

# Connections

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

## OUVERTURE DE PHILADELPHIE

Opening in Philadelphia is the **Consulate of Canada**. The contact information follows:

Hon. David B. Weiner, Consul and Senior Trade Commissioner; Helen Getka, Program Assistant.  
2 Penn Center, Suite 200, Philadelphia PA 19102;  
215/854-6380; 215/569-0216 Fax;

[phila@international.gc.ca](mailto:phila@international.gc.ca) e-mail. The Consulate is operated by the Government of Canada. The Canadian-American Chamber of Commerce is not affiliated with the Government of Canada.

## **SECTOR SPOTLIGHT:** **PAPER, PRINT & PACKAGING.**

Canada to the Del Valley: **\$ 4.3 billion (2004)**;  
Del Valley to Canada: **\$ 0.4 billion (2004)**.

Canadian paper products touch every American every day. The daily newspaper, takeaway coffee cups, bags and paper towels are typical examples.

**Dopaco Inc.** (Exton PA), with \$ 300 million in revenues, takes raw materials, mostly from Canada, and converts to napkins, French fry cups and hamburger containers for fastfood restaurant chains.

**Cascades Inc.** (Montréal QC), a principal supplier with over \$ 3 billion in annual revenues, will complete its acquisition of Dopaco in May, 2005.

Other major Canadian investments in this sector here are **Quebecor World** (Montreal QC) in Hazelton PA, **Transcontinental Printing** (Montreal QC) at Willow Grove PA, and **entrePrint** (Toronto ON) in Philadelphia and Harrisburg PA.

Sector products to Canada are from **P.H. Glatfelder** (Spring Grove PA) and distributors including **Case Paper** (Philadelphia PA) and **Roosevelt Paper Corp.** (Mount Laurel NJ).

OCTOBER, 2004

## UPcoming Events

### FIRST WEDNESDAY: CANADA

Sponsored by the International Visitors Center with introduction of Hon. David B. Weiner, Consul

**Wednesday, October 6, 2004**

**5:30 p.m. Reception**

**Radisson Plaza - Warwick Hotel**

**1701 Locust Street, Philadelphia**

**Free**

### CANADA INCOMING TRADE MISSION

Sponsored by ExportUSA

([doreen.kilbride@international.gc.ca](mailto:doreen.kilbride@international.gc.ca))

**Wednesday, October 20, 2004**

**Buffalo NY**

### MONTREAL-OTTAWA INVITATION OF U.S. PRINTING BUYERS

Co-sponsored with the Printing Brokerage/Buyers Association International (PB/BA)

**Monday-Tuesday, October 25-26, 2004**

**Omni Hotel, Montréal & Delta Hotel, Ottawa**

**\$ 595 (Reimbursable)**

### 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.

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

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

### HEMISPHERE FEDERAL PROCUREMENT

Companies wanting to sell to the national governments of Canada, the U.S.A., Mexico and other Latin American countries should attend the first **Procurement Conference of the Americas**. It will be held November 15-17, 2004 in Vancouver BC, sponsored by the **Canadian Commercial Corporation** (CCC) and the **U.S. General Services Administration** (GSA). [www.fgpc2004.com](http://www.fgpc2004.com)

### SELECT GREATER PHILADELPHIA

Canadian companies are invited to select the Philadelphia region for their U.S.A. operations. Among some already headquartered in this region are **Alcan Inc.** (Horsham PA), **Bombardier** (Bensalem PA), **Cognos Corp.** (Ambler PA), and **St. Lawrence Cement Inc.** (Camden NJ). To facilitate the process, the **Canadian-American Chamber of Commerce-Delaware Valley** is working with the following organizations to encourage Canadian companies to locate here: **Select Greater Philadelphia**, 215/790-3787, James F. Shannon, [selectgreaterphiladelphia.com](http://selectgreaterphiladelphia.com); and **Innovation Philadelphia**, 215/496-8110, Richard A. Miller, [ipphila.com](http://ipphila.com). The latter recently published the *Greater Philadelphia International Resource Guide* which may be obtained at [AGPTWO.com](http://AGPTWO.com).

### ATLANTIC CANADA CELEBRATES RECIPROCAL TRADE WITH U.S. EAST COAST

With the 400<sup>th</sup> Anniversary of the landing of the first French settlers in America, at Acadia in 1604, businesses in New Brunswick, Newfoundland and Labrador, Nova Scotia and Prince Edward Island are focusing on North American integration. The **Atlantic Provinces Economic Council** held its Summit Meeting in Moncton NB September 28-29 with the objective of increasing non-resource trade. The region exports natural gas and oil to the U.S. but also has heads-up advanced manufacturing in marine/land transportation, bio-tech/pharmaceuticals and food processing that it wishes to share through joint ventures and representation arrangements. [For a review of Atlantic Canada enterprises, go to dfait-maeci.gc.ca](http://dfait-maeci.gc.ca) and click onto *Success Stories*, September 30, 2004.

### OTHER "LOOKING-FOR" INQUIRIES ARE 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).

## Welcome New Members!

**EntrePrint Canada Corporation** (*Security, directory and periodical publishers, printers and distributors*)  
Toronto ON M2N6S3; 4936 Yonge Street, Ste. 131; and Philadelphia PA 19102; 215/546-0116; Vincent Mallardi, CMC; [entreprint.com](http://entreprint.com)

**French-American Chamber of Commerce** (*Philadelphia chapter*)  
Philadelphia PA 19103; 2000 Market Street, Ste. 2850; 215/419-5559; Judith L. Ujobai; [faccphila.org](http://faccphila.org)

**International Visitors Council of Philadelphia** (*International hosting and networking*)  
Philadelphia PA 19102; 1515 Arch Street, Fl 12; 215/683-0999; Nancy Gilboy; [ivc.org](http://ivc.org)

**Ireland Chamber of Commerce** (*Mid-Atlantic Chapter*)  
146 N. Broad Street, Philadelphia PA 19106; 215/574-3100; William J. McLaughlin, [iccusa.org](http://iccusa.org)

**Jacoby Donner, P.C.** (*Construction, commercial, real estate, employment and labour law*)  
Philadelphia PA 19102; 1515 Market Street, Ste. 2000; 215/563-2400; Henry J. Donner, Attorney At Law and William A. Denmark, Attorney At Law; [jacobydonner.com](http://jacobydonner.com)

Karp, Linda R. MFA, (*Canadian-USA brand coordination*)  
Philadelphia PA 19102; 1515 Market Street, Ste. 900; 215/569-2262.

Konefsky, Alan Esq., (*International law*)  
Philadelphia PA 19103; 1760 Market Street, Ste. 608; 215/561-1300.

Kurtzman, Jeffrey Esq., (*Commercial and international law*)  
Philadelphia PA 19102; 260 S. Broad Street; 215/568-6060.

**Parente Randolph, LLC** (*Accountants and consultants*)  
Philadelphia PA 19102; 2 Penn Center, Ste. 1800; 215/557-2285; J. Robert Arthur, CPA; [parentenet.com](http://parentenet.com)

**PECO Energy Company** (*Electric utility*)  
Philadelphia PA 19103; 2301 Market Street, S 16-3; 215/841-5384; Robert V. Grabus, MCR and Gregory R. Byrnes, [peco.com/economic](http://peco.com/economic)

**Radisson Plaza-Warwick Hotel** (*Hotel and meeting/banquet facilities*)  
Philadelphia PA 19103; 1701 Locust Street; 215/735-6000; Simone McBean; [radisson.com/philadelphia](http://radisson.com/philadelphia)

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