



## U.S. Commercial Service - Canada

### Quarterly Newsletter

April 1 - June 30, 2009



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#### **Useful Links**

- [U.S. Commercial Service](#)
- [CS Canada Staff Directory](#)
- [U.S. Embassy in Canada](#)
- [Western Hemisphere Travel Initiative](#)
- [Government of Canada](#)
- [American Chamber of Commerce - Canada](#)

### **Current News You Can Use!**

#### [New Registration Requirements for Electrical Products Sold in Ontario](#)

On **April 1, 2009** the Government of Ontario's newly announced registration requirements for all manufacturers of electrical products for sale and distribution in Ontario will come into effect. Registration must be completed no later than August 30, 2009. Companies will be subject to an initial registration fee of CDN\$350 (approx. US\$275), and an annual renewal fee of CDN\$300 (approx. US\$235).

#### [New Recycling Fees Required for Electronics Sold in Ontario](#)

As of **April 1, 2009** most electronic products, from computers and monitors to peripherals, sold in Ontario will accrue a recycling fee that VARs and resellers will need to pass on to their customers.

#### [Attention: All travelers Entering the United States by Land or Water](#)

On **June 1, 2009**, the U.S. government will implement the full requirements of the land and sea phase of WHTI. The rules require all travelers, including U.S. citizens entering the United States at sea or land ports of entry to have a passport, passport card, or [other travel documents approved by the Department of Homeland Security](#).

#### [Ontario to Harmonize the Goods and Services Tax and the Ontario Provincial Sales Tax](#)

It is proposed that, starting **July 1, 2010**, Ontario's Provincial Sales Tax (PST) will be converted to a value-added tax structure and combined with the federal Goods and Services Tax (GST) will create a federally administered single sales tax of 13 percent.

#### [Canada's Action Plan to Stimulate the Economy](#)

The Government of Canada's newly released budget provides support for economic stimulus and possibly new opportunities for U.S. firms.

#### [Auto Industry Restructuring in Canada](#)

Plans submitted by General Motors of Canada Limited and Chrysler Canada Inc. have been deemed insufficient for the Governments of Canada and Ontario to certify their restructuring plans. The governments have requested that additional work be undertaken by General Motors and Chrysler as part of ongoing restructuring efforts.

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## ***MORE CURRENT NEWS***

President Obama meets Canadian Prime Minister Stephen Harper in Canada on February 19, 2009.

[Read more](#)



President Obama and Prime Minister Harper vow joint effort on North American economic recovery.

[Read more](#)



U.S. Senate Confirms Gary Locke as Commerce Secretary

[Read more](#)

## ***CANADA FIRST WEBINAR SERIES***

The U.S. Commercial Service is hosting a series of webinars to help U.S. companies learn more about doing business in Canada. For more information about the series or to register for one of the webinars, please contact [Tracey.Ford@mail.doc.gov](mailto:Tracey.Ford@mail.doc.gov).

### **Canada Regional Market Series:**

May 7 - BC & the Prairie Provinces

May 13 - Quebec

May 20 - Ontario

### **Canada 'How to' Series (dates to be determined):**

Qualifying Your Products Under NAFTA

Temporary Imports/Duties and Taxes

Non-Resident Importer Program

Temporary Foreign Workers

## ***CS Canada Highlights from January 1, 2009 to March 31, 2009***

### **President Obama Promotes Trade in Canada First!**

On February 19, 2009, President Obama made his first foreign visit to Canada. President Obama and Prime Minister Harper expressed their shared commitment to restore economic growth, stimulate demand on both sides of the border and meet their international obligations under the WTO and NAFTA. CS Ottawa staff and interns from Ottawa had the honor to meet and greet President Obama during his one day visit to Toronto and Montreal.

### **CS Ottawa Opens Doors for U.S. Communications Companies in Canada**

On January 15, 2009 CS Ottawa hosted the U.S. Interoperable Communications Seminar and Exhibit. This event featured keynote presentations by the Deputy Chief of the Ottawa Paramedic Service as well as the Executive Director of the Canadian Interoperability Technology Interest Group (CITIG). Nine leading U.S. companies offered products/services to address Canada's interoperable communications needs. This extremely successful event, with nearly 100 participants, concluded with a networking reception for U.S. participants and Canadian attendees.

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## ***Market Research Reports for Your Use....***

Our commercial specialists in Canada conduct market research and publish reports to draw attention to emerging opportunities, business trends and market developments with implications for U.S. exporters. We also conduct customized market research to address our individual client's interests and needs. Let us know if you need further details.

### **◆ Canada – Country Commercial Guide - 2009**

This is the U.S. Commercial Service's most comprehensive guide to doing business in Canada. To request a copy, please contact: [lucy.latka@mail.doc.gov](mailto:lucy.latka@mail.doc.gov).

