



Health  
Canada

Health Products  
and Food Branch

Santé  
Canada

Direction générale des produits  
de santé et des aliments

# Domestic Manufacturing and Distribution of Alcohol-Based Hand Sanitizers

A Questionnaire to inform Health Canada's Economic analysis

This questionnaire is being sent to you as a natural health product license holder. Health Canada is sharing this questionnaire with all companies that hold a license for the domestic production and distribution of alcohol-based hand sanitizers in Canada.

This information will help Health Canada determine whether a domestic balance has been reached or can be reached between the domestic supply of hand sanitizers and the demand in various settings, including health care facilities, commercial or industrial organizations, and at the retail level. The information you will provide via this survey will also help Health Canada determine whether the interim policy measures put in place since March 2020 to assist the fight against COVID-19 are effective or require some adjustments.

Rest assured that the information provided herein will be treated as confidential by Health Canada in a restricted folder on our protected network.. Any reports generated from this data will only contain aggregated data.

We appreciate the time that you will take to respond to this questionnaire and provide the information to Health Canada, at the latest by May 6<sup>th</sup>, 2020. Please send your completed questionnaire to [hc.nnhpd.consultation-dpsnso.sc@canada.ca](mailto:hc.nnhpd.consultation-dpsnso.sc@canada.ca) and indicate in the subject of your email the following subject: Response: Domestic Manufacturing and Distribution of Alcohol-Based Hand Sanitizers.

| Introduction  |                                    |
|---|------------------------------------|
| 1. How many Natural Product Numbers (NPNs) for hand sanitizers do you hold?   |                                    |
| 2. Please enter all NPNs for hand sanitizers  |                                    |
| 3. Are you currently producing hand sanitizer?  | YES<br>NO (skip to Q6)             |
| 4. Are you currently using a bilingual label (French/English)   | YES(skip to Q6)<br>NO              |
| 5. If not, please indicate the language used on your labels   | English<br>French                  |
| 6. Do you plan on producing hand sanitizer within the next four weeks?  | YES<br>NO                          |
| 7. What is your active ingredient?  | Ethanol<br>Isopropyl Alcohol (IPA) |
| Sales and donations (please report in litres)   |                                    |
| 8. For the period of April 19 to April 25, 2020, please report the manufacturing volumes of hand sanitizers for this business | Volume in litres                   |
| a. Volume of goods manufactured for sale  |                                    |
| b. Volume of goods purchased for resale, as is  |                                    |
| c. Volume of goods manufactured for donation  |                                    |
| d. Volume of goods purchased for donation, as is  |                                    |
| <b>TOTAL SALES AND DONATIONS</b>  |                                    |

| Inventories   |                         |
|---|-------------------------|
| 9. Please report the total volume of inventories owned and intended for distribution (including sale and donation).   | Volume                  |
| a. Raw Materials  |                         |
| i. Ethanol  | litres                  |
| ii. IPA   | litres                  |
| iii. Bottles  | units                   |
| iv. Labels  | units                   |
| v. Denaturants  | litres                  |
| vi. Rheology agents/viscosity agents  | litres                  |
| vii. Humectants (e.g., glycerine)   | litres                  |
| viii. Hydrogen peroxide   | litres                  |
| b. Goods and/or work in process   | units                   |
| c. Finished goods manufactured  | units                   |
| d. Goods purchased for resale, as is  | units                   |
| Unfilled orders (please report in litres)   |                         |
| 10. Please report the volume of unfilled orders as of April 25, 2020.   |                         |
| Production Capacity   |                         |
| <b>Production capacity</b> is defined as the maximum level of production that this plant could reasonably expect to attain under realistic labour and operating conditions, fully utilizing the machinery and equipment in place. |                         |
| 11. Under normal business conditions, what was the highest volume of hand sanitizer production capacity of this plant for a given week within the last six months?  |                         |
| 12. For the period of April 19 to April 25, 2020, this plant has been operating at what percentage of its production capacity?  |                         |
| 13. If this plant has been operating at less than its production capacity during the period covered, what are the reasons? (please check all that apply)  |                         |
| Insufficient labour   | Storage limitations     |
| Sufficient inventory  | Equipment failure       |
| Financial constraints   | Quality Issues          |
| Temporary plant shutdown  | Insufficient orders     |
| Lack of materials or supplies (specify shortage by volume)  | Volume                  |
| a. Ethanol  | litres                  |
| b. IPA  | units                   |
| c. Bottles  | units                   |
| d. Labels   | litres                  |
| e. Denaturants  | litres                  |
| f. Rheology agents/viscosity agents   | litres                  |
| g. Humectants (e.g., glycerine)   | litres                  |
| h. Hydrogen peroxide  | litres                  |
| Imports/Exports   |                         |
| 14. Did this business import hand sanitizers for the period of April 19 to April 25, 2020?  | YES<br>NO (skip to Q16) |
| 15. What was the quantity, in litres, of imported hand sanitizers?  |                         |
| 16. Did this business export hand sanitizers for the period of April 19 to April 25, 2020   | YES<br>NO (skip to Q18) |
| 17. What was the quantity, in litres, of exported hand sanitizers?  |                         |
| Manufacturing   |                         |
| 18. Do you produce your own ethanol for hand sanitizers   | YES<br>NO               |

**Consumers**

| 19. During the period of April 19 to April 25, 2020, what was the percentage of hand sanitizers delivered to the following types of customers?                       | SALES (%) | DONATIONS (%) |
|--|-----------|---------------|
| a. Hospital or health care setting (e.g., nursing homes, clinics)  |           |               |
| b. Industrial (e.g., food manufacturing plants, warehouses, etc.)  |           |               |
| c. Retail (e.g., pharmacies, grocery stores, etc.)   |           |               |
| d. Government (e.g., Federal and provincial buying networks)   |           |               |
| e. Other   |           |               |
| Please specify:  |           |               |
| 20. During the period April 19 to April 25, 2020 did you deliver hand sanitizer to a bilingual region as defined by the <a href="#">Treasury Board Secretariat</a> ? | YES<br>NO |               |

**Contact**

|                  |  |
|------------------|--|
| First Name       |  |
| Last Name        |  |
| Title            |  |
| Email address    |  |
| Telephone number |  |