



February 9, 2022

The Rt. Hon. Justin Trudeau
Prime Minister of Canada
Parliament Hill
Ottawa, ON

SOS: URGENT CALL TO ACTION TO OPEN OUR BORDERS AND SAVE MANUFACTURING IN CANADA

Dear Prime Minister:

Our industry is faced with being destroyed unless action is taken by our federal leadership to end the border blockades. As the duly elected representatives of all Canadians and all manufacturers we are beyond talk of jurisdiction.

A story from a member:

“We have an oversized tool to ship to Mexico. Two weeks ago, we got quotes from the transport partners we use for this- the number was \$20,000 USD. **BEFORE** the bridge closure. Last week we tried to arrange for this week. New price \$37,000 USD.

Call this week to confirm date. Not interested in the contract at all.

We have massive trouble here in Windsor-Essex but it will impact our industry and other industries at an alarming rate.

Our two associations represent more than 500 organizations across the country in tool, die, mold and industrial automation in Advanced Manufacturing which support the Canadian automotive, aerospace and general manufacturing sectors.

We must have a solution now and after listening to Question Period today we are very concerned. This is now about our economy, livelihoods and the long-term sustainability of an industry vital to Canada well beyond moldmaking and automation.

This is well beyond finger-pointing and blaming by all sides.

It is beyond incredible that this MAJOR border between Canada and the United States of America is closed and now the Bluewater Bridge at Sarnia, ON has also been seriously affected .

We are told there is a threat that the border crossings at Niagara Falls which may also be closed within the next day or two.

These border disruptions would effectively seal-off Canada’s manufacturing sector from its core markets in the United States and thus, they could devastate the economy of central Canada.

We must get this resolved immediately – with dialogue, mediation and a plan.

Please see the attached background info on our boards and our concerns.

We need a solution. Yesterday. We await a response of a remedy to resolve this impasse.



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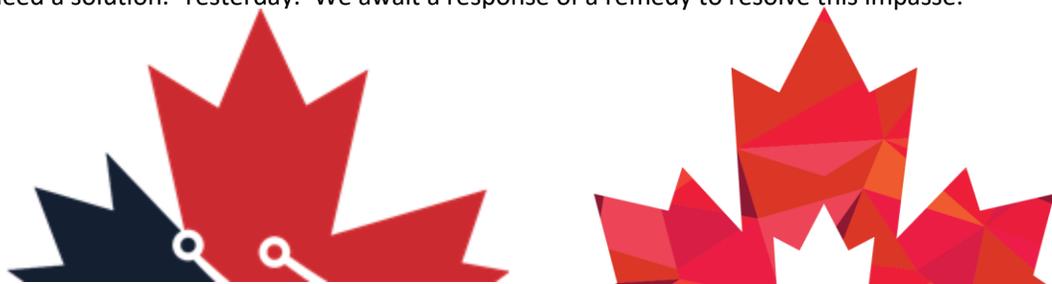
e: info@automatecanada.ca

AutomateCanada.ca

Canada's leading national association representing companies involved in the industrial automation sector

CAMM.ca

Canada's leading national association representing Moldmakers, Service Providers and Suppliers to the global Moldmaking Industry



The Canadian Association of Moldmakers (CAMM – www.camm.ca) and AUTOMATE Canada (www.automatecanada.ca) have serious and urgent concerns about the blockade of the Ambassador Bridge Windsor-Detroit border crossing.

We have members across the nation but the largest cluster of member companies lies in the Southwestern Ontario corridor. The majority of our products are exported and, like the auto and aerospace industries, by far, the largest export market for our goods and services is the US. Thus, these disruptions to the orderly flow of goods and people are a direct and serious threat to the companies operating in the advanced manufacturing sector and the livelihoods of more than 38,000 employees – the majority of whom are highly educated engineers and skilled trades workers.

The Boards of Directors of our two organizations ask your government to consider the potential effects of these border disruptions on three different timescales: short-term, medium-term and long-term. In the short term, the border closure has already had an immediate and serious effect on the ability of our member companies to fulfill their contracts with US customers, receive goods and services from US suppliers which we need so that we can add value in our Canadian factories. On a daily basis, our firms are liable for substantial monetary penalties for late shipment of goods and this will have an immediate negative effect on our profitability during these already challenging times. For some rational, one larger member stated that they export over \$4.5 Million worth of tooling across this particular border, monthly.



