

## Lockington, Elliott (SPAC/SPSC)

---

**From:** Taipalus, Madison (SPAC/SPSC)  
**Sent:** March 24, 2020 1:04 PM  
**To:** Mullan-Boudreau, Caitlin (SPAC/SPSC)  
**Subject:** FW: Surgical Masks - MADE IN CANADA - Novo Textile Company  
**Attachments:** Mask Machinery Budget - v1 - 03.23.2020.pdf; Novo Textile Mask Making Machine.MP4  
  
**Importance:** High

This one is being pushed from ISI, they have purchased machinery to produce N95 masks (200k/week), surgical masks (200k/week), incontinence pads (20k/week).

It is in the sent to ISI tab on the tracker. They are re-tooling and will be able to start production and distribution next week. Made in Canada by Canadians and sold to GoC at a discounted rate.

I already redirected to buyandsell but they are in close contact with IRAP and WED. Should we leave it at that or should I email to Arianne or Bill?

Madison

---

**From:** Logan, Tim (IC)  
**Sent:** March 24, 2020 12:37  
**To:** Taipalus, Madison (SPAC/SPSC) <madison.taipalus@canada.ca>  
**Subject:** FW: Surgical Masks - MADE IN CANADA - Novo Textile Company  
**Importance:** High

FYI.

-Tim

---

**From:** Jason Zanatta <[jasonz@novotextilesc.com](mailto:jasonz@novotextilesc.com)>  
**Sent:** March 24, 2020 12:22 PM  
**To:** MID / DIM (IC) <[ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca)>; Ng, Boon (IC) <[boon.ng@canada.ca](mailto:boon.ng@canada.ca)>; Logan, Tim (IC) <[tim.logan@canada.ca](mailto:tim.logan@canada.ca)>; Richardson, Galen (IC) <[galen.richardson@canada.ca](mailto:galen.richardson@canada.ca)>; [navdeep.bains@parl.gc.ca](mailto:navdeep.bains@parl.gc.ca); Minister Bains / Ministre Bains (IC) <[isi.minister-ministre.isi@canada.ca](mailto:isi.minister-ministre.isi@canada.ca)>; [Patty.Hajdu@parl.gc.ca](mailto:Patty.Hajdu@parl.gc.ca)  
**Cc:** MID / DIM (IC) <[ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca)>; Joyce Tang <[jtang@wtcvancouver.ca](mailto:jtang@wtcvancouver.ca)>; [rstewart@coquitlam.ca](mailto:rstewart@coquitlam.ca); Michael Hind <[michael@tricitiechamber.com](mailto:michael@tricitiechamber.com)>  
**Subject:** Surgical Masks - MADE IN CANADA - Novo Textile Company  
**Importance:** High

Sorry for the group email but I felt the need to try to move this forward ASAP, per my previous messages:

Surgical Mask ready to be made in Canada. Budget attached.

With government support, I can have the machine installed at Novo by Saturday. We will begin production and shipping of masks early next week but we NEED support.

If I don't act quickly, we risk getting outbid on the machine and raw materials, as it has already increased by \$8000 USD since my proposal was sent to you on Friday. As such, **overnight I have put up my personal savings to pay the deposit for the machine and raw materials. It will ship within 24 hours.**

**Will government support us with the balance investment and or confirmed Mask orders?**

Novo is committed to charging **less then market price for the masks** to help in this fight against the virus, they'll be Made in Canada by Canadians.

- **le we will discount the masks to Government procurement to "repay" the cost of the machine investment. Net Zero cost to taxpayers.**
- 1. **This investment will help secure PPE for Canada**
- 2. **Support growing a Canadian manufacturing business by scaling operations with equipment Government can leverage for years to come**
- 3. **Ensure job security for 15 skilled seamstresses and trade people at Novo**

NOTE: I've cc'd Mayor Stewart of Coquitlam who toured my facility yesterday, Michael Hind , CEO of local Chamber of Commerce, and Joyce Tang, WTC Vancouver who can vouch for me.

Pls advise.

Thank you,

**Jason Zanatta**  
**CEO | President**

**Novo Textiles Co.**

M 604 812 9385

[jasonz@novotextileSCO.com](mailto:jasonz@novotextileSCO.com)

[novotextileSCO.com](http://novotextileSCO.com)

---

**From:** Jason Zanatta

**Sent:** Saturday, March 21, 2020 10:28 AM

**To:** [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Ng, Boon (IC) <[boon.ng@canada.ca](mailto:boon.ng@canada.ca)>

**Cc:** [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Joyce Tang <[jtang@wtcvancouver.ca](mailto:jtang@wtcvancouver.ca)>

**Subject:** RE: Novo - medical product mfg'r - ready to scale: N95 MASK & INCONTINENCE PAD MFG'ing

Good morning all, 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 confirmed over night we can be operational and **producing 75,000 units per day, Made in Canada surgical n95 masks.**

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)

---

**From:** Jason Zanatta

**Sent:** Friday, March 20, 2020 5:12 PM

**To:** [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Ng, Boon (IC) <[boon.ng@canada.ca](mailto:boon.ng@canada.ca)>

**Cc:** [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Joyce Tang <[jtang@wtcvancouver.ca](mailto:jtang@wtcvancouver.ca)>

**Subject:** RE: Novo - medical product mfg'r - ready to scale: N95 MASK & INCONTINENCE PAD MFG'ing

**Importance:** High

Attn: IRAP minister & team, (apologies for all the emails)

QUICK SUMMARY:

Novo is ready to re-tool our existing factory into a n-95 mask making, incontinence soakers pad, and hospital pillows manufacturing factory.

- ✓ Yes: we manufacture in Canada
- ✓ Yes: we have ready access to necessary input through our existing supply chain.
- ✓ Yes; we have existing equipment and facilities that can be rapidly retooled to meet medical needs, specifically for the production of masks, wipeable pillows, soaker pads, and fluid proof pillows
- ✓ Yes: we have skilled works that are available and eager to continue working. Our regular business is nonexistent as the national retailers we supply have all closed.

Novo is located in Coquitlam BC, Canada

More detail in thread below:

Jason Zanatta  
CEO | President

**Novo Textiles Co.**

M 604 812 9385

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

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

---

**From:** Jason Zanatta

**Sent:** Friday, March 20, 2020 4:10 PM

**To:** [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Ng, Boon (IC) <[boon.ng@canada.ca](mailto:boon.ng@canada.ca)>

Cc: [ic.mid-dim.ic@canada.ca](mailto:ic.mid-dim.ic@canada.ca); Joyce Tang <[jtang@wtcvancouver.ca](mailto:jtang@wtcvancouver.ca)>

**Subject:** Novo - medical product mfg'r - ready to scale: N95 MASK & INCONTINENCE PAD MFG'ing

**Importance:** High

Attn: IRAP team

Novo is ready to re-tool to immediately begin production in our Coquitlam BC facility of **N95 surgical masks with 30-45 days.**

With an investment of \$125,000 in new equipment plus \$125,00 in working capital for raw materials and training, **we can be producing within 30-45 days.**

**Novo is an experienced Coquitlam BC manufacturer ready to re-jig & scale up our capabilities to make N-95 surgical masks.**

**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 - 240,000 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@novotextilesco.com](mailto:jasonz@novotextilesco.com)**  
**[novotextilesco.com](http://novotextilesco.com)**