

## McKenna, Neil

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**From:** Kim, Sabrina  
**Sent:** Friday, May 22, 2020 11:56 AM  
**To:** Clow, Brian; Travers, Patrick; Davis, Kathleen; Deagle, Jordan  
**Cc:** Stickney, Matt  
**Subject:** Fwd: Canada-ASEAN Business Council - Vietnam PPE Collaboration  
**Attachments:** Letter to PM Trudeau\_Canada Vietnam PPE Collaboration.pdf; ATT00001.htm

Hello - just seeing this now. Sorry! Would you happen to know what this is about?

Minister Ng has a call shortly.

Sab

Sabrina Kim  
Issues Advisor  
Office of the Prime Minister  
613-795-7803

Begin forwarded message:

**From:** <[Natacha.Engel@international.gc.ca](mailto:Natacha.Engel@international.gc.ca)>  
**Date:** May 22, 2020 at 7:28:52 AM EDT  
**To:** <[Matt.Stickney@pmo-cpm.gc.ca](mailto:Matt.Stickney@pmo-cpm.gc.ca)>, <[Sabrina.Kim@pmo-cpm.gc.ca](mailto:Sabrina.Kim@pmo-cpm.gc.ca)>  
**Subject:** Canada-ASEAN Business Council - Vietnam PPE Collaboration

Hi Matt, Hi Sabrina,

Minister Ng will have a call with Vietnam Minister of Industry and Trade. I was wondering if any action was taken further to that letter sent to the PM from Canada-ASEAN Business Council? I spoke to Greg and Wayne from the Canada-ASEAN Business Council who mentioned they had been in touch with PMO (Jordan and Brian). I wanted to follow-up and see if anything had been done on your end? They mentioned they were hoping for a letter of endorsement to source PPE from Vietnam.

If I could get a quick update, that would be very helpful in the context of Minister Ng's call with her counterpart in Vietnam.

Thank you!

Natacha

**Natacha Engel**, LL.M., M.S.V.D., M.B.A.  
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Government of Canada | Gouvernement du Canada



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The Right Honourable Justin Trudeau, P.C., M.P.  
Prime Minister of Canada  
Office of the Prime Minister  
80 Wellington Street, Ottawa  
Ontario, Canada K1A 0A2

April 23, 2020

**RE: Request for Support on Initiating a PPE Supply Chain Solution between Canada and the Socialist Republic of Vietnam**

Dear Prime Minister Trudeau,

On behalf of the Canada-ASEAN Business Council ("CABC"), our members and our collective extended stakeholder networks, we are writing to you to ask that the Government of Canada make a formal request to the Government of the Socialist Republic of Vietnam to assist the CABC's efforts in making available / developing a procurement program for PPE goods for Canada's domestic battle against the COVID-19 virus.

Vietnam is a trading partner of growing importance to Canada, and is well-positioned to help us diversify from an existing narrow band of PPE suppliers. Vietnam, as you may know, has seen exceptional success in its efforts to contain its domestic spread of the COVID-19 virus; it is thus now re-positioning its strong manufacturing capabilities to be able to export its PPE goods to its trading partners to support their efforts.

The CABC, with the specific support of the National Bank of Canada, has laid the groundwork to open up this channel for Canada. We have identified a particularly urgent need for additional PPE in Québec's health system, where we intend to open a direct supply link between Vietnamese producers and Québec's healthcare institutions. Once opened, we believe this supply chain can then quickly expand to the rest of Canada and the other provincial healthcare systems.

While Canada's efforts to secure significant supply lines from China are commendable, we believe that by building on these efforts and diversifying into Vietnam we can both increase the quantity of available PPE goods and decrease the risk of over-reliance on a single market.

Close collaboration with Vietnam on COVID-19 will further help to deepen our relationship with a key trade partner in the CPTPP, in what is also a priority region for Canada's overall trade diversification (ASEAN). CABC is a strong advocate for Canada's trade engagement with ASEAN and we are proud to have supported the conclusion of exploratory discussions on a potential free-trade agreement with ASEAN. By reaching out to Vietnam in this way, we can work together to continue to support these important objectives.



Canada-ASEAN Business Council

While this is a private sector-led initiative, we look forward to working closely with Global Affairs Canada and your office to realise this important and urgent opportunity. We stand ready to assist with next steps, and look forward to hearing from you.

Thank you,



Wayne C. Farmer  
President  
Canada-ASEAN Business Council



Vincent Joli-Coeur  
Vice-Chairman, Financial Markets  
National Bank of Canada



Hon. Jean Charest  
Honorary Chairman  
Canada-ASEAN Business Council



Thi Be Nguyen  
CABC Canada Activities Chair  
Manager, Office of the President and Major  
Donations  
National Bank of Canada

Encl: Letter of support from McGill University Health Center  
CABC Article on Canada and Vietnam - Working Together for Global Health

**For Further Information, please contact:**

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