

December 19, 2024**Addendum No. 01****File Reference Number: RFP 2024 051****Title: Passenger Rail Food and Beverage Services****RE: Clarifications/Questions**

Please refer to the following information/clarifications:

Item 1: Would ONTC own the alcohol license (and therefore purchase & sell the alcohol). Would the service provider be responsible for simply storing the alcohol on behalf of ONTC?

Answer: Ontario Northland will hold its own liquor license and will be responsible for purchasing and selling the alcohol. The service provider will solely be responsible for storing the alcohol on behalf of Ontario Northland.

Item 2: Are the trains doing the roundtrip during the same day for both PBX and Northlander? If not, when is the return trip taking place?

Answer: Both services operate round trips: the PBX departs Cochrane in the morning and returns in the evening. In contrast, the Northlander utilizes three trainsets: one departs Toronto in the evening and arrives in Cochrane the following morning; another leaves Cochrane at night and arrives in Toronto in the morning; while the third trainset remains a layover point for maintenance. Essentially, this means that there are two Northlander trainsets in operation traveling north and south, with the third trainset dedicated to maintenance.

Item 3: Can food be provisioned for both ways at one station (e.g. TO Union for the Northlander and Cochrane for PBX)? Can perishable items (salads, sandwiches, etc.) be kept cold on board the Northlander?

Answer: Our goal is to ensure that Northlander food is provisioned in Toronto; however, during peak travel periods, there may be a need for replenishment along the route or at designated waypoints. We need to arrange for food deliveries to Cochrane, which could serve as a point for restocking Northlander supplies. It is important to note that the planned Northlander schedule will require FBS to concentrate on dinner and breakfast services, along with light snack options. We have onboard refrigerators and food carts to preserve food items. If items are loaded in Toronto at 1:00 PM, the remaining stock will be returned to Toronto 48 hours later. During seasonal service adjustments, this timeframe can be extended to 96 hours, which will necessitate loading fresh breakfast provisions in Cochrane.

Item 4: Are there any warehousing facilities at Timmins and/or Cochrane train stations that the service provider could rent & use?

Answer: We have Commissary in Cochrane that can store items.

Item 5: Do we need to account for crew meals for ONTC employees on-board?

Answer: Yes.

Item 6: Please provide a clear (mathematical) example of how the Pricing/Financial part of the proposal will be calculated based on the formula that you have provided in Article 6.2.2.(3), that is:

LOWEST PRICE ÷ QUALIFIED RESPONDENT'S PRICE x WEIGHTING = QUALIFIED RESPONDENT'S PRICING POINTS

Answer: ONTC will use the information provided in the Proposal Form 1-A – Schedule of Prices Excel Document to determine the final price to be evaluated. We will take into consideration the total start-up / transition expenses together with the three (3) year projection, and all other applicable pricing. For example, if Vendor 1 submitted the low bid with a total price of \$100,000.00 and Vendor 2 submitted a total price of \$300,000.00 the score for price for Vendor 2 out of 45 available points would be calculated as follows:

$$\$100,000.00 \div \$300,000.00 \times 45 = 15$$

Item 7: Please provide annual train schedules for each of spring/summer and fall/winter (dates and times) for 2024, as well as the planned schedule for 2025 for the Polar Bear Express.

Answer: The available schedule has been attached to this Addendum at Appendix A. Please note that schedules are subject to change. The Northlander schedule has not been confirmed; however, we plan to operate a seasonal service that includes variable frequencies (4 round trips low peak & 7 round trips high peak).

Item 8: Who is currently providing food and beverage services on your Polar Bear Express route (Cochrane to Moosonee)?

Answer: Sysco and Flannigan's are our two (2) major suppliers.

a) Is the service currently self-operated?

Answer: ONTC currently places orders based on our current inventory levels and available menu offerings.

- b) Are the current employees unionized? If so, please confirm the union name and end date of the collective bargaining agreement.

Answer: Unifor 103 Agreement 5 represents our On-Board Services, and Unifor 103 Agreement 1 represents our clerical employees. The Agreements expire December 31, 2026.

What is the current infrastructure in place to support the provision of food and beverage services for this route? What is the current operational model?

Answer: Commissary at Cochrane Station, stations in North Bay and soon to be in Porcupine. We will be looking to purchase lifting devices at locations mentioned to raise carts to the coach (low platforms). The PBX offers a cafeteria style service where customers can eat in the dining area in the coach (seating for 48).

Item 9: You mention that for the PBX, a dining car with full service is available.

- (a) What on-board equipment is available to provide such services?

Answer: Ovens, grills, steam tables, fridges, freezers and storage.

- (b) Please provide a typical menu for each of the round-way segments in a given week.

Answer: Please see the 2023 Menu attached to this Addendum at Appendix B. Please note specials are offered during various days of the month.

Item 10: How will the F&B offerings differ between economy and premium class?

Answer: Premium will offer full entrees including sides and dessert, premium beer, wines and spirits all served on dishware, silverware and glassware. Where economy will be snack and light meals, served in disposable prepackaged wrapping.

