

Connections

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

AUGUST, 2005

'TILL THE COWS COME HOME: TOUT DE SUITE!

Loud *moos* for the U.S.C.A. 3-judge panel which unanimously dismissed 28 months of *baa-ns* on Canadian beef. The running of bulls across the border will resume this month as the U.S.D.A. and **Agriculture Canada** continue to monitor herds to ensure safety from bovine spongiform encephalopathy or Mad Cow disease. Canada exporters have been replacing the U.S., marketing the best beef on earth to **Japan** and **Taiwan**. By 2010, exports to the U.S. will be 50%, down from 95% in 1990.

Congress Comes to CAFTA, Barely!

Central America, with \$ 180B in GDP is central to Hemisphere hegemony in the economic world war ignored by ½ in Congress today. **Canada** is taking the diplomatic lead in fostering the economic integration of **Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua** and **Panama**. These countries have embraced democracy after enduring civil struggles *financed* by Congress. Today there are 41M loyal consumers of North American products who, if CAFTA didn't pass, would have forfeited their socio-political progress. Pres. **George Bush** further favours the CAFTA expansion to FTAA, the **Free Trade Agreement of the Americas**. "It will help create a viable middle class - instead of illegal migration to the U.S." Per-capita GDP in the CAFTA group now ranges from \$ 2,200 to \$ 9,000, compared to \$ 5,000 in China.

SECTOR SPOTLIGHT: TRANS-SHIPMENTS.

Canada through the Del Valley: **\$ 0.09 billion (2004)**;

Through Del Valley to Canada: **\$ 0.19 billion (2004)**.

Canada is the #1 multi modal trans-shipment client at the 26 Delaware River ports, with over 30% of cold storage, port and logistics business.

UPcoming Events

WWDB-860 AM "MARKETING OF CANADA"

CanAm Chairman Vincent Mallardi is interviewed.

Saturday-Sunday, July 30-31, 2005, 6:00 p.m.

CANADA-U.S. TRADE MISSION ANNOUNCEMENT

Informal Cocktails preceding both the Center City Proprietors Assn Dinner and the A.C.T. Network Event

Tuesday, August 2, 2005, 5:30 p.m.

The Prime Rib, 17th and Locust, Philadelphia

Thursday, August 11, 2005, 9:00 a.m.

Rowan University, Glassboro NJ

Free for CCPA Dinner or Rowan Event registrants.

U.S./CANADA BUSINESS CONNECTIONS

LUNCHEONS

Presented by the Canadian American Chamber of Commerce and the Word Trade Centres of Baltimore, Wilmington and Detroit

Wednesday, August 31, 2005, 11:30 a.m.

The Engineers Club, Baltimore

Thursday, September 1, 2005, 11:30 a.m.

University & Whist Club, Wilmington DE

Friday, September 8, 2005, 11:30 a.m.

Downtown Club, Detroit MI

Free with RSVP at 215/546-2005; \$ 50 at door

TORONTO INTERNATIONAL FILM FESTIVAL

CanAm Chamber Members may receive special passes to events.

Thursday, September 8, 2005

to Saturday, September 17, 2005

SECOND DELAWARE VALLEY TRADE MISSION TO CANADA

CanAm Chamber Members and Inductees only.

Wednesday-Thursday, September 7-8, 2005

**Greater Toronto Area Meetings and Trade Connections
\$ 850/company**

keep these dates

October 19, 2005 - CANAM BREAKFAST WITH PEPPER HAMILTON - PHILADELPHIA

October 21, 2005 - U.S./CANADA BUSINESS CONNECTIONS/SMART STATES PROCUREMENT LUNCHEON - FREDERICK MD

November 8, 2005 - CANADIAN-AMERICAN BUSINESS COUNCIL ANNUAL MEETING, CALGARY, ALBERTA

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

TORONTO DOMINION'S U.S. BANK SUBSIDIARY EXPANDS TO MID-ATLANTIC. Within weeks of its announced sale of TDWaterhouse to the **Bank of America**, Canada's third largest bank has announced it plans to acquire Mahwah, New Jersey-based **Hudson United Bancorp.** The purchase price of \$ 1.9B will be financed internally through the sale of 29.6 million shares of NYSE-listed, Portland ME-based **TD Banknorth** to parent company, **TD Bank Financial Corporation**, Toronto. The deal will create an 8-state, Maine-to Pennsylvania regional bank with 590 branches, 751 ATMs and over \$ 26B in assets. Control of Banknorth's shares by TD was attained in 2004. The combination will close in January, 2006.

