

Clow, Brian

From: Kirsten.Hillman@international.gc.ca
Sent: Friday, April 3, 2020 5:02 PM
To: Clow, Brian
Subject: Concrete examples for KT/JK call

KEY MESSAGE: The U.S. is not immune to the impact of a disruption – you rely on Canada for personnel, critical components, materials, and finished products.

People

- Anywhere from 1,500 to 2,000 health care workers live in Windsor and commute to Detroit every day – and many others cross from Quebec to work in Upstate New York

Products

- Canada exported **C\$6.6 billion in medical supplies related to fighting COVID-19 to the U.S. in 2019 – including test kits and medical devices**

Canada provides critical inputs and finished products to the US

- Quebec based Medicom, a global manufacturer of PPE products exports to the US (gloves, gowns, N-95 respirators and face masks for the medical community) which is **helping offset the effects of an export ban China instituted** amid its fight with the new Covid-19.
- Spartan Bioscience of Ottawa produces a hand-held COVID-19 diagnostic kit.
 - This test adapts, using already approved technology, the Centers for Disease Control and Prevention's (CDC) COVID-19 DNA test and provides test results in just 30 minutes.
 - **The US has expressed strong interest in purchasing this point of care test.**
- BC-based Vanrx, has a number of orders from a number of customers in the US for pharmaceutical filling machines to support the development of Covid-19 vaccines and treatments.
- 3M Canada makes filters for 3M's high level containment laboratory suits (in Perth), and 3M Canada (in Brockville) produces filters for N99 masks.
 - These suits require the filters made in Canada in order to function and are used extensively in bio containment laboratories and pharmaceutical companies.
 - The Brockville site makes filter cartridges for N99 industrial masks, which also have applications for military gas masks.

Like the US, Canada's manufacturers have stepped up to retool and manufacture medical equipment such as ventilators and other critical products

- Magna International Inc., Linamar Corp. and Martinrea International Inc have retooled to manufacturer thousands of ventilators.
- Linamar, Magna and ABC have all won a contract to supply GM with parts needed to build ventilators in their American operations. They would be manufactured in Canada and then sent to the US to support their needs
- Ontario's Fellfab, traditionally manufacturing fabrics for use in aircraft and trains is producing critical medical products (medical masks, gowns, tents-shelters & mattress covers)
- Nanaimo's Harmac paper mill has doubled its output for an American customer to make surgical masks and gowns

Research

- Advancements made by researchers in both our countries, such as the breakthrough at Sunnybrook hospital in Toronto, will be integral to overcoming this global challenge.
- VBI Vaccines Inc., a commercial-stage biopharmaceutical company in Toronto is developing next-generation infectious disease and immuno-oncology vaccines, to develop a pan-coronavirus vaccine candidate, targeting COVID-19, severe acute respiratory syndrome (SARS), and Middle East respiratory syndrome (MERS).
- AbCellera, a leading Canadian company, has signed an agreement with Eli Lilly for the development of an antibody treatment for COVID-19.
 - Clinical trials are expected to be conducted in the U.S. as early as this summer. The Gates Foundation is supporting Abcellera's important promising research.
- U.S. based Gilead is leading a clinical trial of an experimental drug remdesivir to assess effectiveness as a COVID-19 anti-viral treatment.
 - Gilead has operations in Edmonton, and Canada is involved in the development and manufacturing of this drug and other new and experimental drugs.

Critical Services/Energy Security/food security (can be fleshed out further)

- NB Power is the electricity provider to Northern Maine. There are at least three hospitals in Northern Maine that would get their electricity through NB Power
- Canada is a very significant supplier to the US for tin, which is used in the food canning sector. They are in fact short of tin and need Canada's ArcelorMittal Dofasco (AMD) to make up their shortfall.
- Canada is the #1 export customer for US agriculture and agrifood trade (50.9% - \$25.6billion) and also your #1 supplier (\$24.7billion) – reliable two-way supply and delivery will be key to ensuring food security during the crisis.