BUSINESSES SURVEYED TO ESTABLISH LEVEL OF SHIFT TO NON-AMERICAN DISTRIBUTORS

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Vancouver, BC – With no end in sight to the tariff war with the United States, many consumers have shifted their buying patterns to 'Shop Local' and 'Buy Canadian' – and the Business Improvement Areas of BC (BIABC) is conducting a survey of business owners to establish the extent to which those receiving products from US distributors are seeking alternative suppliers.

BIABC and other business-related organizations continue to encourage consumers to channel their frustration about US tariffs on Canadian exports into something tangible, by supporting merchants in their own community, and where possible buying BC and Canadian made products.

Historically, many small and medium-sized businesses in British Columbia have relied on US distributors. Now, it would appear, at least anecdotally, that business owners are examining and/or pursuing alternate supply arrangements.

In a survey to small and medium sized businesses in 80 business districts, BIABC has circulated a short questionnaire that seeks to establish if businesses have started to source non-American suppliers, the extent to which they are primarily looking for Canadian sources, whether the alternative is more expensive and to what extent, and how an alternate supply arrangement may impact their bottom line.

"As proud Canadians, we are so pleased to see how the people of this province and country are wrapping themselves in the flag, and literally putting their money where their mouths are," said Jeremy Heighton, President of BIABC. "Now, we believe it's important to highlight how business owners have also taken the current circumstances to heart."

Heighton emphasises that a small sampling of business owners on the Kamloops North Shore provided some important context. Almost one-half of businesses surveyed have started to source alternate suppliers, with many of those doing so even though it will have an impact on their bottom line. Those who are not pursuing an alternate arrangement cite contracts that are not easily severed or their inability to access specific products through different supply options.

BIABC says the current circumstances have highlighted how, as a nation, we have become too dependent on our existing trade relationship with the United States, and it has exposed how vulnerable our economy and businesses across our communities, provinces and the country are to market volatility.

BIABC continues to urge the provincial government to advance changes that will strengthen the resiliency of businesses and the economy and put us in a better position to withstand outside forces.

About BIABC:

The Business Improvement Areas of BC (BIABC) is the provincial champion of strong, vibrant, and successful downtowns, main streets, and commercial districts throughout our province. Members represent more than 80 business districts that employ hundreds of thousands of retail, service, and office employees within defined business districts.

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