

Connections

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

OIL-RICH NORTH AMERICA SHOULDN'T BE OVER *LE BARIL*.

As gasoline at the pump exceeds \$ 4/gallon in Canada, and is approaching \$ 3/gallon in the U.S. it's hard to imagine that North America *exceeds* the Middle East in proven oil reserves. **Alberta** alone has 176 Bbbl. which, at today's price, is the equivalent of the U.S. G.D.P! In the geo-political scheme of things, though, the U.S. is in a predicament: Keep buying overseas oil and sap economic growth as now, or invest in domestic and Canadian development. The latter is clearly the better course, as well as thwarting Asian acquisition of strategic reserves held by private companies in our two countries. The U.S. last month successfully dissuaded **China National Overseas Oil Corp.** from acquiring **Unocal**, but Canada won't intervene in the upcoming \$ 4.2B sale of Canadian-owned **Petro Kazakhstan** to **China National Petroleum Corp.** There will go 0.55 Bbbl. to fuel China's high-growth export economy, *and funded by \$ 250B in U.S. debt.* China is extending its sphere of influence to (and dominance in) **Central Asia**. This predominantly Muslim region, liberated from the former Soviet Union, is the new Energy War battleground. U.S. military presence in the same **Kasakhstan** is ending as that government follows orders from its soon to be biggest customer and investor. If we don't develop *our* resources, we will pay until we no longer have the capital to do so!

Toronto tops London in Market Caps.

For *nouveau* going-public entities, there are I.P.O. alternatives to NYSE, NASDAQ and the like. Try TSE (the **Toronto Stock Exchange**) and its many extended products. With over \$ 36B in market capitalization, the TSE is even with **Hong Kong** and ahead of **London** (13%) and **Tokyo** (44%). The New York Stock Exchange (\$ 147B) is, by far, the world leader and, now, amongst the owners of the **Philadelphia Stock Exchange**.

SEPTEMBER, 2005

UPcoming Events

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 9, 2005, 11:30 a.m.
Hyatt Regency Wacker Drive, Chicago IL

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 14-15, 2005
**Windsor, Hamilton and Greater Toronto Area Meetings
and Trade Connections**
\$ 850/company
(also Tuesday-Wednesday, October 11-12, 2005)

SECOND ANNUAL CANADA MARKETING AND PRINT MEDIA PROGRAM

Seminar by Creo Corporation, Burnaby BC, the *Globe and Mail* and other media organizations, followed by a networking cocktail reception with the *Advertising Communications Times*.

Wednesday, September 28, 2005, 2:00 p.m.
**Maggiano's Restaurant, 1201 Filbert Street,
Philadelphia**
Free for first person/company with RSVP. \$ 35 at door.

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

November 16, 2005 - TOURISM TO/FROM CANADA AND THE MID-ATLANTIC U.S.

November 30, 2005 - THIRD DELAWARE VALLEY TRADE MISSION TO CANADA

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

L.A. WEIGHT-LOSS CENTERS ARE VERY *BIG* IN CANADA -AND HEADQUARTERED IN HORSHAM PA! With no tacit admissions of amplitude amongst its constituents, Canadian franchisers weighed-in last week in Central Bucks County as statistically more successful than U.S. counterparts in both new business development and customer “reduction!” **Leonard Katz’s** latest international health triumph after **Nutri-System** is a North American phenomenon, soon to expand into **Central America** and as far away as **Australia** and **New Zealand**. The company is a member of the CanAm Chamber. Contact **Timothy Britt**, Sr.V.P. Franchise Development at 888/258-7099.

G.U.A.A.M. UPDATE: AN ACCORD AMONGST NEIGHBOURS WILL “SHANGHAI” THE U.S. WITH ITS OWN DOLLARS! A geo-political tug-of-war has begun in earnest “while America sleeps.” The **China-Russian Federation** joint military exercise last week in the Yellow Sea should remind the West of Cold-war era **Sino-Soviet** military cooperation.. Both nations also started the **Shanghai Convention** which reunites Central Asian former-Soviet republics in an economic arrangement that trades oil to China to diminish U.S. influence in the region. The Chinese pay for the oil with U.S. dollars from its trade surplus! G.U.A.A.M., is U.S.-supported and may be the balance of power in the region. (See related article on previous page 1).

INTERNATIONAL CHAMBERS BEGIN CROSS-SELLING OF MEMBERSHIPS. There are 28 foreign Chambers in the Mid-Atlantic and a tendency to exclude members from each other. Yet, the reality is multinational trade. So, why not cross-sell? A company in one Chamber is asked what other country markets are of interest. At the end of the interview, the Chamber of primary contact engages the subject into its, and any number of other, Chambers. Our CanAm Chamber has cross-sold 14 memberships mutual to another one or more, accordingly splitting the revenue.

Welcome New Members

AFLAC (*Supplementary health insurance, including to Canadians in the U.S.*) Philadelphia PA 19103; 2005 Market Street, Suite 1010; 215/832-0090; 215/576-7912 Fax; Caesar D. Williams, CLU, ChFC.; caesar@phillyaflac.com
aflac.com

Corporate Holding Services Inc. (*Incorporating services, office and mail addresses, etc. for Canadian companies into Delaware, the corporation capital of the world*) Wilmington DE 19801; 802 West Street; 302/428-1456; 302/428-0642 Fax; Henry H. Beckler, President.
chsde.com

HSBC Bank USA (*The world’s neighbourhood bank*) Philadelphia PA 19102; 1515 Market Street, Suite 110; 215/563-0437; 215/563-1545 Fax; Joseph C. Rosselli, V.P., Branch Manager; joseph.c.rosselli.us.hsbc.com
ushsbc.com

Marvin & Palmer Associates (*Institutional investment management including to Canadian clients*) Wilmington DE 19801; 1201 N. Market Street, Suite 2300; 302/573-3570; 302/573-6772 Fax; David Shepherd, Advisor and Canadian citizen.
marvinandpalmer.com

New Castle County Economic Development Council (*A working partnership between New Castle County and the New Castle County Chamber of Commerce*) Wilmington DE 19850; P.O. Box 11247; 302/294-2058; 302/737-8450 Fax; Dale A. Ervin, Director of Economic Development; ervind@nccedc.com
nccedc.com

Philadelphia International Airport (*Airport serving passengers to/from Toronto, Montréal and Ottawa*) Philadelphia PA 19153; Terminal E Executive Offices; 215/937-6944; 215/937-6497; Fax; Mark Pesce, Public Relations Director; mark.pesce@phl.org.
phl.org

Temple University School of Tourism and Hospitality Management (*Internationally-recognized programs*) Philadelphia PA 19122; 1700 N. Broad Street; 215/204-9015; 215/204-1455 Fax; Dr. Joe Goldblatt, CSEP, Exec. Director; joe.goldblatt@temple.edu.
temple.edu/STHM

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