

Connections

THE NEWSLETTER OF THE CANADIAN-AMERICAN CHAMBER OF
COMMERCE - DELAWARE VALLEY

Missile errenè:

MARTIN'S MISTAKE A MISS.

At last week's summit in Texas, Prime Minister **Paul Martin** reiterated that Canada will *not* be participating in the North American Mutual Missile Defence Shield. While fickle Canadian politics, including unending concessions to the leftist New Democratic Party, explain the position, his statement that the issue was "dead" may ultimately apply to his coalition government. CanAm Chamber Director, **Vincent Mallardi**, interviewed by **Global TV**, a Canadian network, remarked "that non-participation will cost Canada professional jobs and technology participation and transfer. Canada always benefits disproportionately to its financial contribution in defence. Rather than missing missiles, we are shooting ourselves in the foot."

The Canadian-American Chamber of Commerce is not affiliated with the Government of Canada.

SECTOR SPOTLIGHT: HIGHER EDUCATION.

Canada to the Del Valley: \$ <0.05 billion (2004);
Del Valley to Canada: \$ 0.15 billion (2004).

Canadian universities (led by **McGill, U of Toronto, York U** and **Simon Fraser** amongst others) successfully enrolled U.S. students to partially cover the shortfall of Ontario secondary school graduates during a phased "13-to-12th form" transition in 2003-04. The ripple effect is that Canadian applications exceed admissions by over 25%; an immediate opportunity for undergraduate recruiting, and graduate admissions beginning in 2007. Local universities could "brand" their institutions in Canada and draw a more diverse student population.

The CanAm Chamber is coordinating a campaign to assist Canadian students and Delaware Valley colleges and universities make connections, including a group ad in the **Globe and Mail**, Canada's largest newspaper this month.

APRIL, 2005

UPcoming Events

HOT TOPICS IN IMMIGRATION LAW

Sponsored by Member Klasko, Rulon, Stock & Seltzer

Tuesday, April 5, 2005

9:00-12:30 p.m.

Union League, Philadelphia

Free with RSVP to 215/825-8607

SPRING FLING CITY STROLL, A CENTER CITY PROPRIETORS' MULTICULTURAL EVENT

Tuesday, April 5, 2005

5:30 p.m.

Begins at Loie, 128 S. 19th Street, Philadelphia, and on to other clubs. Members Free with RSVP.

FIRST WEDNESDAY

Sponsored by the International Visitors Center with introductions of consular and chamber officials.

Wednesday, April 6, 2005

5:30 p.m. Reception

Radisson Plaza - Warwick Hotel

1701 Locust Street, Philadelphia

IAC Members Free, \$ 15 Non-members

CHARLES DUTOIT RECEPTION AT THE KIMMEL

Thursday, April 7, 2005; SOLD-OUT

PENNSYLVANIA INTERNATIONAL TOURISM AND IMPLEMENTATION OF GP2'S PHASE ONE

Sponsored by GP2 - Greater Philadelphia Global Partners.

Friday, April 15, 2005

9:00 a.m. Breakfast and Meeting

1515 Arch Street, Philadelphia

Members and Guests Free

ON. PREMIER DALTON MCGINTY LUNCHEON

Tuesday, April 19, 2005; SOLD-OUT

WORLD TRADE TALK BY PARENTE RANDOLPH

Co-sponsored by the CanAm Chamber

Thursday, April 28, 2005

9:00-11:30 noon

Latham Hotel, 135 S. 17th St., Philadelphia

Free

keep these dates!