In the medium term, the border disruptions are demonstrating to our American customers that doing business with Canadian companies is risky and that unanticipated events in our country can profoundly affect the ability of Canadian industry to function in the integrated North American automotive, aerospace and general manufacturing sectors. Many current contracts, business relationships and customer confidence has become strained as a result of the necessary COVID 19 travel mandates that have slowed the flow of products and people who use this point of entry – but these measures did not completely eliminate access, unlike the current blockades. This present situation will result in some of our US customers revising their sourcing decisions over the coming 3-5 years and in the medium term, it will result in significant reductions in orders placed with Canadian companies in export-heavy industries. These outcomes will lead to reduced capital investment in Canada and significant job losses within our Canadian operations in the coming years. As your Government knows, the trend in lack of investment specifically in the automotive sector faced a continued declining trend over the last 20 years.

In the long term, our customers' revisions to sourcing decisions will result in large-scale losses within Canadian industry in terms of orders and as a direct result, the employment of highly educated and skilled Canadians will be greatly diminished. In effect, we will have shown the North American and global markets that Canada cannot function as the stable, reliable trading partner, that we have been recognized for in the past.

There can be no doubt that this chain of events will lead to major job losses in our most valued advanced manufacturing sector in the short-, medium- and eventually, in the long-term. The loss of business and as a result, of high value jobs would most likely be permanent.

We must also point out that the present border disruptions are taking place at the very time when the US government is working hard to pass their Build Back Better legislation that would place many Canadian firms and the manufacturing operations of multinational companies at a profound disadvantage relative to their US competitors. As your Ministers will be aware, supply sourcing and manufacturing location choices are made years in advance of the start of actual production – but once the decisions are made, they are very difficult, if not impossible to change.

The key strategy of your government to combat the looming US legislation has been to point out the highly integrated nature of the North American supply chain and the fact that Canada has always been an innovative, high-quality and highly reliable supplier to US industry - and we have fully supported that strategy. However, the present border disruptions are profoundly undermining the Canadian strategy – and once again, the consequences of not getting the border crossings open again, are starkly evident. In view of the above scenario, we urge your government to address the issue of trade disruptions on an urgent priority basis to keep goods, services and people flowing across the entire Canada-US border, but most particularly the southern Ontario border crossing at Windsor which carries approximately 28% of Canada’s trade and upwards of 40% of Ontario’s trade.

The disruptions at the Canada-US border crossings are already having a significant effect, and soon will be extremely damaging for the economies of our communities, our province and our country and the damage will extend far into the future.

We would like to discuss our concerns with you and your officials and would offer any support required that will lead to resolution.

Please contact me at: 519-365-5009 or via email at president@camm.ca or alternatively at president@automatecanada.ca



Sincerely,

A handwritten signature in blue ink, which appears to read 'Jeanine Lassaline-Berglund'.

Jeanine Lassaline-Berglund
President
Canadian Association of MoldMakers
Automate Canada



Cc Hon. Chrystia Freeland, Minister of Finance, Hon. François-Philippe Champagne, Minister of Innovation, Science and Economic Development, Hon. Melanie Joly, Minister of Foreign Affairs, Hon. Seamus O'Regan, Minister of Labour, Hon. Omar Alhabra, Minister of Transport, Hon. Marco Mendicino, Minister of Public Safety, Mr. Joël Lightbound, MP and Chair of the Standing Committee on Industry and Technology, Hon. Doug Ford, Premier of Ontario, Hon. Christine Elliott, Minister of Health and Deputy Premier of Ontario, Hon. Peter Bethlenfalvy, Minister of Finance, Hon. Victor Fedeli, Minister of Economic Development, Job Creation and Trade, Hon. Monte McNaughton, Minister of Labour, Training and Skills Development, Hon. Caroline Mulroney, Minister of Transport, AMO, FCM, Border City Mayors, Auto Mayors, OGVG, CTMA