

# Selling the importance of trade between Canada & the U.S.

By: Sandra Dueck, Policy Analyst, Greater Peterborough Chamber of Commerce

Trade is a top of mind topic. For Canada, whose main trading partner is the United States how the new Trump Administration is going to approach it is of particular interest.

In a White House press conference on Monday, Sean Spicer did speak to President Trump's view on NAFTA (North American Free Trade Agreement). He mentioned a timeline (30 days) in which initial talks on trade will happen with Canada and Mexico. Spicer indicated that if there was a way to work within the current parameters of NAFTA they were open to that.

Also Monday, Stephen Schwarzman, Chair of President Trump's Strategic and Policy Forum met with Prime Minister Trudeau in Calgary saying "Canada is well positioned" because of the balance of trade between the two countries.

Both the Canadian and Ontario Chambers of Commerce have sent letters to our federal government highlighting the importance of trade and a positive relationship with the United States. In the letter from the Ontario Chamber the interconnectivity of Canada and U.S. trade is emphasized. "In 2015, Ontario exported CAD \$194 billion worth of goods to the U.S., while importing CAD \$182 billion in American goods. That year, Canada was the largest goods export market for the U.S."

Read the letters on our website [peterboroughchamber.ca](http://peterboroughchamber.ca)

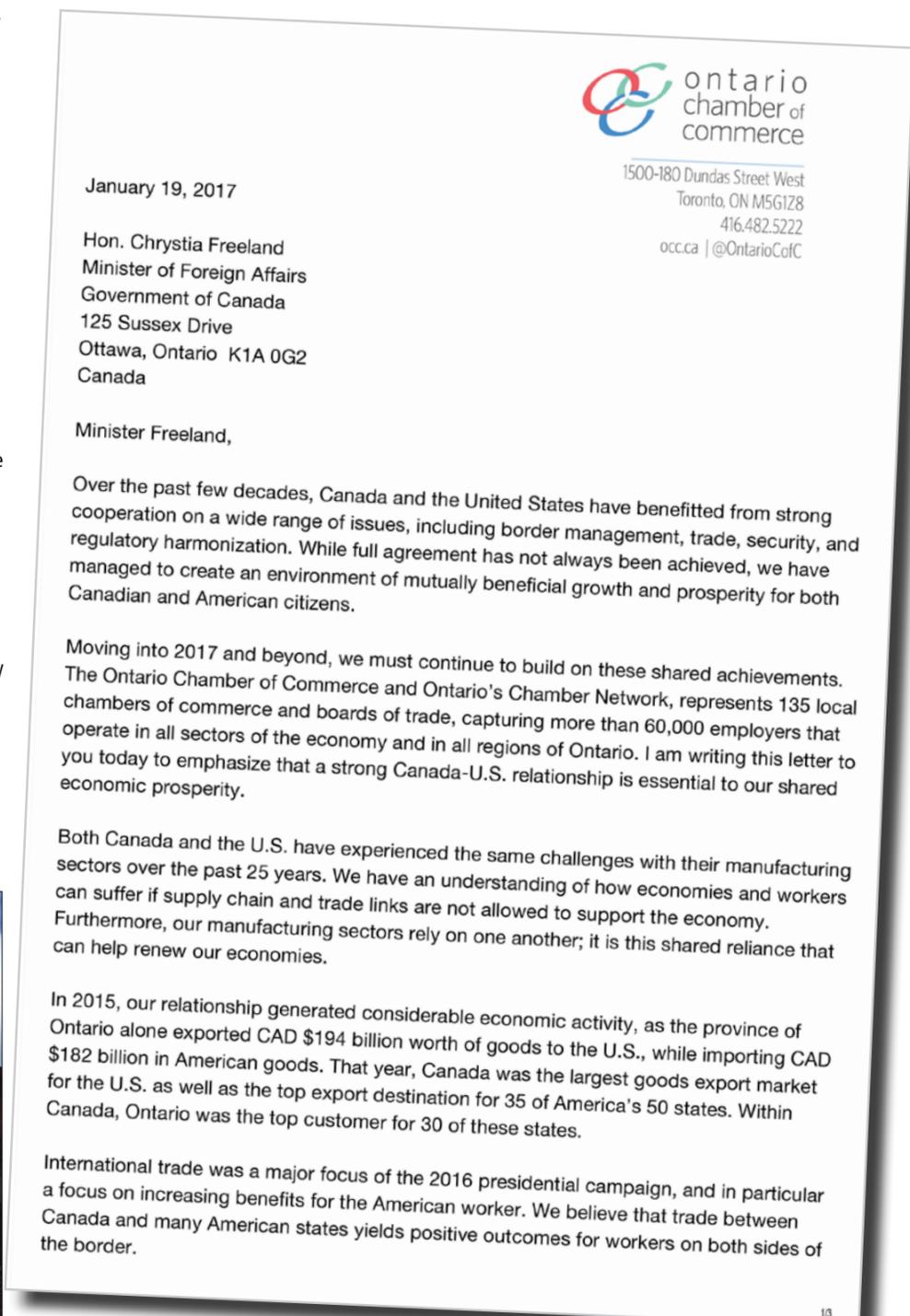


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STRENGTHENING BUSINESS

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How do you #lovelocalptbo?

GREATER Peterborough Chamber of Commerce



ontario chamber of commerce  
1500-180 Dundas Street West  
Toronto, ON M5G1Z8  
416.482.5222  
occ.ca | @OntarioColC

January 19, 2017

Hon. Chrystia Freeland  
Minister of Foreign Affairs  
Government of Canada  
125 Sussex Drive  
Ottawa, Ontario K1A 0G2  
Canada

Minister Freeland,

Over the past few decades, Canada and the United States have benefitted from strong cooperation on a wide range of issues, including border management, trade, security, and regulatory harmonization. While full agreement has not always been achieved, we have managed to create an environment of mutually beneficial growth and prosperity for both Canadian and American citizens.

Moving into 2017 and beyond, we must continue to build on these shared achievements. The Ontario Chamber of Commerce and Ontario's Chamber Network, represents 135 local chambers of commerce and boards of trade, capturing more than 60,000 employers that operate in all sectors of the economy and in all regions of Ontario. I am writing this letter to you today to emphasize that a strong Canada-U.S. relationship is essential to our shared economic prosperity.