May 10, 2005 - CANADIAN BUSINESS BREAKFAST

May 11, 2005 - RBC DISTINGUISHED SPEAKERS EVENT (with the U.S.. Dept. Of State)

May 17, 2005 - ON-DEMAND SHOW/RECEPTION

May 23, 2005 - VICTORIA DAY AT A VICTORIAN MANSE - IN PHILADELPHIA

June 1, 2005 - INTERNATIONAL-ECONOMY, GLOBAL RATE RISKS AND MID-YEAR ANALYSIS (with Wachovia Bank economists and experts)

June 14-16, 2005 - PHILADELPHIA TRADE MISSION TO TORONTO, OTTAWA AND MONTREAL

June 21, 2005 - BIO 05 CANADA-PENNSYLVANIA RECEPTION

June 24, 2005 - ST. JEAN BAPTISTE RECEPTION

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

CANADA SURPASSES THE UNITED KINGDOM IN PHILADELPHIA AREA INVESTMENTS

\$ 83.5 BILLION. That's the current value of Canadian direct and indirect investment in Eastern PA, southern NJ and DE. This surpasses the private and public investments of the U.K. in the region by nearly 10%.

Overall, foreign assets in the U.S. are increasing at 2.5-times the rate of U.S. assets abroad. The reason is the 1/4th decline of the U.S. dollar against other major traded currencies. U.S. dollars earned by foreigners because of the nearly \$ 600 billion annual trade deficit are best invested back in the U.S.A. Real estate, biotech and light manufacturing are the three largest categories of Canadian in-investment in the Philadelphia region.

MONTREAL'S TRANSCONTINENTAL PAYS \$ 87M FOR ASSETS OF FOUR PLANTS IN EASTERN PENNA

Hamburg PA-based **JDM Inc.** aka **Jetson Direct Marketing**, has been acquired by North America's seventh largest printer. The acquisition of the plants here and in Frackville, Reading and Orwigsburg, add 1,100 employees and \$ 91M in revenues, to Transcon's \$ 155M direct mail business in the U.S. The company acquired a direct mail facility in Willow Grove PA ten years ago.

"PHILADELPHIA - CANADA FRIENDLY" IS A MAY 26TH ADVERTISING SUPPLEMENT PROMOTING CANADIAN INVESTMENT, TRADE AND TOURISM HERE. TO ADVERTISE CALL 215/546-0116. DON'T MISS THIS OPPORTUNITY - AND FOLLOW-UP TRADE MISSION TO CANADA JUNE 14-16TH.

Welcome New Members!

Ben Franklin Technology Partners (*Non-profit technology development organization*)
Philadelphia PA 19103, 1835 Market Street, Ste. 1100, 215/972-6700; Kim Everett, Director of Public Relations.
sep.benfranklin.org

CareersUSA (*Temporary and direct hire staffing services*)
Philadelphia PA 19103; 1825 J.F. Kennedy Blvd.; 215/561-3800; Kelley Murdock and Kimberly Toms, account executives. careersusa.com

Council of Great Lakes Governors (*Regional development*)
Toronto ON M5C3A1, 25 Adelaide Street East, Ste. 610, 416/368-6956; Nancy Ward, Director.
cglg-canada.com

CPRail - Canadian Pacific Railway System (*Railroad operations between Philadelphia and Canada*)
Philadelphia PA; Monroe CT 06468; P.O. Box 271; Montréal QC; 888/333-8111, or 203/459-4435; Brian Purdy;
cprail.com

Geminx Biotechnologies (*Small-molecule therapeutics*)
Malvern PA 19355, 5 Great Valley Parkway, Ste. 100, 610/935-0976; Montréal QC H2X4A5, P.O. Box 477, 514/281-8989, Christopher Cortis, Director of Business Development.
geminx.com

Globe and Mail the/Bell Globemedia (*National newspaper and other media*)
New York NY 10, 261 Madison Avenue, Fl 7, 212/599-5057; John Pearsall, Account Manager; Toronto ON M5V2S9, 444 Front Street West, 416/585-5111.
globeandmail.ca

Philadelphia International Medicine (*Professional organization representing selected area hospitals to foreign patients*) Philadelphia PA 19102, 121 S.Broad Street, Fl 20; 215/735-3269; Len Karp, Director.
philadelphiamedicine.com

Wachovia Bank (*International banking*)
Charlotte NC 28288, 301 S. College Street, 8th Floor, Jennifer 704/374-2783; H. Rosa, Vice President, Currency Risk Management.
wachovia.com

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