S.M.A.R.T. STATES, CENTRAL ASIA COUNTRIES AND CANADA COMMENCE TRADE COOPERATION

Rep. Curt Weldon (Republican-PA) is heading the first Congressional delegation to the now-called G.U.U.A.M. region of **Georgia, Ukraine, Uzbekistan, Azerbaijan and Moldova.** CanAm Chairman **Vincent Mallardi, C.M.C.** has been invited, as will be executives from Canadian and U.S. energy companies invested in the region. Mr. Weldon is also planning a **North American Energy Conference** which will be held in Washington DC in late October.

HOCKEY-NIGHT IN CANADA IS BACK! OK, U.S. Americans, you are probably not as frantic as your Northern neighbours where Hockey Nights dominate the "telly." The too-long labour-management dispute that froze our national game is resolved. CanAm Chamber member and B.C.-native **Joe Watson** is happy. The former hockey star and now executive at the /executive **Philadelphia Flyers** sells advertising space for the team.

WAR OF 1812 BICENTENNIAL COORDINATING COMMITTEE FORMED. The Canadian American Chamber of Commerce will act as liaison between twelve geographical areas in the U.S. and Canada where the **War of 1812-1815** was fought. In addition to avoiding commemorative date conflicts, the Committee will promote tours, publish literature and a coffee-table book, and licence merchandise. The proceeds will be used among the participating cities. Contact the Chamber at 877/546-2005.

Welcome New Members

Council of Great Lakes Governors/Grow Trade Consulting Inc. (*Trade development organization*) Toronto ON M5C 3A1; 25 Adelaide Street East., Suite 610; 416/368-6956; 416/368-2547 Fax; Nancy Ward, Director.
cglg-canada.com

International Hospital and Medical Equipment (*Manufacturers and distributors*) Feasterville PA 19053; 503 E. Pennsylvania Boulevard; 800/707-7893; 215/355-7333 F; Don Pasquarella, President.
intlhosp-medequip.com

Landis Express/Landis Transportation (*Trucking, logistics and warehousing*) Reading PA 19612; 610/921-1300; 610/921-8971 Fax; James J. Manganello, President.
landisexpress.com

Leger Marketing/Leger USA (*Marketing research and consulting*) Bala Cynwyd PA 19005; 2 Bala Plaza, Suite 300; 610/660-7772; 610/660-0157 Fax; Montréal QC H2Y 2W8; 507 place d'Armes, Suite 700; Gary A. Kaplan, V.P.
legermarketing.com

Prime Rib the (*World class dining*) Philadelphia PA 19102; 1701 Locust Street, 215/772-1701; Garth P. Weldon, Principal; gpweldon@aol.com.
Primerib.com

SPO/Steve Pinkston + Others, Inc. (*Graphic design, signage*) West Chester PA 19382; 610/692-2939; 610/436-9693 Fax; Scott Vinall, V.P. Business Development; scott@spo-inc.com.
spo-inc.com

Stech Group The/Standard Warehouse/F&W Transport/Mid Atlantic Logistics/Mid Atlantic Distribution (*Transport, warehousing and distribution*) Pennsauken NJ 08110; 8501 River Road; 856/665-1550; 856/488-5226 Fax; B. Timothy Fox, Vice President.
stechgroup.com

World Trade Center Delaware the (*International trade development organization*) Wilmington DE 19801; 702 West Street; 302/656-7905; 302/656-7956 Fax; Rebecca C. Faber, Executive Director.
wtcde.com

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