Both Canada and the U.S. have experienced the same challenges with their manufacturing sectors over the past 25 years. We have an understanding of how economies and workers can suffer if supply chain and trade links are not allowed to support the economy. Furthermore, our manufacturing sectors rely on one another; it is this shared reliance that can help renew our economies.

In 2015, our relationship generated considerable economic activity, as the province of Ontario alone exported CAD \$194 billion worth of goods to the U.S., while importing CAD \$182 billion in American goods. That year, Canada was the largest goods export market for the U.S. as well as the top export destination for 35 of America's 50 states. Within Canada, Ontario was the top customer for 30 of these states.

International trade was a major focus of the 2016 presidential campaign, and in particular a focus on increasing benefits for the American worker. We believe that trade between Canada and many American states yields positive outcomes for workers on both sides of the border.

## CCC: Building the cornerstones for Canadian success

Recent world events underscore that the regional and global economic order will be tested in 2017 and beyond. We welcome recent Cabinet changes and look forward to working with government to ensure Canada successfully navigates the challenges ahead for the benefit of our economy and all Canadians.

In that spirit, our Board of Directors wrote to the Prime Minister to offer its perspectives on four critical public policy issues:

- Canada's Relationship with the United States
- Growing our Economy
- Our National Strategy

Concerning International Trade

- Combating Climate Change

These four issues form, according to our Board, the cornerstones of the next 150 years of Canadian business success.

Read the letter: [chamber.ca](http://chamber.ca)

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of teamwork and mutual respect for tenants and employees.

Congratulations and watch for their new website.



**CHERNEY PROPERTIES**

More: [cherneyproperties.com](http://cherneyproperties.com)

### Local horse farm will host Building Internal Resilience through Horses

The unique program will provide programming through the Kawartha Sexual Assault centre, Trent University and The Mane Intent to young women who have

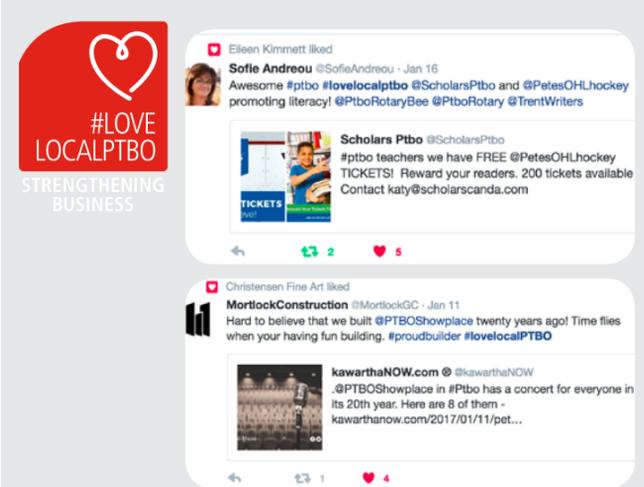
experienced abuse. Participants will work in partnership with horses, expressive arts, and education in a free 12 week program. Funding is through the Public Health Agency of Canada.

