



From All Of Us At The Central  
**HAPPY ST. PATRICK'S**

**Drop the Tax on Tools and Let Canada Build Again**  
By Dale Jodoin  
Columnist

Here's something most Canadians do not realize. If a business in Ontario buys a \$250,000 machine built in Ontario, it still pays sales tax on it. Even though it is Canadian made. Even though it will create Canadian jobs.

Even though it stays inside Canada. We tax the very tools that build the country. In most provinces, businesses pay GST or HST on machinery. Yes, they can claim it back later through input tax credits. But they still pay it upfront. For a small shop, that can mean tens of thousands of dollars tied up before a single product is sold. At a time when we say we want more manufacturing and stronger productivity, why are we making it more expensive to invest? If we are serious about rebuilding Canadian industry, here is a simple starting point. No sales tax on machinery used to create Canadian jobs. No provincial barriers on Canadian made equipment. No internal trade walls between provinces. That is not radical. That is practical. Around three quarters of Canada's exports still go to the United States. We can diversify. We should diversify. But we cannot replace that relationship overnight. Instead of endless tariff battles, focus on what we control. Lower the cost of production inside Canada. If a machine shop in Oshawa wants modern CNC equipment, the government should not take a cut. That machine raises output, improves quality, and creates skilled jobs. Why tax growth? If a food plant in Manitoba wants Canadian built packaging equipment from Quebec, it should move freely. No extra paperwork. No provincial slowdowns. It should not feel easier to trade internationally than between provinces. That is a problem we created, and we can fix it. Removing internal trade barriers would increase efficiency quickly. Canadian companies could sell to Canadians without friction. Skilled workers could move more easily. Equipment could cross borders without red tape. This is not ideology. It is math. Lower upfront costs. Encourage investment. Increase productivity. Support better wages. We hear about labour shortages. We also hear from young Canadians who cannot find strong career paths. That tells us we need better jobs, not just more low paying ones. Modern equipment changes the equation. A small manufacturer with advanced tools can compete. That company can afford to pay skilled workers properly. That is how you rebuild the middle class. Countries that focused on productivity did not weaken. They strengthened their industrial base. They exported machinery instead of finished goods. Canada has the skill and talent to do the same. But we also need to change how we talk about entrepreneurship. For too long, security has been tied to large institutions. Risk has been treated like something dangerous. Wanting to be your own boss can sound reckless. That thinking holds us back. There is nothing wrong with independence. Building your own company is not selfish. It is how communities grow. Schools should teach basic business skills. How to start a company. How to manage cash flow. How to price work. How to market a product. These are life skills. Encourage young people to create jobs, not just apply for them. Back it up with action. Create small industrial parks designed for startups. Affordable units. Short leases. Shared loading space. Simple zoning. Let a young welder rent a small shop without risking everything. Let a machinist test a new idea. Let a parts supplier start small and expand. Right now, cost is the biggest barrier. Rent. Fees. Permits. Upfront tax on equipment. Lower those barriers and you unlock energy that is already there. This is not about shouting across borders. It is about strengthening Canada from the inside. If tariffs remain at ten percent on some exports, fine. We cannot control every global move. But we can control our own policy. No sales tax on production machinery. No provincial trade barriers on Canadian equipment. No artificial walls between provinces. Encourage independence. Encourage skill. Encourage production. That is not surrender. That is strategy. We can talk tough. Or we can build smart. Let Canadians build again.

