

The Dollar Dilemma

What are the benefits of a strong Canadian dollar for your business?

1. Not much, at this time, as there is a delay between our purchase price and when our inventory needs replenishment.
2. Better value when paying for US products that are priced in US dollars.
3. If the dollar stays strong our buying power will increase, and we have begun to see that trend late this fall.
4. No difference noticed so far but, as we get the rest of our Xmas stock in I am sure there will be some price changes to us.
5. The goods I buy from the US with US dollars are less expensive.
6. My product bought from the states for the same item is about 30-40% less but I buy less than 3% of product from the states. I buy from Canadian importers or distributors.
7. There is only one and that is being able to purchase unusual gift and home decor items at U.S. gift shows. I am always striving to have different stock than my local competitors.
8. Buying from U.K. at a more advantageous rate.
9. Better prices on our imports.

- 10.** Imports at better prices. However the manufacturers are well aware of our dollar situation and prices are going up for many other reasons.
- 11.** It allows us to lower our Canadian prices. But Asia is booming and they are raising their prices rapidly.
- 12.** None
- 13.** As a small retailer we do not have the leverage to negotiate better pricing. Therefore, there are only small additional margins to made.
- 14.** Absolutely none, people are travelling elsewhere.
- 15.** Better wholesale prices from across the border but than we still pay Duty and other Border charges.
- 16.** Products should become cheaper as new stock arrives. However the major supplier in the gift industry is China whose economy is strong. Our dollar has not changed significantly in relation to the yen.
- 17.** As I said, we are a border town..brings Americans to us & keeps our local customers..now they are doing day trips to the States & no American shoppers
- 18.** Better margins in Canada
- 19.** Our purchases from USA and China are mush less expensive. Canadian suppliers have not felt the problem yet. Hopefully their attitude will change when they experience the sales drop we now have. If not we will buy far more in the USA.
- 20.** DO NOT SEE ANY IN OUR BUSINESS

- 21.** Eventually price decrease on American import lines
- 22.** Lower prices on US dollar good like diamonds
- 23.** May be seen in future purchases of materials.
- 24.** Nothing so far
- 25.** BUYING POWER FOR U.S. PRODUCTS
- 26.** PRODUCTS SHOULD REFLECT THE CHANGE AT A LATER DATE. WE WOULD BENEFIT IF THE SUPPLIERS PASS ON THE SAVINGS. NOTHING YET.
- 27.** None
- 28.** It's too soon to see what kind of effect it will have.
- 29.** I have not seen any so far.
- 30.** Purchasing from US
- 31.** Can't think of one. (We don't shop in the U.S.) Unless public outcry forces the government to reduce taxes on imports, which will filter down to the consumer.
- 32.** I haven't seen any yet.
- 33.** Lower cost therefore eventually we will be able to bring in more product for the same money.

- 34.** I see the strong dollar as a detriment to the country and not a benefit.
- 35.** EVENTUALLY U.S. PRODUCTS WILL BE AVAILABLE AT LOWER PRICE
- 36.** Longer margins
- 37.** Can buy some items cheaper.
- 38.** We deal mainly with the Euro
- 39.** We do no direct importing....the only "direct" benefit is a reduction in the retail price of some books we carry (probably only 1% - 2% of our business)
- 40.** Ability to source International vendors.
- 41.** Raw material is cheaper coming from the U.S.
- 42.** At this stage, very little. We will look at shopping wholesale suppliers in the U.S.
- 43.** Cheaper pricing
- 44.** The benefits should be increase in sales, but most product is coming from CHINA, and their prices have also gone up--gas prices, materials, labour. TALK TO THE WHOLESALERS, they should be able to give you more information. Small businesses are in the middle. We don't import our product, we buy from wholesalers. We cannot lower our prices if they don't offer better pricing. Think about our overhead, rent , labour, etc.

- 45.** The benefits will be short-lived. A weaker US dollar will cause prices to rise thus taking away any benefit in the long term.
- 46.** Very little benefits other than purchasing products directly from the U.S. which I will do more often unless Canadian Suppliers drop their prices
- 47.** It will make my purchasing cheaper in the future.
- 48.** More tourists from Alberta and the rest of Canada travel to the Okanagan and shop
- 49.** Not much!
- 50.** Our prices will not need to increase. There's room for shipping charges to increase without passing that on to the consumer. Some prices may drop.
- 51.** None at this time
- 52.** Some of our inventory is based on US currency
- 53.** Reduces costs in purchasing
- 54.** Cheaper for imports.
- 55.** Supporting Canadian publishers
- 56.** It has allowed us to maintain our prices in spite of suppliers' price increases.
- 57.** I can't think of any.
- 58.** Imports, paid in US \$

59. Our market is very conservative. A strong dollar allows us to take risks with companies, especially American ones, that we would have seen as too pricey with a low Canadian dollar. It also allows us a healthier margin so we can increase wages for our staff.

