

## Lockington, Elliott (SPAC/PSPC)

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**From:** Mullan-Boudreau, Caitlin (SPAC/PSPC)  
**Sent:** March 23, 2020 10:28 AM  
**To:** Taipalus, Madison (SPAC/PSPC)  
**Subject:** FW: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Please followup with MP Mackinnons office and add to tracker.

Thx  
CMB

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**From:** Valois, Jeff [mailto:Jeff.Valois@pmo-cpm.gc.ca]  
**Sent:** March 22, 2020 11:34 PM  
**To:** Mullan-Boudreau, Caitlin (SPAC/PSPC) <caitlin.mullan-boudreau@canada.ca>  
**Subject:** FW: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

FYI

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**From:** Valois, Jeff  
**Sent:** Sunday, March 22, 2020 11:29 PM  
**To:** 'Duncan, Kirsty - Personal' <P [REDACTED]>  
**Cc:** St-Denis, Natalie <Natalie.St-Denis@pmo-cpm.gc.ca>; Jamieson, Rob <Rob.Jamieson@lghc-lgcc.gc.ca>; Lalli, Sangeeta <Sangeeta.Lalli@pmo-cpm.gc.ca>; jonathan.robinson@parl.gc.ca  
**Subject:** RE: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Confirming Ron received this link?

Many of us are receiving information from potential suppliers or individuals with helpful information on the COVID-19 response. We invite you to direct suppliers that seek to provide products and services to this website: <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19>. As this website will continue to be updated, please encourage suppliers to check back for new information that may be posted.

PSPC is reviewing the significant number of responses and identifying potential suppliers for the goods and services that may be required as the COVID-19 situation continues to evolve.

Thank you in advance for your assistance in sharing this information!

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**From:** Duncan, Kirsty - Personal <P [REDACTED]>  
**Sent:** Sunday, March 22, 2020 6:26 PM  
**To:** Valois, Jeff <Jeff.Valois@pmo-cpm.gc.ca>  
**Cc:** St-Denis, Natalie <Natalie.St-Denis@pmo-cpm.gc.ca>; Jamieson, Rob <Rob.Jamieson@lghc-lgcc.gc.ca>  
**Subject:** Fwd: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

I have already responded- but hope this can be flagged to right folks.

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**From:** McKinnon, Ron - Personal <P [REDACTED]>  
**Date:** March 22, 2020 at 6:14:12 PM EDT  
**To:** Duncan, Kirsty - Personal <P [REDACTED]>  
**Subject:** Fwd: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Hi Kirsty,

Thanks for hanging in there every day for the caucus calls.

I haven't been able to catch them all, so I'm not sure if the right way to bring this forward.

I have a local company that can tool up quickly to produce medical supplies. See the email chain following (this was forwarded to me by our Chamber of Commerce Executive director.):

"... I can be operational within 30-45 days.

I confirmed overnight we can be operational and **producing 75,000 units per ... "**

**Regards,**

**Ron**

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**From:** Michael Hind <[michael@tricityschamber.com](mailto:michael@tricityschamber.com)>  
**Date:** March 21, 2020 at 10:47:49 PDT  
**To:** Jason Zanatta <[jasonz@novotextilesco.com](mailto:jasonz@novotextilesco.com)>  
**Subject:** Re: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Thanks Jason. Make sure you are sending that to [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca). as per the email right away. That is the best way to get this to the right people. Please continue to copy me and I will get it to the MP's

Thanks for your work on this!!!! Talk soon

**Michael Hind, Chief Executive Officer**

Tri-Cities Chamber of Commerce

Direct: [604.468.6870](tel:604.468.6870) | T. [604.464.2716](tel:604.464.2716)

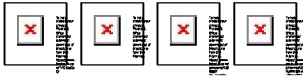
E. [michael@tricitiechamber.com](mailto:michael@tricitiechamber.com)

W. [www.tricitiechamber.com](http://www.tricitiechamber.com)

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To unsubscribe email [unsubscribe@tricitiechamber.com](mailto:unsubscribe@tricitiechamber.com)

On Sat, Mar 21, 2020 at 10:34 AM Jason Zanatta <[jasonz@novotextileco.com](mailto:jasonz@novotextileco.com)> wrote:

Morning Michael,

See video of our proposed new production machinery attached for your reference.

I will send a firm budget on equipment and raw materials needed to produced 1 million surgical masks. I can be operational within 30-45 days.

I confirmed overnight we can be operational and **producing 75,000 units per day, Made in Canada surgical n95 masks asap.**

Budget to be sent to you this evening,

**Jason Zanatta**

**CEO | President**

**Novo Textiles Co.**

**M 604 812 9385**

**[jasonz@novotextilesco.com](mailto:jasonz@novotextilesco.com)**

**[novotextilesco.com](http://novotextilesco.com)**

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**From:** Jason Zanatta

**Sent:** Friday, March 20, 2020 10:20 PM

**To:** Michael Hind <[michael@tricitiechamber.com](mailto:michael@tricitiechamber.com)>

**Subject:** RE: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Evening Michael, thank you for your quick reply and kind words!