For details contact the Kawartha Sexual Assault Centre at 705-748-5901.

More: [maneintent.ca](http://maneintent.ca)



Jennifer Garland, Mane Intent; Kim Ruda, MP; Stuart Harrison, PtboChamber; Maryam Monsef, MP



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Sofie Andreou @SofieAndreou · Jan 16  
Awesome #ptbo #lovelocalptbo @ScholarsPtbo and @PetesOHLhockey promoting literacy! @PtboRotaryBee @PtboRotary @TrentWriters

Scholars Ptbo @ScholarsPtbo  
#ptbo teachers we have FREE @PetesOHLhockey TICKETS! Reward your readers. 200 tickets available Contact kathy@scholarscanda.com

Christensen Fine Art liked  
MortlockConstruction @MortlockGC · Jan 11  
Hard to believe that we built @PTBOShowplace twenty years ago! Time flies when your having fun building. #proudbuilder #lovelocalPTBO

kawarthaNOW.com @kawarthaNOW  
@PTBOShowplace in #Ptbo has a concert for everyone in its 20th year. Here are 8 of them - [kawarthanow.com/2017/01/11/pet...](http://kawarthanow.com/2017/01/11/pet...)

[www.peterboroughchamber.ca](http://www.peterboroughchamber.ca)

## Event Calendar



**TUESDAY, February 7th, 2017**

### PBX with the Petes

Peterborough Memorial Centre

151 Lansdowne Street West  
4:00pm – 6:00pm

**Details:** Join us in the lobby of the Peterborough Memorial Centre to celebrate the business and history of sport in our community.

The Peterborough & District Sports of Hall of Fame will be open for guests.

Door prizes, food and great company.

Don't forget your business cards!

**Cost:** Free, courtesy of Shorelines Slots at Kawartha Downs



**TUESDAY February 14th, 2017**

### Chamber AM Meet Up

The Carousel  
116 Lansdowne Street East  
Coffee's on at 7:00am

Speakers from 7:30-8:30am

**Speaker:** Carlo Raponi, Ptbo Axe Club

**Details:** Network with fellow Chamber members. Don't forget your business cards and your promotional material to share!

**Cost:** Pay for your breakfast



**WEDNESDAY February 15th, 2017 (Chamber & WBN members only)**

### The Path to Purchasing & Measuring the Return on your Marketing Investment



Chamber Boardroom  
175 George Street North  
12:00pm – 1:00pm

**Speaker:** Darren Murphy & Mike Healey, The Peterborough Examiner

**Details:** Learn about the marketing funnel and the influence you have on the consumer's path to purchase.

**Cost:** Free (bring your own lunch)

**Sponsor:** Bell  
**Note:** Pre-registration is required

We look forward to seeing you at our monthly events.

Check out our Events Calendar at [peterboroughchamber.ca/events](http://peterboroughchamber.ca/events)



FOR FIRMS WITH 1-50 EMPLOYEES

Insurance for small business that's anything but small

contact: Brian Bulger at 741-1400



PTBO CHAMBER MEMBER  
STRENGTHENING BUSINESS

**New look for local business**

Cherney Realty has rebranded as Cherney Properties to better reflect their business operations. Cherney Properties is a full-service property management company, providing rental accommodations for retail, commercial, industrial and residential tenants. The brand will still reflect the Cherney family values

## Nexicom makes us look good

Our business relies on communications technology, like the conference calling services provided by Nexicom. So, when we're hosting a meeting via conference calling for an important client, we can't afford to have anything go wrong.

That's why it's great to have a "go to" person at Nexicom who anticipates all of our needs and takes away the worry. They set up the conference bridge a day in advance so we can test it, then follow up after the meeting to make sure everything went well. And if there is ever an issue, they're on it right away.

This type of service delivers peace-of-mind. More than that, it makes us look good!

And I didn't expect that.

Mike Melnik  
Owner, Impact Communications



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