

Connections

THE NEWSLETTER OF THE CANADIAN-AMERICAN CHAMBER OF
COMMERCE - MID-ATLANTIC/GREAT LAKES

Travailleurs saisonniers.

Poland to ALBERTA. When Can-Am Member **Pennoni Corporation** hosted a **World Trade Center** luncheon earlier this year, the program topic was doing business with **Poland**. Among the slides shown was one depicting a very high unemployment rate there. CanAm Director **Vincent Mallardi** immediately thought **Alberta**. The energy-rich province has the only *negative* unemployment rate in the world, and pays six-figure incomes to folks who are willing to live in new cities like **Fort McMurray** (aka *Fort McMoney!*). Long story short, Mr. Mallardi arranged a visit by Poland consultant **Wyndham Loopesko** to Edmonton, and the result was realized this week. **Petro Canada** is setting up a recruitment and training facility in Poland, and families will soon begin their journeys to new lives *and fortunes* in the new West. And it all connected through Philly!

Save Ancient Forests: Canadian Group Challenges U.S. Publishers to Preserve Trees. The forests of the world are wild, vast, complex and stunningly beautiful - and it must be our collective responsibility to nurture and preserve them. So writes **Nicole Rycoft**, Executive Director of Vancouver-based **Éco Initiatives (Marketing Initiatives)**. "Our role is to shift consumption of paper to sustainable options." Hundreds of thousands of trees are saved yearly as publishers and packagers opt for recycled and lighter-weight, less-bright-and-opaque papers in books and packaging. To date, 74 Canadian magazine and 88 book publishers are participating. Through a program in the States, U.S. print buyers are getting the message. New York-based **Harper Publishers** is the first to adopt the program and will save 88,000 trees/year. If you consume paper products, please go to the organization's website - and begin helping the world's forests. They will even calculate your tree savings.

marketsinitiative.org

AUGUST, 2006

UPcoming Events

FIRST WEDNESDAY

Sponsored by the International Visitors Council (IVC), a Can-Am Chamber Member, and to which the Can-Am is also a Member.

Wednesday, August 2, 2006, 5:30 p.m.
Marriott Courtyard,
City Hall East, Philadelphia

\$ 15/non-members

CIRQUE DU SOLEIL CANADA NIGHT

This CanAm member is a world entertainmnet favourite, and will be in town for only two more weeks.

Thursday, August 4, 2006, 7:30 p.m.
The Grand Chapiteau, N.E. corner of South Broad and
Washington Streets, Philadelphia

CAN-AM CHAMBER NETWORKING LUNCH

Co-sponsored by CanAm Member Ameriprise

Wednesday, August 9, 2006, 1:00 p.m.
Passage to India Restaurant

\$ 20/person donation

ANNUAL PORT OF WILMINGTON CRUISE

Sponsored by CanAm-Member
World Trade Center - Delaware

Thursday, August 10, 2006; 5:30 p.m. on board, The
"Captain Harry" Tugboat
Port of Wilmington DE

\$ 65/person. RSVP to 302/656-7905

CANAM NEW YORK CHAPTER LUNCHEON

Co-sponsored by CanAm-Member
KODAK

Thursday, August 24, 2006; 12:00 noon
Croydon Reservoir Restaurant
108 W 40th Street, New York City

\$ 35/person

keep these dates

Wednesday, October 25, 2006 - PNC BANK'S
INTERNATIONAL DEPARTMENT CANAM TRADE
BREAKFAST AND SEMINAR

Sunday-Friday, November 19-24, 2006 - CAN-AM
CHAMBER TRADE MISSION TO CANADA -
Niagara-Toronto-Ottawa-Montréal

Canada.U.S.A.Trade-Ops.

