

# Connections

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

## WENDY and TIM: des prix Réalisation en affaires canado- américaines.

Dublin OH-based **Wendy's International Inc.** and **Tim Hortons** of Canada were honoured as a model merger October 27<sup>th</sup> at the 10<sup>th</sup> Annual Canadian-American Business Achievement Awards in Montréal. The combined company, with over 9,000 outlets and \$ 3 billion in annual sales, demonstrates how two cultures collaborate in each other's markets. The Tim Hortons brand is now in the U.S. as Wendys is in Canada. [wendys.com](http://wendys.com). Foodservice is a \$ 500 billion service industry with substantial cross-border activity, branding and opportunity.

## **SECTOR SPOTLIGHT:** **AGRI-FOODS/BEVERAGES.**

Canada to the Del Valley: **\$ 3.9 billion (2004)**;  
Del Valley to Canada: **\$ 2.7 billion (2004)**.

Tastes for Canadian products in the U.S.A. range from great beers and ice-wines to soups, syrups, meats and (of course) seafood! Scallops from Digby, Nova Scotia and mussels from Prince Edward Island share restaurant menus with institutional products from, among others, **Campbell Soup Company's** Anjou, Québec plant. **Dietz & Watson** (Philadelphia PA) brings home the bacon as the largest pork-products importer from Toronto-based **Maple Leaf Foods**. Major Canadian investments in this sector here include **Seagrams** (Malvern PA), **Stroehmann Bakeries** (Norristown PA), **Chef Bakeries** (King of Prussia PA) and **Wooden Paddle Candy** (Philadelphia).

Among sector products to Canada are from **Campbell Soup** (Camden NJ), **Hershey Foods** (Hershey PA) and **NutriSystem Inc.** (Horsham PA).

NOVEMBER, 2004

## UPcoming Events

### FIRST WEDNESDAY

Sponsored by the International Visitors Center. CanAm Chamber of Commerce members welcome.

Wednesday, November 3, 2004

5:30 p.m. Reception

Radisson Plaza - Warwick Hotel  
1701 Locust Street, Philadelphia

\$25/person

### CANADA-DELAWARE VALLEY CANNECTIONS & HOW TO MAKE THEM WORK FOR YOU!

Presented by Vincent Mallardi, C.M.C.,  
Chairman of the Canadian-American Chamber, at Greater Philadelphia Global Partners (GP2)

Friday, November 12, 2004

9 a.m. - 11 a.m. Breakfast

1515 Arch Street, 18th Floor, Philadelphia

Free

### CANADA INCOMING TRADE MISSION- LOGISTICS/DISTRIBUTION/OTHER COMMERCE

Sponsored by C-ACC, Industry Canada's Program for Export Market Development and invited Philadelphia regional port and transportation organizations.

Tuesday-Friday, November 16-19, 2004

Thursday, November 18, 2004

6 p.m. Cocktail Reception

Radisson Plaza - Warwick Hotel  
1701 Locust Street, Lobby, Philadelphia

\$ 85/person

## keep these dates!

January 18-20, 2005 - CANADIAN BUSINESS  
EDITORS VISIT TO DELAWARE VALLEY.

Wednesday, February 16, 2005 - FREE TRADE  
AGREEMENT OF THE AMERICAS.

Thursday, April 21, 2005 - INTERNATIONAL TRADE  
SEMINAR (with Parente Randolph LLC).

Wednesday, May 18, 2005 - ON-DEMAND DIGITAL  
PRINTING IN CANADA .

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

**DEFENCE, AEROSPACE AND HOMELAND SECURITY: A \$ 200 BILLION U.S.-CANADA PARTNERSHIP** Companies on both sides of the border may sell to the respective military and first-responder agencies by co-marketing with others. The **Canadian Defence Industries Association** is partnering with the **Ottawa Business Journal** [ottawabusinessjournal.com](http://ottawabusinessjournal.com) on November 11<sup>th</sup> (Remembrance Day in Canada; Veterans Day in the U.S.) to publish a special report, available through the CanAm Chamber. Also, one may subscribe to *Vanguard: Canada's Premier Defence and Security Magazine*, at P.O.Box 688, Ogdensburg NY 13669, or by calling 613/747-1138 in Ottawa.

## **"SOMMET" HAS PHILADELPHIA CONNECTION**

Ouagadougou, the capital of Africa's **Burkina Faso** (see [burkinaembassy-usa.org](http://burkinaembassy-usa.org)) is 6,000 km from Philly, but the CanAm Chamber connected member **Karp Marketing** (Philadelphia) to the Francophone Summit there this month. Linda Karp's company was subcontracted by **entrePrint Canada Corporation** to design the luggage tags and other security marking materials for the meeting of the heads of state of every French-speaking nation. Entreprint's client was **Canadian Commercial Corporation**, a Crown organization that specializes in export financial assistance.

