023-10-3033 Addendum #6 Wed January 10 2024 01:09 PM	<input checked="" type="checkbox"/>	2
RFP 2023-10-3033 Addendum #5 Fri January 5 2024 10:04 AM	<input checked="" type="checkbox"/>	2
RFP-2023-10-3033 Addendum #4 Wed December 20 2023 12:01 PM	<input checked="" type="checkbox"/>	1
RFP-2023-10-3033 Addendum #3, Attachment #1 - APPENDIX E - PAST SIX MONTHS FSC INDEX Tue December 19 2023 11 08 AM	<input checked="" type="checkbox"/>	24
RFP-2023-10-3033 Addendum #3 Tue December 19 2023 11 07 AM	<input checked="" type="checkbox"/>	3
RFP-2023-10-3033 Addendum #2 Wed December 13 2023 10:18 AM	<input checked="" type="checkbox"/>	2
RFP-2023-10-3033 Addendum #1 Mon December 11 2023 12 33 PM	<input checked="" type="checkbox"/>	2



RFP-2023-10-3034 - Transport of Liquor between British Columbia and Yukon

Vendor Details

Company Name: Pacific Coast Distribution Ltd.

Does your company conduct business under any other name? If yes, please state: BC

Address: 27433 52 AVE
Langley, BC V4W 4B2

Contact: Chris Funk

Email: chris.funk@pacificcoast.ca

Phone: 604-624-0225

Fax: 604-888-4849

HST#:

Submission Details

Created On: Thursday January 25, 2024 12:28:58
Submitted On: Thursday January 25, 2024 14:09:19
Submitted By: Chris Funk
Email: chris.funk@pacificcoast.ca
Transaction #: 6e68d91b-fe30-4b60-99d0-70d754f7149b
Submitter's IP Address: 184.68.157.98

0014

(*) Denotes a "MANDATORY" field

Do not enter \$0.00 dollars unless you are providing the line item at zero dollars to the Owner (unless otherwise specified).

If the line item and/or table is "NON-MANDATORY" and you are not bidding on it, leave the table and/or line item blank. Do not enter a \$0.00 dollar value.

Proposal Price

Proposal Price is the price the Contractor offers to provide the service described in this document and to be paid by the Corporation in connection with the applicable Proposal.

This Pricing Table is for the indicated **estimated** Annual Numbers and the **estimated** Fuel Surcharge (FSC) only. Please note, in the Pricing Table, the estimated FSC is in percentage; the value indicated as 0.6 equals 60%.

All Full Truckload (FTL) services are to be estimated as cost per load. In addition to the FTL estimate, the Contractor will estimate the Cross Docked Pallet, Stop-Pickup or Delivery en route, Staged Trailer at the Recycling Center and Back Haul fees.

The proposal price must include the time to load, offload and protection against any product damage, loss, theft, and temperature extremes due to overheating or freezing conditions. **The price must include the use and operation of a temperature-controlled trailer (reefer and heater).**

The Corporation will calculate the Fuel Surcharge, which will be added exclusively to the number of FTL transported between the GVA, BC, and the Corporation's proposed price.

All prices must be submitted in Canadian currency.

Detailed background information can be found in the Tender document under the Specification, section 3.0 Background information.

The Contractor **should not include** the Goods and Services or Harmonized Sales Tax (GST/HST) in the Proposal Price. The system automatically calculates the 5% Goods and Services Tax (GST) and adds it to the proposal price.

I/We have carefully examined the scope of work and all other factors affecting the job and propose to furnish the services in the manner called for in the scope of work.

Line Item	Details	Estimated Annual Numbers	Proposed Price *	Sub Total	60% FSC	Estimated FSC	Total
1	Number of FTL Transported from the Greater Vancouver Area to the Corporation	100	77(1)(c)		0.6	77(1)(c)	
2	Number of FTL Transported from the Corporation to the Greater Vancouver Area	20			0.6		
3	Number of Cross Docked Pallets	650			0		
4	Number of Additional Stop-Pickup or Delivery en route	30			0.0		
5	Staged Trailer at the Recycling Center for Returns	1			0		
Subtotal:							\$ 1,343,700.00

A Proponent that commits to providing Yukon First Nation (YFN) labour hours, which includes both existing labour or hiring additional labour to perform the Work, has an opportunity to increase their evaluation points. The information provided by the Proponent will form part of their Yukon First Nations Participation Plan/Agreement commitments and obligations. Subcontractors using existing and additional Yukon First Nations labour can be included in the Proposal submitted by the Proponent; however, it will be the Proponent's responsibility to ensure subcontractor commitments are met.

Two employment factors are considered for evaluation, **Yukon First Nation Labour Hours** and **Yukon First Nation Wages to be Paid**. Points are evaluated on a pro-rated basis using the formula set out below.