Item 11: Would the service provider be required to deliver/stock products and/or sanitized items to the loading dock? Train platform for handover to the attendee? Or directly onto the train? (In other words, where does the "hand-off" and "sign-off" of products/items occur?)

Answer: We are in the process of determining where the handoff will take place in Toronto. We would like the vendor to be responsible for ensuring all items are service ready and therefore require the vendor to deliver, store/stock items in food service carts, sanitize all equipment and dishware and responsible for inventory when delivering and removing items off the Northlander service. The PBX will require raw ingredients delivered to the Cochrane station commissary and will not require the same level of handling as the Northlander (e.g. food service carts).

Item 12: You indicate that you are looking to award this contract by March 2025. When would the actual provision of services be expected to begin for the Polar Bear Express?

Answer: We are looking to start the contract by initially servicing the PBX by summer 2025, and work with the vendor to develop a menu for the Northlander later in the year. With the extension provided in Item 13, this contract award date will be delayed as a result.

Item 13: We ask that ONTC please consider a 4-week extension to the cited remittance date.

Answer: ONTC will agree to extend the submission deadline / closing date of RFP 2024 051 by four (4) weeks. The new submission deadline / closing date is now 2:00:00 p.m. EST on Friday, February 7, 2025.

This Addendum hereby forms part of the RFP.

Regards,

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APPENDIX A

Arr/Lv Swastika	4:24:58 AM	4:24:58 AM	4:24:58 AM	4:24:58 AM	4:24:58 AM	4:24:58 AM	
Ar Matheson	5:09:58 AM	5:09:58 AM	5:09:58 AM	5:09:58 AM	5:09:58 AM	5:09:58 AM	
Lv Matheson	5:29:58 AM	5:29:58 AM	5:29:58 AM	5:29:58 AM	5:29:58 AM	5:29:58 AM	
Arr. Cochrane	6:25:07 AM	6:25:07 AM	6:25:07 AM	6:25:07 AM	6:25:07 AM	6:25:07 AM	
Lv Cochrane		9:00:00 AM	9:00:00 AM		9:00:00 AM	9:00:00 AM	
Arr Moosonee		2:00:00 PM	2:00:00 PM		2:00:00 PM	2:00:00 PM	

APPENDIX B

POLAR BEAR EXPRESS MENU

BREAKFAST		FOOD CONTINUED	
Cereal with milk	Without Milk (\$1.77)	\$ 5.35	Cheese Trays \$ 6.02
Cereal - Oatmeal		\$ 4.42	Chocolate Pudding \$ 3.07
Toast		\$ 2.65	Fruit Cup \$ 2.65
Muffins		\$ 1.77	Banana or Orange \$ 1.75
Western Sandwich		\$ 6.20	Dessert of the Day \$ 2.65
Bacon, Lettuce, Tomato Sandwich		\$ 6.20	Big Daddy Cookies \$ 1.75
Sandwiches	- Fried Egg	\$ 4.42	Ice Cream - Chocolate or Vanilla \$ 1.25
	- Fried Egg & Bacon	\$ 6.20	Yogurt Parfaits \$ 2.65
Breakfast # 1	- BACON, HAM OR SAUSAGE	\$ 15.04	Rice Krispie Treats \$ 5.00
Breakfast # 2	- BACON, HAM OR SAUSAGE	\$ 15.93	Homemade Cookies or Banana Bread \$ 2.65
One Egg		\$ 1.77	Bannock \$ 1.25
Two Eggs		\$ 2.65	HOT MEALS
Side of Bacon, Ham or Sausage		\$ 6.19	Meat Chili or Vegetable Chili \$ 11.06
Side of Homefries		\$ 5.31	BBQ Chicken Dinner \$ 19.95
1 French Toast No Meat		\$ 4.25	SUNDRIES
2 French Toast No Meat		\$ 5.50	Bagged Candies \$ 2.65
1 French Toast Bacon, Ham or Sausage		\$ 7.50	Blankets \$ 7.00
2 French Toast Bacon, Ham or Sausage		\$ 9.50	Chips \$ 2.65
BEVERAGES			Chocolate Bars \$ 2.65
Tea, Coffee or Hot Chocolate		\$ 2.65	Ear Buds \$ 8.85
Decaf Tea		\$ 2.65	Kleenex \$ 1.75
Water		\$ 1.77	Lip Balm \$ 3.76
Juice - Apple, Orange		\$ 2.65	Mints \$ 3.55
Iced Tea or Iced Tea Zero		\$ 2.65	Peanuts \$ 2.65
Milk - Chocolate or White		\$ 2.65	Playing Cards \$ 4.45
Soft Drink		\$ 2.65	Skittles \$ 2.65
FOOD			Pepto \$ 5.30
Sub - Pizza		\$ 7.75	Pain Reliver \$ 6.99
Sub - Assorted		\$ 9.00	Halls \$ 2.95
Cheeseburger		\$ 6.76	
Hamburgers		\$ 5.50	BAR
Hot Dog		\$ 4.25	Beer \$ 6.85
Pepperettes		\$ 2.95	Beer- Full Beard \$ 7.50
Pizza		\$ 4.45	Liquor - No Mix \$ 8.50
Soup of the Day		\$ 4.45	Liquor - With Mix \$ 8.50
Sandwiches	- Grilled Cheese	\$ 4.42	Wine - Red or White \$ 8.95
	- Turkey	\$ 6.20	Coolers \$ 7.25
	- Egg Salad	\$ 5.36	
	- Ham & Cheese	\$ 6.20	
Small Fries		\$ 5.31	
Large Fries		\$ 8.85	
Small Poutine		\$ 7.99	
Large Poutine		\$ 11.99	
Side Gravy		\$ 0.88	
Tossed Salad		\$ 8.50	
Veggie Burger		\$ 7.50	

