



Canadian Free Trade Agreement

If you sell products or services in more than one province or territory, the Canadian Free Trade Agreement (CFTA) is about to open up a lot of possibilities for your business.

The new agreement will have a positive impact on Western Canada by:

- reducing the regulatory burden on businesses
 - promoting greater labour mobility
- encouraging investment and growth across Canada.



BETTER OPPORTUNITIES

Governments can make great customers, but it can be very difficult for companies to find and bid on government contracts across Canada. Thanks to the CFTA, construction companies, electrical contractors, architecture firms and advertising companies are just a few of the service providers that will have broader and easier access to government contracts from coast to coast to coast.



BETTER OPTIONS

Do you buy Canadian ingredients or materials to use in your products or services? Get ready for more options. Canadian companies already trade with each other, and trade between provinces and territories is worth at least \$385 billion every year. The CFTA will benefit firms across the Canadian economy, expanding choice and helping to boost growth.



BETTER ACCESS TO MARKETS

Governments will work together to align regulatory requirements, reduce duplicate paperwork and improve access to customers across the country. So thanks to the CFTA, you can focus on developing innovative new products and solutions, scaling up and taking your business across Canada or to the rest of the world.

The Canadian Free Trade Agreement takes effect on July 1st, 2017.
Visit Canada.ca/innovation to find out more.



The CFTA and Western Canada

Through the CFTA, Western Canada will see many important benefits in agriculture, food, transportation, wholesale and retail trade, and mining industries.

Key restrictions

- **Alcohol:** the manufacture and sale of alcohol (BC, AB, SK and MB)
- **Energy:** electric utilities, exploration and development of energy resources (BC, AB, SK and MB)
- **Procurement:** infrastructure contracts to be awarded to bidders who provide local economic benefits over four-year span (AB)
- **Forestry:** limited access to forestry and logging in respective jurisdictions (BC, AB and MB); all timber harvested from BC must be used in BC or manufactured in BC into other products
- **Agriculture:** preferential treatment for local production of dairy, eggs, chicken, turkey and vegetables (MB)
- **Fishing:** commercial fishing licenses limited in SK and MB; production and processing of fish products (BC)
- **Other:** business services (BC, SK and MB), public lands (AB and MB), hunting (AB and MB), tourism and real estate (SK), and regional economic development (AB)

Provisions not coming in to effect immediately

• Financial services	• Alcohol
• Regulatory reconciliation	• Dispute resolution

Get Involved

Industry partners can get involved in resolving inter-provincial trade disputes through:

1. **Person-to-Government Dispute Resolution:** Complainants (persons or businesses) can initiate complaints to address barriers to trade across Canada.
2. **Regulatory Reconciliation and Cooperation Table:** All levels of government will be able to submit complaints to this table to address specific barriers to trade. Industry partners will be key in identifying regulatory barriers in their respective industries.
3. **Online portal for government procurement:** A \$100 billion online portal being developed for the Canada-EU free trade agreement (CETA) will be adapted to advance domestic procurement access.