Yukon First Nation Labour Hours Criteria

Information required:

- **Total Proposed YFN Labour Hours:** Submit total proposed YFN labour hours to perform the Work including any YFN labour hours for any subcontractors ("Total YFN Labour Hours");
- **Total Proposed Labour Hours to Perform the Work:** Submit total proposed number of all labour hours, including labour of any subcontractors, to perform the Work (this includes all Yukon First Nation labour hours **and** non-Yukon First Nation labour hours), (collectively, the "Total Labour Hours"). Information will be evaluated based on the following from the Yukon First Nation Participation Plan - Labour Levels proposal form:
 1. Total Proposed YFN Labour Hours from Proponent with Highest Total Proposed YFN Labour Hours = 100 Points ("Total Eligible YFN Labour Points");
 2. Total YFN Labour Hours of a Proponent ÷ Total Proposed YFN Labour Hours from Proponent with Highest Total Proposed YFN Labour Hours = Proposal % ("YFN Labour Percentage"); and
 3. YFN Labour Percentage x Total Eligible YFN Labour Points = # of points assigned to Proposal for Yukon First Nation Labour Hours.

Labour Hours Mandatory Threshold

If a Proponent's Total YFN Labour Hours are less than 10% of its Total Labour Hours to Perform the Work, the Yukon First Nation Labour Hours criteria and Yukon First Nation Wages to be Paid criteria will be scored zero regardless of the amount of Yukon First Nation Labour Hours being proposed. For greater clarity, if a Proponent scores "0" for not meeting the threshold for Yukon First Nation Labour Hours and is selected for a Contract, the Proponent will still be obligated and required to provide the YFN Labour Hours submitted in its Proposal during performance of the Contract as part of its Yukon First Nation Participation Plan.

Yukon First Nation Wages to be Paid Criteria

Information required:

- Information provided in Part C: Total Dollar value of wages being paid to Yukon First Nation Labour from the YFN Bid Value Reduction Criteria and Yukon First Nation Participation Plan form will be used for the Yukon First Nation wages to be paid criteria. If no information is provided or the amount of the YFN Total Wages submitted exceeds the total price of the Proposal (excluding any contingencies or provisional cost sums stated in the RFP), zero points will be awarded for Yukon First Nation wages to be paid criteria. Information will be based and evaluated on the following:
 1. Total Dollar value of wages being paid to Yukon First Nation Labour from Proponent with Highest Total Dollar value of wages being paid to Yukon First Nation Labour = 100 Points ("Total Eligible YFN Wages Points")
 2. Total Dollar value of wages being paid to Yukon First Nation Labour of a Proponent ÷ Total Dollar value of wages being paid to Yukon First Nation Labour from Proponent with Highest Total Dollar value of wages being paid to Yukon First Nation Labour = YFN Wage Percentage
 3. YFN Wage Percentage x Total Eligible YFN Wages Points = # of points assigned to the Proponent for Total Dollar value of wages being paid to Yukon First Nation Labour

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☐ We will not be submitting for Yukon First Nations Participation Plan - Labour Levels Criteria #1

Line Item	Information Required	Description	Unit of Measurement	*
1	Total Proposed YFN Labour Hours	Total proposed number of YFN labour hours to complete the work	# of Hours	77(1)(c)
2	Total Proposed Labour Hours to Perform the Work	Total proposed number of all labour hours to complete the Work (this includes all labour hours, including YFN and non-YFN labour hours)	# of Hours	

RFP - Bid Value Reduction Criteria

For the purposes of evaluation, the pricing of the Proposals is subject to reduction from any applicable Bid Value Reduction criteria ("BVR"), including:

- Yukon First Nation Business Ownership BVR;
- Yukon First Nation Business Location BVR; and/or
- Yukon First Nation Labour BVR.

NOTE: Any BVRs will only apply for the purposes of the evaluation and ranking. BVR will not apply to or include any contingencies and/or provisional cost sum amounts stated in the Price Table or procurement documents.

To submit Yukon First Nation Labour wages for employees of non-Yukon First Nation owned businesses, please see Part C Total Dollar value of wages being paid to Yukon First Nation Labour, below.

If selected for a Contract, the Proponent acknowledges and agrees that the contents and commitments, including: the value of any proposed work, services, wages, or labour contained in its Proposal related to Yukon First Nation Criteria or Yukon First Nations shall become part of their Yukon First Nation Participation Plan/Agreement, and such plan/agreement and the terms, commitments, and obligations therein shall be deemed to be incorporated into and form part of the terms of the Contract and the selected Proponent/Contractor is solely responsible for fulfilling such terms and providing sufficient proof thereof.

