



July 25, 2018

Dear Members of the Committee on International Trade,

We are writing to draw your attention to the severe impact the tariff on U.S. steel imports will have on our business.

Firstly, let us introduce ourselves. Blue Imp Recreational Products is a division of S.F. Scott Manufacturing Co. Ltd. which was founded in 1917 and is a fourth-generation family-owned company based in Medicine Hat, Alberta. Our focus is the designing, manufacturing and distributing of commercial-grade playground equipment and park furniture for schools, municipalities and parks across Canada. We employ up to 100 Canadians in trades and technology jobs as well as sales, marketing, administration, installation and general labour. In addition, we purchase extensive goods and services from a wide range of suppliers across Canada.

While a small portion of our product line consists of plastic, our playground structures and other products are fabricated primarily of steel. A typical play structure consists of 80-90% steel. The problem lies in the fact that the specialized coated steel tubing required in the manufacturing of playground equipment is not available from Canadian steel suppliers. Because this specialized steel must be imported from the U.S., we are subject to the 25% tariff. Furthermore, because our largest competitors are based in the U.S. and are exporting finished goods into Canada, their products are NOT subject to any tariffs.

As you can appreciate, this situation creates a severely unfair playing field for our company and jeopardizes our ability to continue to compete with our much larger U.S.-based rivals. It is not an overstatement to say that the future of our company and the jobs we generate are at stake. Bear in mind that we are by no means the only Canadian playground manufacturer affected by this situation.

We look forward to hearing from you regarding any questions you may have and the actions your government will take to address the situation as quickly as possible.

Sincerely yours,

Stuart Scott,  
Vice President, Blue Imp Recreational Products of Canada  
(div. of S.F. Scott Manufacturing Co. Ltd., est. 1917)