

NAVIGATING U.S. TARIFFS:

10 TIPS FOR ONTARIO SMES TO STAY COMPETITIVE



Preparing for U.S. tariffs can be challenging for small and medium-sized businesses in Ontario, but with the right strategies, you can mitigate the impact. Here are ten steps you can take:

- 1 Understand Tariff Implications** | Familiarize yourself with how tariffs work and their potential impact on your business.
- 2 Assess Risks** | Identify key risks for your organization, including increased costs and supply chain disruptions.
- 3 Review Pricing and Contracts** | Evaluate your contracts and communications with vendors and customers to understand your rights and obligations under any tariff conditions.
- 4 Diversify Suppliers** | Consider sourcing materials from alternative sources not affected by U.S. tariffs to reduce Ontario dependency on U.S. imports, like other countries, provinces and local suppliers.
- 5 Optimize Inventory Management** | Implement strategies and scenario planning to manage inventory more efficiently, minimizing the need for goods subject to tariffs.
- 6 Enhance Trade Compliance** | Ensure your trade practices comply with regulations to minimize duties payable.
- 7 Lobby for Support** | Join your local chamber of commerce and engage with industry groups who will help you advocate for your business's interests and leverage government programs.
- 8 Monitor Currency Fluctuations** | Keep an eye on currency exchange rates, as fluctuations can compound the financial strain of tariffs.
- 9 Explore Tariff Exclusions** | Investigate if your products qualify for any tariff exclusions or reductions.
- 10 Stay Informed** | Keep up-to-date with the latest developments in U.S.-Canada trade policies to anticipate and respond to changes.