



March 4 2025

Dear Customer and potential customers.

Subject: BUY CANADIAN

Hopefully, you are aware that JEM Strapping Systems Inc. is the only remaining manufacturer of strapping products in Canada. Twenty year ago there were four other manufacturers in Canada but they have all moved away.

JEM purchases most of its cold rolled steel, all paint and packaging products in Canada to the tune of several million dollars plus hundreds of thousands in freight expense with local truckers. We purchase over \$100,000 in wood pallets alone from our Canadian sawmill suppliers. Our product is not just made in Canada, it is truly a Product of Canada.

Two major USA companies, namely, Samuel and Signode manufacture strapping in USA, but have distribution operations in Canada. Also, some of the product they are distributing is imported from offshore. If you are buying from any distributor, you are buying an imported and/or an imported offshore product, probably from Asia (China) or Turkey. Also, we are finding most major large distributors in Canada are foreign owned and controlled.

JEM is a family owned 100% Canadian company employing local Canadians in the Brantford area. We support high expertise manufacturing jobs for Canadians within Brantford Ontario area.

A significant portion of JEM sales have historically been to the USA, our largest trading partner. This business will be impacted because of Trump's tariffs. Due to this situation, we are seeking to increase our marketshare in Canada with business from Canadian customers. Please help support Canada's last strapping manufacturer with your business. We, our employees and our Canadian suppliers truly would appreciate the support.

Yours Truly

John E. McGrath
Chairman and Chief Executive Officer