To complete the form, enter the information, as applicable:

Part A: Yukon First Nation Business (full legal name)

Enter the full, legal name of any applicable Yukon First Nation Business, as listed on the Yukon First Nation ("YFN") Business Registry, that will be performing applicable Work, this

Line Item	Part A Yukon First Nation Business (full legal name)	Part B Total Dollar Value of work being completed by the YFN Business	Part C Total Dollar value of wages to be paid to Yukon First Nation Labour*
1	Castle Rock Enterprises Limited Partnership	77(1)(a)	0017

Summary Table

Bid Form	Amount
Proposal Price	\$ 1,343,700.00
GST (5%)	\$ 67,185 00
Total Contract Amount:	\$ 1,410,885.00

- Course of action to address customer's concern(s) or dissatisfaction,
- Process for dealing with goods damaged in transit and
- Process for securing goods in transit to avoid damage.

0018

Line Item	Description	Response *	Maximum Points
1	List and briefly describe the methods and equipment(s) used to complete the transportation requirements identified in this Tender document under the Specification section	77(1)(c)	
2	Provide details on the delivery route, time and temperature-controlled transportation capability that meets the requirements for this tender.		

3	Briefly describe your customer service policy and service commitment to your customers.	77(1)(c)	9
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Capacity Details

Total Available Points: 30

Provide details to show the pounds and standard pallets per truckload capacity.

Points will be awarded as follows:

- Excellent – Capacity greater than 50,000 lb. **(15 points)**
- Good – Capacity greater than 46,000 lb. and up to 49,999 lb. **(10 points)**
- Acceptable – Capacity greater than 40,000 lb. and up to 45,999 lb. **(5 points)**
- Unacceptable – Capacity below 39,999 lb. **(0 points)**

- Points will be awarded as follows:
- Excellent – Capacity for 28 pallets and greater per truckload. **(15 points)**
 - Good – Capacity for 25 pallets and up to 27 pallets per truckload. **(10 points)**
 - Acceptable – Capacity for 21 pallets and up to 24 pallets per truckload. **(5 points)**
 - Unacceptable – Capacity below 20 pallets per truckload. **(0 points)**

Line Item	Description	Response *	Available Points
1	Maximum Pounds per Truckload Capacity (rounded to the nearest pound (lb.))	77(1)(c)	Excellent – 15 points Good – 10 points Acceptable – 5 points Unacceptable – 0 points
2	Maximum Standard Pallets (48" x 40") per Truckload Capacity		Excellent – 15 points Good – 10 points Acceptable – 5 points Unacceptable – 0 points

- 1. I/We have thoroughly reviewed the terms of the RFP and all addenda, and understand the terms of the RFP, and acknowledge and agree to be bound by the terms of this RFP.
- 2. I/We have submitted a Proposal in accordance with the terms of his RFP. I/We have carefully examined and thoroughly reviewed the Work/Specifications and Contract. I/We am/are prepared and satisfied as to the practicality of executing the Work in accordance with the Contract and our ability to perform the Work, and have exercised due diligence to investigate all facts and conditions that are related to or affect the Work under the Contract.
- 3. In the event of my Proposal being accepted, I/we agree to enter into the Contract with the Yukon Liquor Corporation on the terms and conditions set out in his RFP and the Contract.
- 4. I/We have checked for, reviewed, and received all addenda issued under this RFP, and acknowledge and agree to the terms of all addenda issued under this RFP.
- 5. In consideration for submitting a Proposal, I/we agree that this Proposal is irrevocable, unconditional, and open to acceptance by the Yukon Liquor Corporation for the period stated in the RFP or any extension thereof, regardless of whether any other Proposal has been accepted or not.
- 6. I/we represent and warrant that the Proponent has full power and authority to enter into, perform and execute the Contract, and that the person signing this form on behalf of the Proponent is properly authorized to do so. I/we agree to be bound by the statements and representations made in this Proposal and that such statements and representations are true and accurate.
- 7. I/We thoroughly reviewed the terms of the RFP and agree to complete the Work for the all-inclusive cost/price(s) provided.

☒ I/WE agree to be bound by the terms and conditions and have authority to bind the Corporation and submit this Bid on behalf of the Bidder. - Chris Funk, General Manager, Pacific Coast Distribution Ltd.

The bidder shall declare any potential or actual conflict of interest that could arise from Bidding on this Bid. Do you have a conflict of interest? ☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document

Please check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
RFP 2023-10-3034 Addendum #3 Mon January 15 2024 01:30 PM	<input checked="" type="checkbox"/>	1
RFP 2023-10-3034 Addendum #2 Thu January 11 2024 02:14 PM	<input checked="" type="checkbox"/>	3
RFP 2023-10-3034 Addendum #1 Fri January 5 2024 10:10 AM	<input checked="" type="checkbox"/>	1