Would love to be connected with MP McKinnon for sure.

Definitely jumped all over sending my info into that link earlier today as well. Fingers crossed.

I'll call you tomorrow as it would be great to connect, I really appreciate your support!

Jason

**Jason Zanatta**

**CEO | President**

**Novo Textiles Co.**

**M 604 812 9385**

**[jasonz@novotextilesco.com](mailto:jasonz@novotextilesco.com)**

**[novotextilesco.com](http://novotextilesco.com)**

**From:** Michael Hind <[michael@tricityschamber.com](mailto:michael@tricityschamber.com)>

**Sent:** Friday, March 20, 2020 9:23 PM

**To:** Jason Zanatta <[jasonz@novotextilesco.com](mailto:jasonz@novotextilesco.com)>

**Subject:** Fwd: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

Jason, thanks for the email. This sounds very a great opportunity for your company to help out in these trying times.

I have forwarded your email to MP Ron Mckinnon and will follow up with him tomorrow if you have not heard from him.

**I strongly suggest you go to the like below and send in your information ASAP!!!**

**<https://www.canada.ca/en/services/business/maintaingrowimprovebusiness/manufacturers-needed.html>**

Please let me know how you are progressing if you hear from Mr. Mckinnions 's office and if there is anything I can do to help!!!!

You can reach me on my cell P [REDACTED] if you need to.

Thanks again.

**Michael Hind, Chief Executive Officer**

Tri-Cities Chamber of Commerce

Direct: [604.468.6870](tel:604.468.6870) | T. [604.464.2716](tel:604.464.2716)

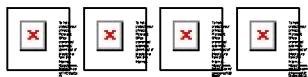
E. [michael@tricityschamber.com](mailto:michael@tricityschamber.com)

W. [www.tricityschamber.com](http://www.tricityschamber.com)

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To unsubscribe email [unsubscribe@tricityschamber.com](mailto:unsubscribe@tricityschamber.com)

--- Forwarded message -----

From: **Jason Zanatta** <

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Date: Fri, 20 Mar 2020 at 12:54

Subject: Novo - medical product manufacturer - ready to scale: MASK & INCONTINENCE PAD MFG'ing

To: [info@tricityschamber.com](mailto:info@tricityschamber.com) <[info@tricityschamber.com](mailto:info@tricityschamber.com)>, Joyce Tang <[jtang@wtcvancouver.ca](mailto:jtang@wtcvancouver.ca)>

*This morning Justin Trudeau announced:*

<https://pm.gc.ca/en/news/news-releases/2020/03/20/prime-minister-announces-canadas-plan-mobilize-industry-fight-covid>, as such:

**Novo is an experienced Coquitlam manufacturer ready to re-jig & scale up our capabilities to make increased amounts of medical products. I'm eager to keep my staff employed in the battle against COVID-19 and future pandemics.**

Here is an overview of our existing and planned capabilities:

**Existing product manufacturing specialties:**

- Hospital grade wipeable pillows
- Pillows
- Support cushions
- Pet Beds
- Custom cut and sewing capabilities

**NOVO's EXISTING EQUIPMENT READY TO USED:**

- Automatic Cutting and Sewing machines for pillow, cushion and bag manufacturing
- Nonwoven cut and sew system for bulk bag and pillow case sewing machines
- Fully automatic fiber processing machinery for stuffing pillows, cushions, pet beds etc
- Vacuum packing & boxing machinery
- Fully integrated EDI Server system for automatic data population of orders, delivery tickets and invoicing

**NEW EQUIPMENT & INVESTMENT NEEDED TO SCALE:**

- Automatic n95 mask and surgical mask making machinery, installation and training within 30 days
  - Our machine supplier makes fully automatic mask production lines, we are experienced in these machines, how to operate and maintain them
    - This machinery will enable immediate production of masks locally within Vancouver area

**Products we will scale up to manufacture locally and supply within 30-45 days of investment:**

- **N95 masks - 200,000 per week**
- **Surgical masks – 200, 000 per week**
- **Incontinence pads - 20,000 per week**

My team staff consists of experienced seamstresses, automatic machine operators, order fulfillment & logistics specialists. We stand ready to begin work on this project immediately.

Please advise what further info you may need,

Jason

**Jason Zanatta**

**CEO | President**

**Novo Textiles Co.**

**M 604 812 9385**

**[jasonz@novotextilesc.com](mailto:jasonz@novotextilesc.com)**

**[novotextilesc.com](http://novotextilesc.com)**