CANADIANS LOVE THEIR SUDS; \$ 8B BEER INDUSTRY IS BEING TAPPED BY FOREIGNERS. This week, the latest round of takeovers in Canadian brewing is the auction by **BMO Nesbitt Burns Ltd.** of **Sleeman Breweries Ltd.** Guelph ON. The \$ 220M company trades on the TSE and is offering itself to the highest bidder. It is one of the last large Canadian brewers not yet in foreign hands. Giants **MolsonCoors** relocated from Montréal to Golden CO, and **Labatts** was sold to Belgium's **InBev SA**. Combined market share of the two in Canada is 83.5%. Bidders today include **Sapporo Brewing Ltd.** and **Royal Grolsch NV**, both of which are distributed in Canada by Sleeman. Though beer consumption is growing at less than 1%, the market in Canada is disproportionately large. Canadians 15-years or older consume over 88-litres/person annually. American microbrews are popular, and there is room for new imported brands. FYI, beer consumption is highest in the *coldest* place. **Yukon** drinkers take in over 150-litres/person/year! Something to think about during this hot Summer weather.

VIRGINIA BUSINESS EXEC BUYS A TOWN IN BRITISH COLUMBIA. Only in Canada, eh. The millionaire owner of **Best Medical International**, **Krish Suthanthiran** is acquiring **Kitsault, BC**, a beach-front ghost-town about half way between Vancouver and Juneau. The setting is stunning, and the town which was build in the 1970s to house 1,200 miners and their families, is complete with homes, apartments, shops, schools, parks and a recreation center. No one today, except caretakers, lives there after **Amax of Canada** closed the mine in 1983. Mr. Suthanthiran owns other Canadian properties, and graduated from **Carleton University** in Ottawa in 1969. "I don't think he knows what he's gotten into," says **Edmond Wright**, of the **Nisga'a Lisims** native government which claims treaty rights to the land.

Of Note

CANADIAN SPACE AGENCY ASTRONAUT STEVE MACLEAN TO EMBARK ON SECOND MISSION THIS MONTH. Though most Americans don't know it, their northern neighbours are quite active in the U.S. space program. On this August 27th, one of ours will be aboard the Sspace Shuttle **Atlantis** enroute to the **International Space Station**. Astronaut MacLean will also be the first Canadian to operate the long-successful "CanadArm." It will be used to install a newly-assembled large truss section, and to deploy a new set of solar arrays. Good luck and safe trip!

Welcome New Members

Gordon Group the (*Investment bankers and M&A consultants*) Toronto ON 48 Elgin Avenue, 416/347-0587.
Gord Griffiths, President and C.E.O.
gord@gordongroup.com
gordongroup.com

Lampire Biological Laboratories (*Producers of polyclonal and monoclonal antibodies, cell cultures and plasma-derived products and technologies*) Pipersville PA 18947:
P.O. Box 270, 215/ 795-2838, 215/795-0762 Fax, Gregory F. Krug, President, Kristen Tettermer, Assistant to the President.
gkrug@lampire.com
lampire.com

Mezzaluna Biscotti Company (*Bakers and exporters to Canada of highest-quality Italian biscotti*) Spring House PA: P.O. Box 630; (800) 883-2879;
Linda Liberi, President.

Philadelphia Convention & Visitors Bureau (*Philadelphia development organization and the Pennsylvania Convention Center*) Philadelphia PA 19103:
1700 Market Street, Suite 26th floor; (215) 636-3318 x 3330;
Fritz Smith, Vice President.
fritzs@pcvb.org
pcvb.org.

Note: The CanAm Chamber is the first foreign representative on the Philadelphia International Airport Committee set up to encourage more overseas flights to the facility. Canada has the most international flights presently.

W.E. Loopesko & Associates Inc. (*Management consultants specializing in Poland-U.S. Trade*) Denver CO 80206: 860 Filmore Street, 720/212-0780, 610/980-3420
Fax; Wyndham Loopesko, Principal
wyndham@loopsko.com
loopsko.com

CANNECTIONS is published monthly by the Canadian-American Chamber of Commerce- Mid-Atlantic/Great Lakes, 1512 Spruce Street, Suite 2114, Philadelphia PA 19102; (215) 546-2005; Fax (215) 359-1577; canamcc.org. Canadian correspondence should be to: Canadian- American Chamber of Commerce, 2348 Lucern, Suite 303, Montréal QC H3R2J8; (877)546-2005.; Fax (514) 635-6688.

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