



Office of the Mayor

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February 27, 2025

Hon. Mary Ng

Minister of Export Promotion, International Trade and Economic Development

mary.ng@parl.gc.ca

Sent by E-Mail

Dear Minister Ng,

RE: Request for Amendments to the Competition Act to Support Canadian Companies in Municipal Procurement

I am writing on behalf of the Town of Ajax to formally request amendments to the federal Competition Act that would remove barriers to municipalities preferring Canadian businesses in procurement processes. Our community is home to more than 75 businesses that export primarily to the United States, employing over 4,000 residents.

Recent trade developments, particularly the commitments made by United States President Donald Trump to impose a blanket 25% tariff on Canadian goods, pose a serious threat to our local economy and, by extension, the broader Canadian economy. As we navigate these challenges, we must create a more supportive environment for Canadian companies, particularly in our municipal procurement practices.

The Town of Ajax's combined 2025 Capital and Operating Budget represents a purchasing power of over \$50 million. These funds can significantly impact our local economy when directed toward Canadian suppliers. However, we currently face obligations under international trade agreements, including the Comprehensive Economic and Trade Agreement (CETA) and the Canada-United States-Mexico Agreement (CUSMA), as well as existing federal legislation, that mandates non-discriminatory access for foreign businesses in our procurement processes.

While I acknowledge the importance of international trade and competition, I believe it is equally important to protect and promote local businesses that provide jobs and drive our economy. Therefore, I urge you to consider amendments to the Competition Act that would empower municipalities like Ajax to prioritize Canadian companies in procurement decisions.

On February 18, 2025, Ajax Council unanimously endorsed a motion, Response to 25% Tariff Threat from United States, in support of the request above. A copy of this motion is attached.

I appreciate your understanding and support in this matter, together we can work to strengthen our economy and ensure that Canadian businesses thrive in the face of international challenges.

Thank you for your attention to this critical issue.

Sincerely,

A handwritten signature in black ink, appearing to read 'Shaun Collier', written in a cursive style.

Shaun Collier
Mayor & CEO - Town of Ajax

CC/ Ajax Council
Prime Minister, Justin Trudeau
Premier Doug Ford
Hon. Melanie Joly, Minister of Foreign Affairs
Hon. Vic Fedeli, Ontario Minister of Economic Development, Job Creation and Trade
Mark Holland, MP for Ajax
Patrice Barnes, MPP for Ajax
Durham Regional Chair, John Henry
Alli Leetham, Executive Director of the Ajax-Pickering Board of Trade
Shane Baker, CAO, Town of Ajax
Michelle Trudel, Manager of Procurement, Town of Ajax
Dianne Valentim, Director of Finance, Town of Ajax