60. In the future costs will be lower on product from USA

61. We have been able to reduce some of our freight costs--but since we pay in US dollars for products --and the US dollar has dropped against most currencies--we are getting price increases on all new items purchased for the next selling season

62. Hoping that manufacturers will start to lower their prices - means increased sales.

63. In the short term there is no direct benefit.

64. Cheaper shipping costs from Europe and the U.S. but labour costs associated with the US currency have gone up to make up currency differences

65. I don't lose on the exchange when I order some supplies from the US

66. Better buying power from U.S COMPANIES

67. If I buy direct from US companies.

68. We also have a retail store, so the products that we import have cost us less. We have lowered the retail price on those items for our customers.

69. WE CAN BUY AT A BETTER PRICE; MAKE BETTER PROFIT THAN BEFORE WHEN WE PAY A LOT

70. I might be buying more products from USA, and then I will be able to lower my prices.

71. For next year I should see a drop in wholesale prices from my suppliers that I can then pass on to my customers

72. Can offer reduced pricing as they are applied at the wholesale level

73. Over time we will be able to purchase US and off-shore items at a fair price.

74. Buying power should improve

75. The only benefit is that we can purchase some of our supplies from the US at better prices. But we don't see the benefit anyway, because we buy with US dollars regardless.

76. Better purchasing power

77. None that are particularly clear at this time

78. I pay for some of my products in British Pounds and in Euros. I have reduced some prices, but I seldom change my prices, as currency fluctuations are normal - usually a bit less drastic than now. As a matter of interest I seldom increase my prices as prices from the British Isles don't increase every year as they tend to do with North American suppliers/distributors.

79. Our USA \$ based supplies cost us less in Can\$

80. IF, note IF, we were able to purchase from all suppliers directly or at US prices we would be competitive. Many Canadian distributors do not seem willing to pass on the savings or allow direct purchase. We do buy direct from a number of US suppliers and price accordingly. Some had US/CN pricing and are now down to the US price only.

81. NONE

82. US direct import of stock

83. Not too many benefits right now. Even if we're buying from the US, the duties, taxes and other costs are prohibitive and make it not worthwhile.

84. I can't think of any right now. It sure is not helping with the US customers and the Canadian customers may seem some benefits but we are losing money.

85. We can purchase our stock for less and sell for less.

86. It provides us with opportunity to provide better pricing on new item.

87. US products are more reasonable.

88. We will be able to reduce our selling price to direct consumers. In store our price should be lower

89. Allow us to pay in Canadian dollar instead of U.S. dollar to supplier

90. The consumer here in Canada will pay less for goods within the next 6 months.

- 91.** It allows us to be a little more aggressive with pricing on new items that we are bringing in.
- 92.** Starting to see lower prices from my suppliers
- 93.** It helps us to compete with our US counterparts on a more level playing field.
- 94.** Not much yet, as I manufacture most of the products I sell and my suppliers have not reduced their prices. In fact they are not planning to reduce their prices, citing better margins after years of keeping them low to remain competitive.
- 95.** Less expensive importation. More buying from U.S. manufactures rather than Canadian distributers.
- 96.** The stronger Canadian dollar SHOULD be reflected in reduced prices of US imports and, therefore, increased sales volume. However, many Canadian importers have NOT passed savings along to retailers & by extension, the consumer.
- 97.** Not much ~ our costs of materials are dropping, but then so are our prices ~ essentially disinflation which is reducing the value of our existing inventory that we bought before the increase in the value of the \$CAN
- 98.** We purchase several pieces in our line in the US (a very small % of our overall offering).
- 99.** The benefits are in manufacturing. Now that we can manufacture with a stronger dollar the price benefits will trickle down slowly.
- 100.** PRODUCTS ARE SOMEWHAT CHEAPER TO PURCHASE FOR RESALE

- 101.** Stronger purchasing power on items that we order directly from U.S. suppliers.
- 102.** My imports are a lot cheaper.
- 103.** We buy nursery stock from growers in the U.S. The strong Canadian dollar gives us some good deals on purchases.
- 104.** We get a lot of product from the USA...much better for us now
- 105.** Offsets the price increases due to weak overseas currencies; Indian Rupee, Chinese Yuan.
- 106.** If our suppliers would drop their prices accordingly, it would be great, as goods would be cheaper to bring in.
- 107.** None
- 108.** Purchasing power from overseas market is slightly greater although we are just catching up from previous cost overruns.
- 109.** Not much
- 110.** Nothing
- 111.** Nothing, yet.
- 112.** None
- 113.** Cheaper direct from manufacturer imports

250 responses per page

