



Thermal Insulation Association of Canada Association Canadienne de l'Isolation Thermique

www.tiac.ca • info@tiac.ca • (613) 724-4834

March 26, 2025

Dear Valued Members and Stakeholders,

On behalf of the Thermal Insulation Association of Canada (TIAC), I am writing to address the recent trade tensions between Canada and the United States, particularly the U.S. government's imposition of tariffs on Canadian goods and Canada's countermeasures.

As an organization committed to the growth and success of the thermal insulation industry in Canada, we recognize the significant impact these tariffs will have on businesses and individuals on both sides of the border. The increased costs and disruptions to supply chains will undoubtedly pose challenges for our members and the broader construction sector. While TIAC acknowledges the Canadian government's decision to implement countermeasures in response to U.S. tariffs, we believe building materials, including thermal insulation and related products, should be exempt from these retaliatory actions. Our industry plays a crucial role in energy efficiency and sustainable construction, and maintaining the flow of these essential materials is vital for both economies. TIAC hopes that both governments can swiftly reach a mutually beneficial agreement that will allow us to continue our longstanding partnership as allies and trading partners.

During these uncertain times, TIAC remains committed to advocating for our industry and seeking solutions that will assist our members in navigating these challenges. We believe maintaining unity within our industry is paramount, and we call on all industry stakeholders to rally together to ensure our continued success in North American markets. We believe that open and fair trade between our two nations is essential for both economies' prosperity and our industry's continued growth. The interdependence of our markets and the integrated nature of our industry's supply chain underscores the importance of maintaining strong collaboration and economic ties with our U.S. partners and members.

As we move forward, TIAC will continue to engage with government officials, industry partners, and other stakeholders to promote the interests of our members and the broader mechanical insulation industry. We remain optimistic that we can overcome these challenges through dialogue and cooperation and emerge stronger as a united industry. Thank you for your continued support and trust in TIAC. We will keep you informed of any developments and welcome your input as we work together to navigate these turbulent times.

Sincerely,

Rob Bertram
President
Thermal Insulation Association of Canada