

# Connections

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

JUNE, 2005

## Un patrimoine partagé THE ROYAL VISIT.

**Her Majesty the Queen** and the **Duke of Edinburgh** are in Canada completing an eight day Royal Visit. This past week (May 17-20), they officiated at the respective centennials of **Saskatchewan** and **Alberta** into Confederation. For U.S. residents unable to follow the visit, there is a special website [phc.gc.ca/royalvisit2005](http://phc.gc.ca/royalvisit2005), complete with video clips of ceremonies and multimedia features.

## Upsurge in Cross-Border Business

In April, May and June, for the first time, three separate entities in Philadelphia have or are sponsoring programmes on Canadian-U.S. business. Local law firm **Cozen O'Connor** announced a breakfast seminar (May 18 and postponed), after local accounting firm **Parente Randolph** collaborated with the CanAm Chamber in a similar breakfast seminar (April 28). The **U.S. Department of Commerce** is co-sponsoring, with electric utility **First Energy**, a trade mission to Canada (June 13-16) in which the CanAm Chamber is also participating (see events, right). With over \$ 500B in reciprocal trade, the resurgence of interest is not surprising. The Canadian-American Chamber of Commerce is not affiliated with the Government of Canada.

## **SECTOR SPOTLIGHT:** **AIR TRANSPORTATION.**

Canada to the Del Valley: \$ **0.35 billion (2004)**;  
Del Valley to Canada: \$ **0.37 billion (2004)**.

Philadelphia, Toronto, Ottawa and Montréal share 14 flights daily. **US Air** and **Air Canada** will soon have first-time international cross-ownership. Read more about local air transport on following page.

## UPcoming Events

### THE GLOBAL ECONOMIC OUTLOOK 2005 AND BEYOND WITH JAY H. BRYSON, Ph.D.

Co-sponsored by CanAm Member Wachovia Bank

Thursday, June 2, 2005

8:00-10:00 a.m.

Breakfast and Program

Wachovia's Main Banking Office,  
123 S. Broad Street, 5<sup>th</sup> floor Boardroom, Philadelphia  
Free with RSVP to 215/670-6802

### WORLD TRADE DINNER

Sponsored by the World Trade Association in which the  
CanAm Chamber is a Member

Thursday, June 9, 2005

6:00 p.m.

Reception and Dinner aboard the Liberty ship,  
*SS John W. Brown* at Penn's Landing  
\$ 75/person

### FORGING ALLIANCES III: CITYWIDE MULTI- CULTURAL SMALL BUSINESS FORUM

Tuesday, June 14, 2005

5:30 p.m.

Reception and program, at the Union League,  
140 S. Broad Street, Philadelphia  
Free with RSVP to 215/546-2005

### TRADE MISSION TO ONTARIO AND QUEBEC

Tuesday-Thursday, June 14-16, 2005

\$ 1,200/person

### CANADA-DELAWARE VALLEY BIOTECH NETWORKING

CanAm Chamber Members, Canadian and U.S. Biotech  
companies meet **Hon. Gary Doer**, Premier of Manitoba.

Monday, June 20, 2005

3:00 p.m. Reception, Pennsylvania Pavilion at the  
Pennsylvania Convention Center  
Free with paid pass to Bio 2005

### ST. JEAN BAPTISTE DAY

Friday, June 24, 2005, 5:00 p.m.

Sofitel Hotel, Philadelphia

# keep these dates

July 1, 2005 - CANADA DAY COCKTAILS

September 20-22, 2005 - INCOMING TRADE MISSION FROM CANADA TO PHILADELPHIA

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

**CANADA GOVERNMENT AGENCY FINANCES \$ 230M DELTA AIR LINES BUY OF REGIONAL PASSENGER JETS.** Atlanta-based **Delta Air Lines** and its soon-to-be-sold subsidiaries **Conair** and **Atlantic Southeast**, will receive **Canada Account** financing for its buy at Montréal-based CanAm Chamber member **Bombardier**. This is the second financing under a \$ 1.2B facility to support export sales of the company's **Canadair** regional jets. International Trade Minister **Jim Peterson** said "Canada's aerospace sector is one of the largest ... and a major driver of Canadian R&D and innovation."