**Embrace the Dichotomy of Control**

By Nick Kossov

The Enchiridion of Epictetus, by Stoic philosopher Epictetus (50 - 135 CE), opens with a straightforward truth: "Some things are in our control, and others are not." What you control are your beliefs, opinions, impulses, desires, fears, perceptions, and responses. What you don't control are others' beliefs, opinions, impulses, desires, fears, perceptions, and behaviours. I tend to compartmentalize, which is why I strongly recommend job seekers adopt Epictetus's dichotomy of control, which emphasizes the importance of distinguishing between what is within one's influence and control (internal) and what is outside it (external). When job seekers accept that they have no control over external factors and focus on the internal factors they can control, they tend to achieve much better job search results. Often, when pursuing the success we want, or more likely see others have, such as career advancement, we put all our efforts into learning new skills, attending classes, cultivating professional relationships, working extra hours, and promoting our efforts and results to our bosses and upper management, only to be disappointed with our rate of progression or to fall short of the success we're aspiring to. We thus learn once again that success depends on many factors outside of our control. A mistake we all make is equating control over our individual contributions with control over the overall outcome. Having firsthand experience, I'll share advice that'll help you avoid years of therapy and lessen your stress, frustration, anger, and anxiety. The surest path to an optimal state of mind is to identify what we can and can't change, then focus on the former and accept the latter. When you job search within your sphere of control, you feel naturally free, independent, and empowered. Outside your sphere of control, you're vulnerable, constrained, and reliant. Every day, I see and hear job seekers pin their hopes on factors beyond their control, such as how employers design their hiring process, how gatekeepers behave (ghosting, lack of feedback), and whether they get hired. If job seekers focused only on what is truly their concern and within their control, and left the rest to recruiters and employers, they'd expedite their job search. For example, if you're feeling anxious before a job interview, remind yourself that your preparation, attitude, and how you present yourself are within your control. The interviewer's mood, biases, beliefs, company policies, what other candidates offer, and, especially, gut feel—the most crucial factor in hiring decisions—are beyond your control. Rejection is temporary if you allow it to be. Taking to LinkedIn to complain that you were unfairly rejected—according to you, you were qualified and aced the interview(s)—isn't only not a good look but also shows you don't understand that hiring decisions aren't yours to make. Take responsibility for your controllables. Don't let uncontrollables occupy your mind. You have no control over:

- An employer's timeline
- You've done your part (submitted a quality application); now it's up to the employer. Take a moment to breathe and redirect your energy toward another opportunity.
- Job market conditions
- You have no control over the economy or industry trends. The only thing you can control is making sure you're as good a candidate as possible.
- Employer preferences
- There's no way to know the preferences and biases of the person reviewing your resume and LinkedIn profile. No two recruiters, hiring managers, or (gasp) ATSs assess candidates the same way.
- Internal candidates
- Employers often post jobs despite having internal candidates to comply with policies, ensure fairness, compare talent, and maintain transparency, thereby avoiding accusations of favouritism. While competing with internal candidates is beyond your control, showcasing your fresh perspective is.
- Random events
- Companies downsizing, hiring freezes, AI eliminating jobs, and sending jobs overseas where they can be performed more economically are beyond your control.

What you can control:

- The quality of your resume, LinkedIn profile, and cover letter
- The information you choose to provide to a company/hiring manager/recruiter is critical to landing interviews. Offer quantifying numbers, not opinions. Show measurable wins and how you enhanced your employer's profitability. Write a cover letter that compels the reader to read your resume. Not including a cover letter is lazy. I don't know a hiring manager who hires lazy.
- Your networking efforts
- Opportunities are all around you; the catch is that they're attached to people, which is why cultivating connections is the most efficient job search strategy. My networking tip: When meeting someone for the first time, ask yourself, "How can I help this person?"
- Interview preparation
- Know and understand the company, the role, how you'd fit in, and your interviewer (Google and LinkedIn are your friends). Express genuine interest! Ask questions that show you're focused on what you can offer the employer rather than on what you want from them.
- Your online reputation
- Along with gathering information to learn more about you, employers are seeking "social proof" to confirm that you are who you say you are; therefore, take your digital footprint seriously, which most job seekers don't.
- Epictetus's dichotomy of control applies to job searching as follows: Letting go of what you can't control is liberating. Knowing what you can control is empowering. How you manage your controllables shapes your job search journey.