



## Sample key messages for Canadian business community use with U.S. interlocutors

### **Mutually beneficial impact of Canada-U.S. Trade**

- Imposing tariffs on Canadian products would have a detrimental impact on U.S. consumers, workers, and the U.S. economy.
- A 25% unjustified tariff would severely harm the U.S. economy and compel Canada to take necessary measures to protect and defend its interests.
- Canada is the largest export market for 36 U.S. states and ranks among the top three for 46 states, with 43 states exporting over US\$1 billion to Canada each year.
- U.S. industries benefit from imports from Canada, which strengthen their competitiveness. Canada plays a key role in supporting U.S. manufacturing, with approximately 70% of Canadian exports to the U.S. being used in the production of other goods.
- Canada is also a significant buyer of U.S. goods.
- Canada enforces stricter minimum wage laws and labor regulations, ensuring that U.S. companies are not lured away to Canada.
- Moreover, Canada is not taking jobs from American workers. In fact, Canadian companies contribute to job creation in the United States.
- The only beneficiary in a trade war between Canada and the U.S. would be China.
- Ultimately, the United States is more prosperous and secure when it collaborates with its closest strategic ally and economic partner, Canada.

### **On the border**

- The United States and Canada share one of the strongest and most close-knit relationships between any two countries, particularly in areas such as border security, economic security, and trade.
- Canada's Border Plan commits \$1.3 billion to enhance security, disrupt the fentanyl trade, provide law enforcement with new tools, and improve operational coordination and information sharing with U.S. partners.
- Our smart, secure and efficient border plays a crucial role in the integration of our economies, supporting communities and creating tens of thousands of jobs on both sides of the border, all of which depend on the Canada-U.S. trade relationship.