

McKenna, Neil

From: Hussaini, Sarah (IC) <sarah.hussaini@canada.ca>
Sent: Wednesday, March 25, 2020 4:38 PM
To: Goodman, Sarah; Stickney, Matt
Subject: RE: Ventilators

Sarah, Matt,

Updates on Tesla below, we had a call with them earlier this afternoon. The background section is our rough notes as a team, but thought you might want for reference.

Call Debrief:

We had a call with Tesla today (myself and PSPC). The quick readout is that they pitched us to do some matchmaking for them with Canadian mask or ventilator manufactures. They pitched us that they could help a Canadian company scale up by offering them precision equipment or some of their staff. We pitched them that they should advocate for Canada with Telsa HQ to get us ventilator donations. They said they were willing to advocate for us but they need better data (if we can provide) to show where the hot spots of need are in Canada - otherwise New York beats us in terms of priority.

Background

Quick update on Tesla. My recommendation: ask them 1) to leverage their partnership with Medtronic to contract out production of ventilators in Canada (APMA et al, or other options on their radar), and if that goes forward then 2) help organize / leverage Medtronic + Tesla's supply chain network to get production going in Canada. Relevant background below.

Background on Tesla:

- Tesla's publicly stated focus is to help Medtronic US solve supply chain issues to make ventilators
- Tesla has no plants in Canada - plants are in US (NY, NV), China, Germany
- NY asked them to make ventilators and Tesla already turned it down and said they're focused on working with Medtronic
- Tesla bought, did NOT make, 1255 ventilators from China to donate to California (all made by US companies: Medtronic, ResMed, Philips)
- Tesla is NOT involved in two main US auto/ventilator collaborations: 1) GM + Ventech, 2) Ford + GE + 3M

Background on Medtronic:

- Medtronic is a US company that already makes ventilators in Canada (two plants, not sure where ventilators are made - Mississauga, Montreal)
- Celine already spoke with them and they are not interested / able to ramp up production at their Canadian plants (focus on ramping up elsewhere, incl. Ireland)
- On Tesla, they were approached by the company but then apparently they lost interest after they realized how complicated these devices are to manufacture. This led Medtronic to make one of their simpler designs for an acute ventilator available open source.
- Hence, makes sense to see if they'd temporarily contract out manufacturing to other Canadian producers and get a cut
- As of a few hours ago, Medtronic announced they were making one of their acute ventilator designs available to the public through open source, available in the next 48 hours. This could align with a Friday announcement and we should loop them in ASAP to claim this win.
- One thing that differentiates Medtronic ventilators from Thornhill is that they are for acute cases (more serious patients who have developed pneumonia for instance), instead of the portable ventilators that are for earlier stage patients (Thornhill).

Background on APMA, Linamar, Magna, NGen et al:

- They are rearing to make any ventilator model that gets approved - so if Tesla helps get Medtronic willing to contract out then they can get started
- They are also in discussion with Thornhill, O-Two, a defunct model from Winnipeg, and GM + Ventech
- Note - NOT PUBLIC: GM + Ventech has given initial contract of supplies to Linamar, Magna several other Canadian auto parts manufacturers to feed into US production of ventilators, but GM + Ventech want to prove out the manufacturing in US before considering export/expand manufacturing elsewhere

Call on Monday between Tesla and Dept of ISED:

The call with Tesla focused on understanding their ability and willingness to step up and offer their services whether it be for manufacturing of hand sanitizers and/or assembling of testing kits as well as building mask masking machines. The company emphasized their many years of experience with precision liquid dispensing, precision metering pumps allowing them the ability to assist on the hand sanitizer side.

They mentioned it could take them a week (if it involved using their assisting infrastructure) or up to 6-8 weeks (if it involved adapting their infrastructure).

With respect to the mask masking, they mentioned that if they received the N95 design they would be able to have their machine manufacture the masks.

Also, they mentioned Thornhill and their interest to partner with them on supplying parts.

We will be looking for partners that we can send their way.

-----Original Message-----

From: Goodman, Sarah <Sarah.Goodman@pmo-cpm.gc.ca>
Sent: March 25, 2020 12:49 AM
To: Iain Myrans <imyrans@tesla.com>
Cc: Stickney, Matt <Matt.Stickney@pmo-cpm.gc.ca>; Hussaini, Sarah (IC) <sarah.hussaini@canada.ca>
Subject: Ventilators

Hi Iain,

We see that Elon Musk was able to acquire some ventilators from China for California.

As you know, we are working all pathways to get more supply here in Canada. If you have access or avenues to get ventilators that would be most appreciated. We will pay of course.

Many thanks,

S.

Sent from my iPhone