

March 18<sup>th</sup>, 2024

Honourable Anita Anand  
President of the Treasury Board  
90 Elgin St., 8th Floor  
Ottawa, ON K1A 0R5

Dear Minister Anand,

Thank you for taking the time out of your busy schedule to participate in our Oakville dealer round table. As discussed in the meeting, there are many pressing concerns facing the auto industry, as well as dealers in your riding, and ridings across the country.

Auto-theft rates have surged across Canada, with Toronto experiencing a staggering 300% increase since 2015. While manufacturers are enhancing vehicle security, dealers are equipping cars with advanced theft deterrents. We appreciate the initial investments made by the federal government to tackle auto theft. However, we urge further action, including additional investments in X-ray machines at the Port of Montreal to prevent stolen vehicles from being exported and tougher sentencing for repeat offenders involved in organized crime.

As you correctly pointed out in the meeting, in order to effectively tackle this complex challenge a coordinated approach across various ministries is required, which is why we advocate for the establishment of a "Theft Prevention Czar" to spearhead collaborative efforts between the federal government and various jurisdictions. Given the multifaceted nature of this problem spanning multiple jurisdictions, a federal Theft Prevention Czar would play a pivotal role in coordinating and aligning strategies to significantly reduce auto theft rates.

Furthermore, the automotive industry is facing a significant shortage of technicians. Despite record immigration, dealers struggle to find immigrants with automotive technician experience. We propose a streamlined certification process for automotive technicians and collaborative efforts between the federal government and provinces to encourage more young people to enter the trade industry.

Lowering labour costs is essential for the federal government to boost recruitment. The Labour Market Impact Assessment (LMIA) accounts for approximately twenty to thirty percent of recruitment costs. Removing the LMIA program and introducing a program fast tracking certification would quickly eliminate these costs. This would create financial sustainability by reducing vacant positions, allowing individuals to join the labour market faster, thus further increasing tax revenues for government.

Regarding the transition to EVs, while dealers are fully committed to the shift, there are disagreements with the government regarding the process. We urge the removal of barriers to EV uptake, such as the luxury tax on EVs, and caution against dictating sales percentages to dealers. Instead, we advocate for improved charging infrastructure and continued incentives for EV purchases, learning from successful models like Norway's policies.

Moreover, we suggest incentivizing plug-in hybrid vehicles alongside EVs to a higher degree than already contemplated in the current mandate, and propose changes to the incentive program, such as tax credits for dealers based on the number of EVs sold.

In conclusion, addressing these issues requires a comprehensive approach involving industry stakeholders and government collaboration. We are committed to working together to overcome these challenges and ensure a sustainable and thriving automotive industry in Canada.

Anything you can do to support these proposals both within your ministry as well as with your cabinet colleagues would be highly appreciated.

Sincerely,



Tim Reuss,  
President and CEO, CADA