



# Navigating Canada – U.S. tariffs: A guide for small businesses

Here are some **strategies and resources** to help your business stay competitive:

## 1. Short-term: Mitigating tariff impact

### *Review and adjust procurement strategies*

- Renegotiate purchase contracts to secure better terms.
- Source goods from countries not affected by tariffs.
- Ship goods to U.S. in advance of any forthcoming tariff implementation dates.

### *Optimize cost structures*

- Review intercompany transactions and reconsider transfer pricing policies.
- Unbundle costs to reduce overall landed costs.
- Assess import and sales structures, including first-sale strategies.

### *Stay up to date*

- CFIB's dedicated [tariff webpage](#) will be regularly updated with accurate and accessible information.

## 2. Long-term stability: Strengthening supply chain resilience

### *Key areas to focus on:*

- **Contract analytics:** Identify opportunities for cost savings and risk mitigation.
- **Strategic sourcing:** Diversify suppliers to reduce dependency on high-tariff regions.
- **Network development:** Optimize logistics and distribution networks.
- **Inventory planning:** Improve forecasting and stock management.

- **3rd party contracting:** Leverage external partners for flexibility.
- **Workflow automation:** Streamline operations for efficiency.
- **Operating analytics:** Use data-driven insights to enhance decision-making.

## 3. Review resources and information from the federal government

- ✓ [Webpage: Canada's response to U.S. tariffs on Canadian goods](#)
- ✓ [Checklist for exporters \(EDC\)](#)
- ✓ [Financing, expert consulting, and tools \(BDC\)](#)

### *Find the current tariff rate for goods you want to import*

- ✓ [CBSA](#)
- ✓ [Tariff Finder](#)
- ✓ [Blog: New opportunities amid trade tensions \(BDC\)](#)
- ✓ [Webinar recording: Strategic trade diversification \(EDC\)](#)
- ✓ [Webpage: Expand your export markets \(Trade Commissioner Service\)](#)
- ✓ [Webpage: Unlock new U.S. markets with expert support \(Trade Commissioner Service\)](#)
- ✓ [Webpage: Is your U.S. strategy working? Get the data \(EDC\)](#)
- ✓ [FAQ: Exporting to the U.S. \(BDC\)](#)



**Have questions?**  
Contact your Advisor today!

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