*Drink Responsibly
 * Know your limit
 * Eat before and/or during drinking
 * Avoid Drinking Games
 * Alternate non-alcoholic with alcoholic beverages
 * Pace drinks to one or fewer per hour
 * Don't Drink & Drive

Prices subject to change without notice

MENU L'OURS POLAIRE EXPRESS

PETIT-DEJEUNER		AILMENTS A CONTINUÉ	
Céréales avec du lait pas du lait (\$1.77)	\$ 5.35	Plateau de fromage	\$ 6.02
Céréale - Gruau	\$ 4.42	Pudding au chocolat	\$ 3.07
Pain Grillé	\$ 2.65	Coupe de Fruits	\$ 2.65
Muffins	\$ 1.77	Bananes ou oranges	\$ 1.75
Sandwich style western	\$ 6.20	Dessert du jour	\$ 2.65
BLT (bacon, Laitue, et Tomate)	\$ 6.20	Biscuits de Big Daddy	\$ 1.75
Sandwiches	- Oeuf Frit	Crème glacé - chocolat ou Vanille	\$ 1.25
	- Oeuf Frit et bacon	Parfaits au yogourt	\$ 2.65
Petit Déjeuner #1	- Bacon, jambon ou Saucisse	Carrés au Rice Krispies	\$ 5.00
Petit Déjeuner #2	- Bacon, jambon ou Saucisse	Biscuits Maison ou Pain à la banane	\$ 2.65
Un oeuf	\$ 1.77	Bannock	\$ 1.25
Deux Oeufs	\$ 2.65	PLATS CHAUDS	
Côté de Bacon, Jambon et Saucisse	\$ 6.19	Chili à la viande ou Chili aux Légumes	\$ 11.06
Côté de Frites Maison	\$ 5.31	Dîner de poulet BBQ	\$ 19.95
Une tranche de pain Doré pas de viande	\$ 4.25	ARTICLES DIVERS	
Deux tranches de pains Dorés pas de viande	\$ 5.50	Bonbons en sac	\$ 2.65
Une tranche de pain doré avec de la viande	\$ 7.50	Couvertures	\$ 7.00
Deux tranches de pain doré avec de la viande	\$ 9.50	Croustilles	\$ 2.65
BOISSONS		Barres de chocolat	\$ 2.65
Thé, Café ou Chocolat Chaud	\$ 2.65	Écouteurs	\$ 8.85
Thé Décaféiné	\$ 2.65	Papiers-mouchoirs	\$ 1.75
Eau	\$ 1.77	Baume pour les lèvres	\$ 3.76
Jus - Pomme, Orange	\$ 2.65	Menthes	\$ 3.55
Thé Glacé	\$ 2.65	Arachides	\$ 2.65
Lait - Blanc ou Chocolat	\$ 2.65	Carte à jouer	\$ 4.45
Boissons gazeuses	\$ 2.65	Skittles	\$ 2.65
AILMENTS		Pepto	\$ 5.30
Sous-Marin Pizza	\$ 7.75	Anti-douleur	\$ 6.99
Sous-Marin Assortiment	\$ 9.00	Halls	\$ 2.95
Hamburger au fromage	\$ 6.76		
Hamburger	\$ 5.50	BOISSON ALCOOLISÉES	
Chien Chaud (Hot Dog)	\$ 4.25	Bière	\$ 6.85
Pepperettes	\$ 2.95	Bière - Full Beard	\$ 7.50
Pizza	\$ 4.45	Liqueur - aucun mélange	\$ 8.50
Soupe du jour	\$ 4.45	Liqueur avec mélange	\$ 8.50
Sandwich	- Fromage fondu	Vin - Blanc ou Rouge	\$ 8.95
	- Dinde	Boisson Glacières	\$ 7.25
	- Salade d'oeufs		
	- Jambon & Fromage		
Petit Frite	\$ 5.31		
Grosse Frite	\$ 8.85		
Petite Poutine	\$ 7.99		
Grosse Poutine	\$ 11.99		
Côte de sauce	\$ 0.88		
Salade mélangée	\$ 8.50		
Burger végétarien	\$ 7.50		

* Buvez de façon responsable
 * Connaissez votre limite
 * Manger avant et/ou pendant la consommation
 * Évitez les jeux de boisson
 * Alternent les boissons non alcoolisées avec les boissons alcoolisées
 * Limitez le nombre de boissons à une ou moins par heurs
 * Ne Buvez pas et conduisez

Les Prix peuvent être modifiés sans préavis