

September 21, 2022

Honourable Pierre Poilievre, P.C., M.P.
Leader of the Official Opposition
House of Commons
Ottawa, Ontario
K1A 0A6

Re: Congratulations and Meeting Request

Dear Mr. Poilievre:

On behalf of the 2,500 members of Canadian Manufacturers & Exporters (CME), congratulations on your election as Leader of the Conservative Party of Canada and on becoming the Leader of the Official Opposition. You have always been a champion of Canadian manufacturing and a strong supporter of our association. I am looking forward to our continued collaboration and request a meeting with you to discuss how we can build a strong and competitive industrial sector in Canada.

As you know, manufacturing is critical to Canada's economy. The industry is responsible for the development and production of essential goods Canadians use everyday. Collectively, the sector's 91,000 companies employ over 1.7 million Canadians, generate \$690 billion in sales, account for 10 per cent of GDP, and represent two-thirds of value-added goods exports.

However, despite our economic clout, Canadian manufacturing faces very strong economic headwinds. We continue to have one of the lowest new capital investment rates in the OECD. Our chronic labour shortages and persistent supply chain disruptions hold back technology adoption, exports, and product development and commercialization. If we do not solve these problems now, we will not be able to meet the looming challenges of automation, transitioning to net-zero production, and increasingly unstable global trade.

To counter these threats and to create a modern, nimble, and prosperous manufacturing sector for decades to come, CME launched the 2% challenge. The goal of the 2% challenge is to attract at least two percent of the annual manufacturing investment made in the OECD over the next decade. For Canada, this would equate to roughly \$50 billion in annual investment and would completely revolutionize our sector. We would like to count on you in your new capacity as Leader of the Opposition to champion this goal.

To get there, the first step is to develop an overarching industrial policy for Canada. Rather than pursue one-off policies with limited funds and focus, we believe our collective efforts must be put into developing a larger, comprehensive industrial strategy for the entire sector. This strategy should have four key



objectives: get the workers we need, stimulate investment in innovation and advanced technologies, increase Canadian exports, and adopt an industrial net-zero strategy.

We would be pleased to meet with you and your officials at your earliest convenience to discuss the role manufacturers can play in Canada's economic recovery and growing prosperity. We would also be delighted to arrange a virtual townhall meeting with our members, or to set up a tour of a manufacturer's operations. Please do not hesitate to contact me or my staff directly if we can be of assistance at any time.

Once again, congratulations on becoming leader of the Conservative Party of Canada and Leader of the Official Opposition and we look forward to the months ahead.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Dennis Darby'. The signature is fluid and cursive, written over a white background.

Dennis A. Darby, P.Eng., ICD.D
President and CEO
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