### **◆ 2009 Federal Budget – Canada's Economic Action Plan**

On January 27, 2009, the Minister of Finance Jim Flaherty unveiled Canada's Economic Action Plan. The proposed action plan is geared toward stimulating the Canadian economy, creating opportunities for U.S. companies. [Read more](#)

### **◆ New Registration Obligations for Electrical Products Sold in Ontario**

On April 1, 2009, in the Province of Ontario new registration requirements will come into effect for all manufacturers (including U.S. manufacturers) of electrical products for sale and distribution in Ontario. Registration will have to be completed no later than August 30, 2009. As a result, all manufacturers of electrical products for sale and distribution in Ontario, Canada will be required to register, and renew annually, with Ontario's ESA. [Read more](#)

### **◆ Opportunities for U.S. Aerospace Companies in Canada**

The Joint Strike Fighter Program (JSF) opens numerous short and long-term opportunities for U.S. suppliers of aircraft parts. The JSF is a U.S. led program assigned to build the next generation fighter jet, the F-35 Lighting II. Canadian companies are successfully attracting large JSF contracts, thereby increasing demand for aircraft parts. This increased demand will benefit U.S. aerospace suppliers as Canadian firms depend on U.S. suppliers of aircraft parts and finished raw materials to meet their procurement needs. [Read more](#)

### **◆ Canadian Dental Equipment and Supplies Market to Grow by 6-8 Percent This Year**

The demand for cosmetic, aesthetic and restorative dentistry, as well as orthodontic and periodontal care is increasing in Canada. Opportunities for U.S. exporters of dental equipment such as laser instruments, computerized systems linked to cameras, and other diagnostic equipment including x-ray machines and emerging technologies such as digital imaging, all represent excellent export prospects for U.S. suppliers. [Read more](#)

### **◆ Canadian 911 Technology Upgrade Mandated by CRTC**

On February 2, 2009 the Canadian Radio-television Telecommunications Commission (CRTC) announced that Canadian wireless service providers must update their 911 services by February 1, 2010. Canadian wireless companies must implement a system using GPS, triangulation, or a combination of both to have the ability to locate the exact position of where an emergency 911 call is originating. U.S. companies who provide GPS or triangulation technologies that may be utilized by telecom companies for the purposes of 911 location may find opportunities in the coming year with mobile phone companies in Canada. [Read more](#)

View the full [market research reports](#) listed above and many other reports on our website [www.buyusa.gov/canada](http://www.buyusa.gov/canada).

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## **Upcoming Industry Reports**

- ◆ Canada's Robotics and Advanced Manufacturing Industry
- ◆ Canada's Mining Safety Equipment
- ◆ The Spa Market in Canada
- ◆ Canadian Laboratory Electrical Optical Equipment
- ◆ .....and many others

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## ***Upcoming Events***

The Commercial Service in Canada is committed to providing U.S. exporters with a wide range of cost-effective, efficient, trade promotion opportunities to access the Canadian market. Listed below are some of the upcoming events on our trade promotion calendar in Canada. To ensure the highest quality of individual service for our client's participation is limited and awarded on a first come first served basis.

Let us know if you need further information regarding your participation.

- ◆ [Aerospace Supplier Development Mission 2009](#)  
May 5-6, 2009  
Montreal, Quebec

The Aerospace Supplier Development Mission is a great opportunity for U.S. companies to gain international business exposure in Canada's aerospace market. We have an excellent program to help you establish business relations with prospective agents, distributors and end-users.

- ◆ [British Columbia Mining Opportunities 2009](#)  
May 5-6, 2009  
Vancouver, British Columbia

B.C. Mining Opportunities 2009 is an exclusive U.S. Department of Commerce event designed to provide a limited number of qualified U.S. companies with a unique opportunity to meet, one-on-one, with prospective business partners in Canada, including agents, distributors, end-users and joint venture partners. All pre-arranged meetings will be customized to help our individual participant's meet their specific goals and objectives.

- ◆ [Go-Expo 2009](#)  
June 9-11  
Calgary, Alberta

GO-EXPO Gas & Oil Exposition is Canada's world-class energy sector event. It showcases 700 exhibitors, attracts over 20,000 registered attendees, and is among the most prominent oil and gas trade shows and conferences in North America. The U.S.A. pavilion offers U.S. exporters the very best access to industry contacts and business opportunities in the Canadian oil and gas sectors.

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✿ [U.S. Master Franchise Promotion](#)

Vancouver, BC June 15, 2009  
Montreal June 17, 2009  
Toronto June 18, 2009

The U.S. Master Franchise Promotion is your gateway to Canada's largest and most receptive franchise market in the world! This event is designed to provide established U.S. franchisors with a first-hand opportunity to become familiar with the Canadian market; establish new and profitable commercial relations; and gain valuable trade and market-related information in this sector. Don't miss this opportunity to participate in this 3 stop event; choose one or more locations. **Registration Deadline: April 23, 2009.**

✿ [U.S. Information Technology Security Software Seminar](#)

September 17, 2009  
Ottawa, Ontario

This special business development seminar will provide U.S. participants with an ideal opportunity to formally introduce their IT security solutions to a select audience of key government decision makers and business representatives in Canada.

