

THE PEOPLE AND PRODUCTS TO SERVE YOU BETTER



**JEM Strapping Systems**

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July 30 2018

Standing Committee on International Trade  
House of Commons  
Ottawa, Ontario  
K1A 0A6 Canada

Dear Members,

I represent JEM Group of Companies in Brantford, Ontario which includes one of the last remaining manufacturers of steel strapping in Canada. JEM Strapping Systems markets steel strapping, strapping seals that we manufacture and related cargo control products such as non-metallic strapping which we purchase and resell across Canada and in the USA. We employ approximately 27 people. Prior to June 1 approximately 1/2 of our sales were in the USA. Immediately after the June 1/18 25% tariff our export volume to the USA virtually dried up.

When I founded this business in 1997 there were 4 manufacturers of steel strapping in Canada and we did not manufacture any steel strapping until 2004. In May of this year Samuel Strapping of Mississauga, Ontario who were the predominant Canadian player in this business laid off 100 plus people and relocated all of their production equipment to Ohio

Last year the Trump administration introduced countervailing duties on steel products including steel strapping against China, Taiwan, South Korea and Vietnam who had been selling steel strapping in the USA, mostly on the East and West coasts. Now it appears this volume of business has been diverted to Canada. Asian strapping is being marketed all across Canada but mostly in Western Canada, the maritime provinces, Quebec and eastern Ontario. This product is landing in Canada as a finished strapping product for less money per lb. than we can buy raw steel in Hamilton. When one adds shipping, scrap and production costs plus a minimal mark-up it is almost impossible to sell in markets such as Ottawa, Kingston or Montreal, Western Canada or the Maritimes.

We understand that Arcelor Mittal Dofasco of Hamilton have filed a petition with the Federal Government protesting dumping by certain countries including the above named on certain steel products. Unfortunately, painted steel products such as our steel strapping are not included. We herewith request that the list of steel products being considered for anti-dumping be expanded to include painted flat wire products as described under harmonized tariff numbers 7212.40.10.00 and 7212.30.00.00.

Members, time is of the essence and failure to act swiftly to protect the last remaining manufacturer of this product and its employees will be a disaster. See our website at [www.jemline.com](http://www.jemline.com) for more information.

Sincerely,

John Earl McGrath  
Chief Executive, JEM Group of Companies