



# **2018 United Potato Partner Seminar**

## **Trade Update: A PEI Perspective**

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# PEI – Export Performance

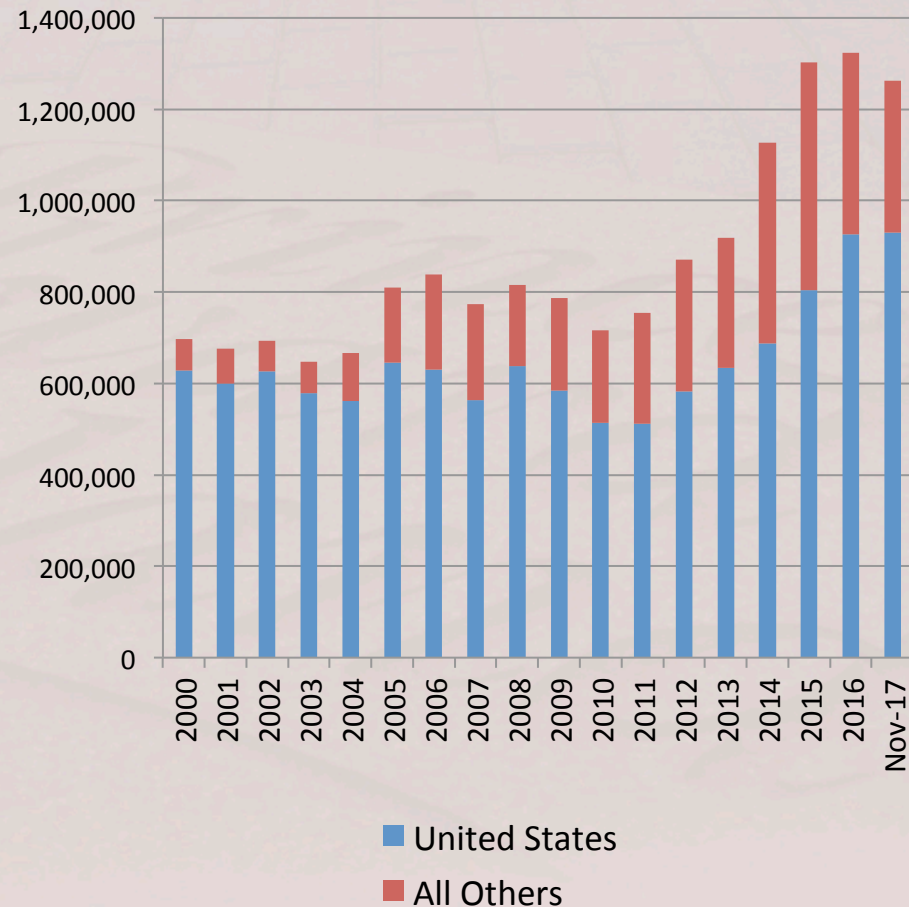
- PEI export growth at or near the top of the country
- More than \$1.26B in 2017 - 4%  
(Nov YTD)
- U.S. and E.U. account for almost 83% of exports
- Top 25 products approaching 80% of exports
- Food products largest portion
  - Potatoes ~ 25%



# NAFTA Overview

- US largest export market
  - \$930M, in Nov YTD 2017
  - much more diversified since 2000
- Level of trade w/ US has fluctuated in last 20 years
  - 90% of exports in 2000
  - 74% of exports in 2017
  - low of 61% of exports in 2014
- Impact of NAFTA on PEI
  - Unconventional US Proposals
  - Potential US Notification of Withdraw
  - Product-based impact analysis
  - Timing

PEI Exports to U.S. (\$)





# NAFTA: Business Engagement

- Maintain --- « do no harm »
- Protect existing systems  
Ex: Supply Management
- Avoid increased tariffs (costs)
- Border efficiencies
- Regulatory alignment

**AGR**iculture

**AERO**space  
and Defence

**BIO** Science

**FISH**eries and  
**SEA**food

**Info**rmation  
**Comm**unication  
**Tech**nology

**MAN**ufacturing

**MAR**ine

# GPEI: NAFTA Core Objectives



- Right to Regulate --- Public Interest
- Maintain exclusions – ex. Land
- Avoid tariff & cost « creep »
- Incorporate environment and climate change provisions
- Protect Supply Management + other sectors
- Government Procurement --- expansion; Buy America
- Provisions to deter incentives --- fair/equitable

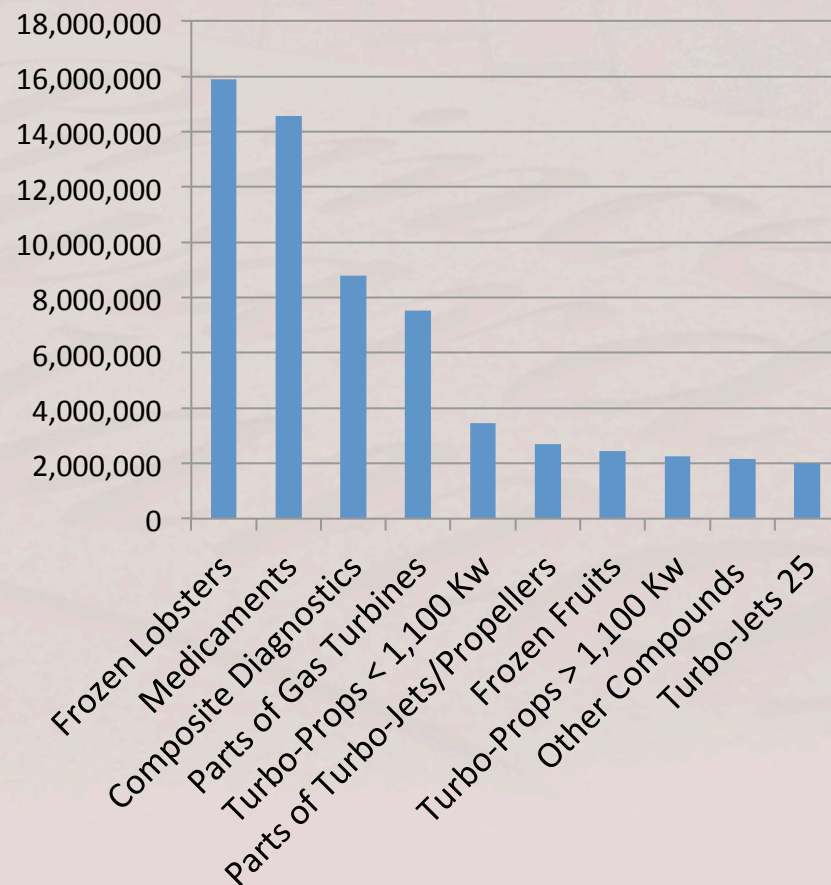


# Canada-European Union: CETA



- Exports to EU: \$115M (Nov YTD)
- Entry into force: September 2017
- Opportunity for further growth & diversification
- Immediate tariff reduction:
  - Agriculture: 94% of products
  - Fish/Seafood: 96% of products
  - Manufacturing: 98% of products
- CETA promotion and industry support

Exports to EU – Nov YTD 2017



# Canadian Free Trade Agreement (CFTA)

- Entry into force: July 1, 2017
- Across all economic sectors
- Right to Regulate
  - Agriculture/SM5
  - Water; Environment, etc
- Procurement: PEI local food
- **Regulatory Reconciliation and Cooperation Table (RCT)**
  - Ex: Truck Weight Restrictions