## **DO BUSINESS WITH CANADA: REDUCE THE TRADE IMBALANCE!**

With a 3:1 trade deficit with Canada, Delaware Valley businesses have a "duty" to sell into Canada. The CanAm Chamber can help. *Doing Business with Canada* is published by International Trade Canada and may be ordered by calling 215/546-2005. One may access the website [infoexport.gc.ca](http://infoexport.gc.ca) also.

## **WELCOMING CENTER FOR NEW PENNSYLVANIANS RECEIVES ASSISTANCE FROM CAN AM CHAMBER.**

What every new immigrant needs most is information, and 144-pages of contacts and advice is in the new book, *Immigrants Resource Guide*. Produced by the WC, the book is being manufactured by **entrePrint Canada Corporation**, a CanAm Chamber member based in Ottawa and Philadelphia. For copies, contact the CanAm Chamber (215/546-2005) or the WC (215/564-6910). The cost is \$ 9.95 per copy.

## **OTHER "LOOKING-FOR" INQUIRIES AVAILABLE THROUGH CONTACT AT THE CHAMBER:**

OIL EXPLORATION; CANADIAN SUBCONTRACTOR WANTED; NO INVESTMENT REQUIRED (#1004-1).

SCRAP METAL FROM WESTERN CANADA WANTED TO BUY AND EXPORT TO CHINA (#1004-2).

LOOKING FOR LOST RELATIVES? THE **AMERICAN-CANADIAN GENELOGICAL ASSOCIATION** CAN DO A SEARCH FOR YOU. CONTACT THEM AT 4 ELM STREET, MANCHESTER NH 03103; 603/622-1554.

# Welcome New Members!

**CN - Canadian National** (*Rail freight transportation*)  
Montréal QC; 3415 West Chester Pike, Ste. 202, Newtown Square PA 19073; 610/325-2102; Aaron Degodny, Director of Sales, Industrial Products; [cn.ca](http://cn.ca)

**Craig Drake Manufacturing Inc.** (*Distinctively different jewelry, manufactured and available in the U.S.A. and Canada*)  
Toronto ON; Philadelphia PA 19102; 1529 Walnut Street; 215/568-2330; Craig M. Drake; [craigdrake.com](http://craigdrake.com)

**DHL Express** (*International package delivery*);  
Mississauga ON; Trooper PA 19403; 603 Gen. Washington Avenue; 610/496-8029; Tim McClatchy; [dhl.com](http://dhl.com)

**Duane Morris LLP** (*International and commercial law*)  
Princeton NJ 08540; 100 College Road W, Ste. 100; 609/919-4426; Philadelphia PA 19102; 1 Liberty Place, Ste. 4200; 215/979-1000; Steve Richman, [duanemorris.com](http://duanemorris.com)

**Four Seasons Hotel Philadelphia** (*Hospitality and dining*)  
Toronto ON; Philadelphia PA 19103; 1 Logan Square; 215/963-2720; Judith Dumrauf, Regional Director, Hotel Marketing; [fourseasons.com](http://fourseasons.com)

**International House** (*Multi-cultural networking center*)  
Philadelphia PA 19104; 3701 Chestnut Street, 215/387-5125; Oliver St. Clair Franklin, President; [ihousephilly.org](http://ihousephilly.org)

**Italy-America Chamber of Commerce** (*Philadelphia Chapter*)  
Philadelphia PA 19103; 1818 Market Street, Fl 33; 215/557-8500; Kenneth R. Vennera, Esq., President.

**Law Firm of John J. Gallagher, P.C.** (*International and commercial law*)  
Philadelphia PA 19103; 1760 Market Street, Ste. 1100; 215/963-1555; John J. Gallagher, Attorney At Law and Martin G. Malloy, Attorney At Law; [gallagher-law.com](http://gallagher-law.com)

**Sales Packaging Inc.** (*Binders, cases and other print packaging products in the U.S. and Canada*)  
Philadelphia PA 19130; 2201 Pennsylvania Avenue; 215/564-1200; Larry Joseph, [salespackaging.com](http://salespackaging.com)

**Skylight 6 Inc.** (*International investments and trade*)  
Montréal QC and New York NY 10012; 201 Sullivan Street; 212/505-7112; Mike Meir, President.

**World Trade Center of Greater Philadelphia** (*International trade facilitator*)  
Camden NJ 08101; 1 Port Center, 2 Riverside Drive; 215/218-3750, ext. 2040; Joanna Savvides, President; [wtcphila.org](http://wtcphila.org)

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