**BOMBARDIER GETS \$ 750M IN LOANS.** Bombardier, which has a U.S. office in Bensalem PA, announced last week that it will build its new, larger, 110-130-passenger **Cseries** jet at Mirabel, QC. The **Government of Canada** pledged \$ 400M in loans, plus \$ 350M from the **Québec** government, for construction that will create 6,500 jobs at the former international airport.

**AIR CANADA INCREASES BOEING ORDER.** Canada's largest air carrier increased its previously announced \$ 6B order for 32 aircraft, to 36 with options for 60 additional 777s and Dreamliners. Emerging from bankruptcy as **ACE Aviation Holdings Inc.**, the Montréal company will receive U.S. Government-based financing. **Montie Brewer**, Air Canada's president and CEO, promises profits through fuel economies and new routes to Asia, Latin America and the Middle East. The airline is the world's 14<sup>th</sup> largest with over 29 million passengers annually, and 150 airports served including **Philadelphia International**.

**CREO ANNOUNCES EARNINGS; RECEIVES CANADA PERMISSION TO BE ACQUIRED BY KODAK.** Vancouver BC-based **Creo Inc.** (NASDAQ: CREO; TSX: CRE) reported negative second quarter (March 31, 2005) earnings of \$ 2M on increased revenues of 3.8% to \$ 164M. Also announced last week was receipt of a "no-action" letter from the **Canadian Competition Bureau** indicating that the acquisition by **Kodak** will not be impeded under the **Investment Canada Act**. U.S. regulatory approval is pending, and the transaction is expected to close this Summer, 2005. **Creo** is a global provider of imaging, software and digital plates for the printing industry. The company has over 25,000 customers.

**LIBERALS STAY BY ONE VOTE.** P.M. Martin had a close encounter with no-confidence last week; his government saved to the new year. Good news for export is a lower loonie.

## Welcome New Members

**Airesys** (*Software for the printing and packaging industry*) Montréal QC H2P 2X2; 877/499-9595; and soon in Philadelphia region; Jerry Coogan, Business Development Manager.

[airesys.com](http://airesys.com)

**Creo Inc.** (*Imaging technology*) Vancouver BC; 3700 Gilmore Way, Burnaby BC V5G 4M; 604/676-4526; Rochelle Van Halm, Corporate Communications;

[creo.com](http://creo.com)

**ePortation** (*Security ID tracking products and services*) Philadelphia PA 19147; 601 S. American Street, Ste. 305; 215/627-2651; Paul D. Lebow, CEO;

[eportation.com](http://eportation.com)

**InQue Inc.** (*Audio in-store zoned advertising messaging systems*) Colmar PA 18915; 2950 Advance Lane, Suite K; 267/246-1538; John Sweeney, Managing Partner.

[getinque.com](http://getinque.com)

**John A. Steer Co.** (*Customs house brokers*) Philadelphia PA 19106; 28 S. 2<sup>nd</sup> Street; 215/922-6610; Edward J. Golden, Vice President.

[jasteer.com](http://jasteer.com)

**Juroviesky & Ricci LLP** (*International law firm with U.S. attorneys in Canada*) Toronto ON M4N 3N1; 3080 Yonge Street, Suite 5072; 877/JRUSLAW, 416/481-0718; Henry Juroviesky Esq. and Jonathan Ricci Esq.

[jruslaw.com](http://jruslaw.com)

**Pennoni Associates Inc.** (*International Consulting Engineers*) Philadelphia PA 19104; 3001 Market Street; 215/222-3000; David A. Delizza, P.E., Sr.V.P., Corporate Development.

[pennoni.com](http://pennoni.com)

**Thermal Energy International Inc.** (*Leading edge environmental compliance and energy conservation solutions for buildings and marine vessels*) Ottawa ON K2E 6T8; 36 Bentley Avenue; 613/723-7286; Tim K. Angus, President and CEO.

[thermalenergy.com](http://thermalenergy.com)

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