

July 17, 2025

The Right Honourable Mark Carney, Prime Minister of Canada
Member of Parliament for Nepean
House of Commons
Ottawa, ON
K1A 0A1

Dear Prime Minister,

On behalf of Medtech Canada, I am writing in advance of the upcoming emergency First Minister's meeting and the Council of the Federation meeting, taking place on July 22nd in Huntsville, Ontario. Thank you to your government for the six-month relief from retaliatory tariffs for the medical technology industry. This measure provides welcome support to the Canadian medical technology industry and offers critical relief to Canada's healthcare systems.

Medtech Canada is a member of the Global Medical Technology Alliance (GMTA), which represents companies that manufacture approximately 85% of the world's medical devices and diagnostics. The Global Medical Technology Alliance is a coalition of national and regional Medtech associations representing the vast majority of the world's medical device, diagnostic, and digital health innovators, committed to advancing policies that support innovation, patient access, and global health. GMTA is co-chaired by AdvaMed (U.S.) and MedTech Europe, reflecting alignment across key global markets.

The global medical technology industry is entering a period of substantial uncertainty due to the growing threat of sweeping new tariffs. Members of the Global Medical Technology Alliance are increasingly concerned about the direction of tariff negotiations under the U.S. concept of reciprocal trade negotiations (which includes tariff and non-tariff barriers).

With tariff negotiations at a critical stage, we are urging the federal government to offer to eliminate tariffs on medical technology products in exchange for the U.S. also accepting to do so on their side of the border – i.e., a zero-for-zero deal.

A "zero-for-zero" reciprocal tariff model is grounded in the principle that patient welfare and uninterrupted access to medical technology must take precedence in trade negotiations. Medtech Canada supports GMTA's position on this matter, and more details are included in the attached document, *The Case for Zero-for-Zero Medtech Products*. We also note that our U.S. counterpart, AdvaMed, is advocating for a zero-for-zero approach with U.S. trade officials, creating an opportunity for alignment across the border.

The call for a Zero-for-Zero model also includes a call for the removal of non-tariff procurement sanctions impacting the medical technology industry, by provincial and territorial governments, that restrict patient and clinician access to medical technologies.

These steps will reinforce Canada's leadership in promoting global health resilience and equitable access to care and will firmly demonstrate our country's efforts in the global community to protect patients and our health care systems.

There is a clear humanitarian imperative to exempt medical devices from tariffs. Historically, industries with a direct impact on public health and welfare have been recognized as requiring special consideration in trade policy. Significantly increasing tariffs on medical technologies risk raising costs for patients and healthcare systems, stifling innovation, and reducing investment in life-saving research and development. Most critically, such tariffs may interrupt the timely flow of essential medical products to patients who depend on them for diagnosis, treatment, and improved quality of life.

We appreciate your thoughtful leadership to date and urge continued attention to this issue. We would welcome the opportunity to engage further on this issue with your government to ensure support for efforts towards an open, predictable and fair trade that protects patient access to essential medical technologies.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicole DeKort".

Nicole DeKort
President & CEO
Medtech Canada

Cc:

Hon. Doug Ford
Premier of Ontario
Chair, Council of the Federation

Hon. Francois Legault
Premier of Quebec

Hon. David Eby
Premier of British Columbia

Hon. Danielle Smith
Premier of Alberta

Hon. Scott Moe
Premier of Saskatchewan

Hon. Wab Kinew
Premier of Manitoba

Hon. Susan Holt
Premier of New Brunswick

Hon. Tim Houston
Premier of Nova Scotia

Hon. John Hogan
Premier of Newfoundland & Labrador

Hon. Rob Lantz
Premier of P.E.I.

Hon. P.J. Akeeagok
Premier of Nunavut

Hon. Mike Pemberton
Premier of Yukon

Hon. R.J. Simpson
Premier of the Northwest Territories

Hon. Dominic LeBlanc
President of the King's Privy Council for Canada and Minister Responsible for Canada-US Trade,
Intergovernmental Affairs, and One Canadian Economy

Mr. Aaron Fowler, Associate ADM and Deputy Chief Trade Commissioner
Global Affairs Canada, International Trade Branch