The Mining Association of Canada / Aerospace Industries Association of Canada / Winery & Grower Alliance of Ontario / Maple Leaf Foods Inc. / Alliance of Ontario Food Processors / Beef Farmers of Ontario / I.E Canada / BlackBerry / Pulse Canada / Canadian Cattlemen's Association / Canadian Pork Council / Canadian Agri-food Trade Alliance / Malting Industry Association of Canada / Canadian Meat Council - Conestoga Meat Packers Ltd / Sunwold Farms Ltd / Cargill Beef Canada / Ontario Bean Growers / Canada Pork International / Quality Meat Packers Ltd / Ontario Pork / Fur Institute / Pet Food Association of Canada / North American Fur Auctions / Canola Council of Canada / Grain Growers of Canada / Canadian Canola Growers Association / Peller Limited / Spirits Canada / Canadian Vintners Association / Canadian Apparel Federation

February 10, 2014

Office of the Prime Minister 80 Wellington Street Ottawa, ON K1A 0A2

Dear Prime Minister Harper, P.C., M.P.,

As companies and organizations representing key economic sectors in Ontario and across the country, we have followed closely the negotiations of a free trade agreement between Canada and South Korea, since their beginning, nearly 9 years ago. A lucrative market of 50 million consumers and a key hub of Asian supply chains, South Korea is Canada's 7th largest trade partner, and 3rd largest in Asia.

Unfortunately, the fact that the United States, European Union and, most recently, Australia have all concluded Free Trade Agreements (FTAs) with South Korea has put Canadian exporters at a significant competitive, disadvantage in that market. In the first year since the Korea-US FTA took effect in 2012, Canada's exports to Korea dropped by 30% (over \$1.5 billion), and the downward trend is continuing as our competitors enjoy preferential terms of trade that Canada doesn't. This continuing eviction of Canadian companies from the strategically important Korean market, and our competitive disadvantage, threatens Canadians' prosperity and jobs.

Concluding an FTA with Korea is imperative to restore a level playing field for Canadian firms in the Korean market and to protect and create jobs for workers in key sectors of our economy, including such critically-important sectors in Ontario as wines and spirits, information technology, services, and advanced manufacturing including food processing, aerospace, agriculture and medical devices to name just a few. Our export-oriented sectors are eager to see Canada negotiate and conclude a free trade agreement with Korea to secure our access to that market, and through it, the larger Asia-Pacific region.

We commend the Canadian government for its continued effort and focus on this important market and trading partner, and your pursuit of a high-quality, modern FTA. We urge you to successfully conclude this FTA with South Korea at the earliest possible opportunity, and we urge all other levels of government - whose local companies and workers are today paying the price as a result of the absence of an agreement - to provide their full support as well. Only the conclusion of an FTA with South Korea will protect and create jobs by restoring a level playing field for Canadian companies and workers, and reversing the ongoing economic eviction of Canadian companies from the South Korean market.

We stand ready to support your leadership in those negotiations and are eager to highlight the importance and the benefits of such an agreement for our sector and companies.

Sincerely,

Jim Quick President & CEO **Aerospace Industries**

Association of Canada

Patrick Gedge President & CEO Winery & Grower Alliance of Ontario

Michael McCain President & CEO Maple Leaf Foods Inc.

Dan Darling President Beef Farmers of Ontario

Steve Peters **Executive Director** Alliance of Ontario **Food Processors**

Pierre Gratton President & CEO The Mining Association of Canada

Joy Nott President & CEO I.E. Canada

John Chen CEO BlackBerry Gordon Bacon CEO Pulse Canada

Martin Unrau President Canadian Cattlemen's Association

Jean-Guy Vincent Chairman

Canadian Pork Council

Lisa Skierka President Canadian Agri-food Trade Alliance

Phil de Kemp President Malting Industry Association of Canada

Arnold Drung President

ans Green

Canadian Meat Council and Conestoga Meat Packers Ltd

Ray Price President

Sunwold Farms Ltd.

Scott Entz **Business Leader** Cargill Beef Canada

Greg Berti

Erin Morgan General Manager **Ontario Bean Growers** **Edouard Asnong** Chair Canada Pork International

David Schwartz President & CEO Quality Meat Packers Ltd

Amy Cronin Chair **Ontario Pork**

Doug Lawson Senior Vice President & CFO

North American Fur Auctions

Elliot Lifson President **Canadian Apparel Federation**

Vice-President, Global Markets and Government Relations Andrew Peller Limited

Patti Miller

Canola Council of

President

Canada

President & CEO Spirits Canada

Gary Stanford

Grain Growers of

President

Canada

Jan Westcott Glen Doucet **Executive Director** Fur Institute of Canada

> Rick White General Manager Canadian Canola

Growers Association

Marty Wilder **Executive Director** Pet Food Association of Canada

Dan Paszkowski President **Canadian Vintners** Association

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