



Honourable Greg Selinger
Chair, Council of the Federation
Premier of Manitoba
204 Legislative Building, 450 Broadway
Winnipeg MB R3C 0V8

July 6, 2011

Re: The Canadian business communities' call for a successful conclusion to the Comprehensive Economic and Trade Agreement (CETA)

Dear Premier Selinger,

The Canada Europe Roundtable for Business (CERT), Canadian Chamber of Commerce (CCC), Canadian Council of Chief Executives (CCCE), Canadian Manufacturers & Exporters (CME), Canadian Association of Importers and Exporters (I.E.Canada) and the Canadian Federation of Independent Business (CFIB) represent hundreds of thousands of Canadian businesses in all sectors, and of every size, in every province and territory of Canada. Our members are collectively responsible for millions of jobs, administer trillions of dollars in assets and are responsible for the majority of Canadian exports and investment with the European Union. Together, we advocate policies that benefit businesses and the communities that they sustain.

Canada and the EU should pursue all opportunities to assist their businesses to grow, innovate and expand their foreign trade and investment. The EU single market is the world's largest economy and counts some 500 million consumers, while Canada will be the fastest growing G7 economy this year. The EU is already Canada's second largest trade and investment partner after the United States, while Canada is the EU's 11th largest trade and fourth largest investment partner.

The full potential of the Canada-EU economic partnership should be maximized for the benefit of both sides by reaching an ambitious and successful conclusion to the Comprehensive Economic and Trade Agreement (CETA) negotiations in 2011. A high-quality CETA will generate nearly \$45 billion in economic gains, open market access across goods and services sectors and enhance two-way investment. It will facilitate trade procedures for businesses, reduce technical barriers, strengthen intellectual property protection and send a clear message of support for open, rules-based global trade and investment.

To conclude a high-quality agreement, it is imperative that all parties involved in the negotiations maintain a high level of ambition. Rapid and major progress has been made toward the conclusion of the CETA. Indeed, this participation stems largely from the request made from the 2008 Joint Declaration by the Council of the Federation for a Closer Economic Relationship between Canada and the European Union to include sub-federal participation in the negotiations.

The Joint Declaration also reaffirmed that there was a window of opportunity for an agreement in the short term for a new economic partnership with the European Union and recognized that many aspects of this trade agreement with the EU would fall within the jurisdiction of provinces and territories.

With the eighth round of negotiations in Brussels upon us, the business community is highly aware of the significant benefits that will flow from an early signature of the CETA. It is imperative that provincial government procurement, interprovincial trade barriers and questions of intellectual property not become major obstacles for the EU in these negotiations, given the opportunities that are at stake for Canadian businesses into the European market.

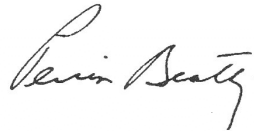
There are a variety of ways in which these questions can be successfully resolved, and we should be pleased to contribute thinking to the dialogue.

It is our sincere hope that the leaders of the Canadian provincial and territorial governments take these views into account and continue to make progress toward the conclusion of a high-quality CETA in 2011.

Sincerely,



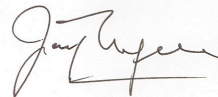
The Honourable Roy MacLaren, P.C.
Chairman
Canada Europe Roundtable for Business



The Honourable Perrin Beatty, P.C.
President & CEO
The Canadian Chamber of Commerce



The Honourable John Manley, P.C.
President & Chief Executive Officer
Canadian Council of Chief Executives



Jayson Myers
President & CEO
Canadian Manufacturers & Exporters



Joy Nott
President
I.E.Canada, Canadian Association of Importers
Exporters



Catherine Swift
President & CEO
Canadian Federation of Independent
Business

Cc: Honourable Christy Clark, Premier of British Columbia; Vice Chair, Council of the Federation
Honourable Dalton McGuinty, Premier of Ontario
Honourable Jean Charest, Premier of Quebec
Honourable Darrell Dexter Premier of Nova Scotia
Honourable David Alward, Premier of New Brunswick
Honourable Robert Ghiz, Premier of Prince Edward Island
Honourable Brad Wall, Premier of Saskatchewan
Honourable Ed Stelmach, Premier of Alberta
Honourable Kathy Dunderdale, Premier of Newfoundland and Labrador
Honourable Floyd K. Roland, Premier of the Northwest Territories
Honourable Darrell Pasloski, Premier of Yukon
Honourable Eva Aariak, Premier of Nunavut
The Right Honourable Stephen Harper, P.C., M.P., Prime Minister of Canada
The Honourable Ed Fast, P.C., M.P., Minister of International Trade
Mr. Steve Verheul, CETA Chief Negotiator, Foreign Affairs and International Trade Canada