✿ [RepCAN 2009](#)

Toronto September 29, 2009  
Montreal October 1, 2009  
Vancouver, BC October 6, 2009

CS Canada is proud to announce our flagship event, **RepCAN 2009 - BUSINESS MATCHMAKING EVENT!** It is designed to provide U.S. export-ready, small to medium-sized companies with a highly efficient and cost-effective opportunity to establish profitable commercial relations with prospective agents, distributors and end-users in any one, or all three, of Canada's primary regional markets



***Would you like to be a Featured U.S. Exporter in Canada?***

Featured U.S. Exporters ([FUSE](#)) are U.S. companies that advertise on our [BuyUSA website](#). Learn more about this program and how it can help to raise your profile in Canada by contacting Senior Commercial Specialist [Lucy Latka](#).

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## ***Snapshot of Québec – "La Belle Province"***

"La Belle Province" translates to "The Beautiful Province." The name Québec comes from the Algonquin word meaning narrow passage or strait. The province of Québec is mainly a French speaking society, and the defense of its language and culture affects all politics in the province.

Area:	595,391 sq. miles – largest province in Canada
Population:	7,546,131 – second largest province in population
Language:	French (official), English
Government:	Liberal - Premier Jean Charest
GDP:	\$295 billion Canadian, 70 % from the service sector (est. 2006)
Capital:	Québec City
Main Industries:	Agriculture, manufacturing, energy, mining, forestry, transportation

### ***Upcoming Canadian Holidays***

April 10, 2009	Good Friday
April 13, 2009	Easter Monday
May 18, 2009	Victoria Day
May 18, 2009	National Patriots Day (in Quebec)
June 24, 2009	Public Holiday in Montréal and Québec city

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### ***Travel***

- ◆ **The Number One Travel Destination for Canadians is the United States**  
 The U.S. continued to be by far the most popular destination for Canadian travelers in 2007. Canadian travelers account for 31.7 percent of U.S. international visitors and 13.2 percent of visitor spending. [Read more](#)
- ◆ [Visiting Canada - Information for Business Visitors](#)
- ◆ **VISA REQUIREMENTS:** A visa is not required for U.S. citizens to visit Canada for up to 180 days. Anyone seeking to enter Canada for any purpose besides a visit (e.g. to work, study or immigrate) must qualify for the appropriate entry status, and should contact the [Canadian Embassy](#) or nearest consulate.

### ***Do you know someone who would benefit by doing an Internship with the U.S. Commercial Service in Canada?***

The U.S. Commercial Service in Canada offers internship opportunities to students interested in working in a dynamic environment and furthering their understanding of the biggest trading relationship in the world. Please note that prospective interns must be enrolled in an educational institution at the time of application.

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## ***Play Jeopardy....the Canadian Way***

- ◆ **Who are the leaders of the four major federal political parties in Canada?**  
Stephen Harper, Leader of the Conservative Party of Canada, Michael Ignatieff, Interim Liberal Party Leader, Gilles Duceppe Leader of the Bloc Québécois, Jack Layton, New Democratic Party Leader.
- ◆ **What city was the original capital of Canada?** After the Union of Canada was officially proclaimed on February 15, 1841, Kingston, Ontario was named as the capital city from 1841-1844. The decision was made to move the House of Assembly to Montreal, Quebec from 1844-1849. Parliament was relocated to Toronto and Quebec City from 1849 – 1865. In 1867 the new parliament building of **Ottawa** became the Federal seat of government and remains the **Capital city of Canada** to this date.
- ◆ **Which country has the most lakes?** There are an estimated 2 million lakes in Canada covering approximately 7.6 percent of Canada's land area.

## ***Did you know ....***

- ◆ National Patriots Day is a provincial holiday in the province of Quebec, held on the Monday preceding May 24 (the same day as the Canadian statutory holiday known as Victoria Day (which celebrates also the birthday of the reigning Sovereign).

The day celebrates the memory of the patriots who struggled for democratic institutions during the Lower Canada Rebellion in 1837. Because Quebecers did not wish to celebrate the Canadian ties to the British Monarchy (which exist to this day) a competing celebration was set up on Victoria Day in 1918 when Fête de Dollard was created in honor of Adam Dollard des Ormeaux, a French settler killed defending a settlement against Iroquois attackers. The name of the celebration was changed to Journée nationale des Patriotes in 2002.

- ◆ Since 2007, Daylight Saving Time was extended one month beginning at 2 a.m. on the Second Sunday in March and ending at 2 a.m. on the First Sunday of November. The new start and stop dates were set in the Energy Policy Act of 2005. Daylight Saving Time saves energy, cutting the amount of electricity we consume each day by one percent.
- ◆ The Haskell Free Library and Opera House is situated directly on the international border between Canada and the United States, it serves the communities on both sides of the line - Stanstead, Quebec, and Derby Line, Vermont. The international boundary is marked off with a black line across the ground floor of the building. The entrance and half of the reading room are situated in the United States., while the other half of the reading room and all of the books are on the Canadian side. Upstairs in the Opera House, the stage is in Canada, but most of the seats are in the United States.

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## ***Newsletter Comments***

Tell us what you think! If you have any questions, comments or suggestions about the USCS Newsletter, please send them to [lucy.latka@mail.doc.gov](mailto:lucy.latka@mail.doc.gov).

If you would like to unsubscribe from our newsletter, please contact [Lucy Latka](#).

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