

## Lockington, Elliott (SPAC/PSPC)

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**From:** Kusnick, Chelsea (SPAC/PSPC)  
**Sent:** May 11, 2020 10:35 AM  
**To:** 'Derek Galbraith'  
**Subject:** RE: Current L2-L3 gown factory -with 4.9M unit contract

Thanks Derek.

I have sent your information along to our colleagues in the Minister of Industry and Economic Development's office. They can help you go through the process of re-tooling your business to be able to produce some of the new materials.

Please let me know if you have any questions or need anything else.

Best,

### Chelsea Kusnick

Parliamentary Secretary Assistant and Legislative Assistant  
Office of the Honourable Anita Anand | Bureau de l'honorable Anita Anand  
Minister of Public Services and Procurement Canada | Ministre des Services publics et de l'Approvisionnement  
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**From:** Derek Galbraith [mailto:dgalbraith@lanartrug.com]  
**Sent:** May 9, 2020 9:56 PM  
**To:** Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>  
**Subject:** Re: Current L2-L3 gown factory -with 4.9M unit contract

Hey Chelsea,

Sorry for the late reply. Been busy making gowns !!

That is correct - we would be interested in making anything non-woven - which covers most PPE. This is what we excel at.

Our current non-woven equipment would need to be modified. Since we are in rugs and mats - we do a lot of cut and sew so we are well equipped skill wise to make anything sewn.

We are considering buying a new non-woven line - it's an investment of approx 7M-10M we would specifically make it versatile to make mats, rugs, and woven material for PPE. There is no such capacity in Canada at the moment of that magnitude that I am aware of.

We would really like to discuss further if you would consider us.

Regards,

Derek

On May 5, 2020, at 1:55 PM, Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)> wrote:

Hello Mr. Galbraith,

Thank you for reaching out to offer your support.

I am sorry to hear about your factory but it seems you are bouncing back as well as possible.

I wanted to clarify if you are looking to re-tool your factory to create N95 masks as well as the other equipment you currently produce like gowns and surgical masks or if you are already producing masks and just wish to restructure your business model.

I am happy to help with you with whatever you are looking to do.

Best regards

Chelsea Kusnick  
Office of Anita Anand  
Minister of Public Services and Procurement

**From:** Derek Galbraith <[dgalbraith@lanartrug.com](mailto:dgalbraith@lanartrug.com)>

**Sent:** May 4, 2020 11:49 PM

**To:** Anand, Anita - M.P. <[Anita.Anand@parl.gc.ca](mailto:Anita.Anand@parl.gc.ca)>

**Subject:** Current L2-L3 gown factory -with 4.9M unit contract

Anita,

On April 19<sup>th</sup> 2020 - we had a major fire that burned down our 195,000 sq ft factory <https://www.iheartradio.ca/chom/covid-19-updates/major-fire-burns-through-industrial-building-in-st-jean-sur-richelieu-1.12122309> . No one was hurt but the factory was destroyed.

We agreed to a contract to produce 4.9M L2 gowns that week ( 3.9M for Govt Canada and 1M for Province of Manitoba) we are supplying these through George Courey in Montreal. We developed & produced these L2 and L3 prototypes ourselves and passed the tests necessary with CIT. We are manufacturing these units in our

adjacent building across from the destroyed factory. Many of the employees in the factory that was destroyed are now making gowns. We shipped our first shipment to Ottawa on Thursday last week. It was a lot of fun ! Our director of marketing and Ecomm manager had the best sewing table with 990 gowns that day !

We would really be interested in producing medical supplies long term for Health Canada. We are the largest manufacturer of non-woven polyester and polypropylene in Canada, and we use these machines for making the black 3'x4' winter mat you find at Costco ( it's in most homes in Canada). We also supply other retailers such as Amazon and Home Depot.

Non-woven is the cornerstone of making many non-woven items such as gowns , masks – hence our original interest. We had been considering re-purposing our factory for non-retail items going forward. Now that we are making 4.9M gowns between now and October 16<sup>th</sup> – we want to stay in this industry long term.

Our non-woven machinery was miraculously not damaged and we would like to modify the equipment to do low denier items to make covid type items.

If you would consider us as a part of your supply chain going forward we would be very much interested.

Regards,

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