

Canada is the
United States'
#1 EXPORT MARKET



Canada is the **#2 SOURCE** of foreign
direct investment
in the U.S.

Canadian travelers
SPEND \$20 BILLION
in the U.S. annually

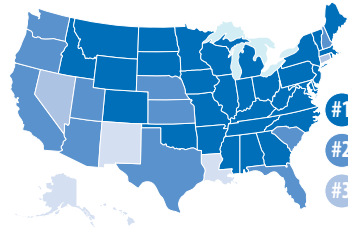


JOBS **MILLIONS OF U.S. JOBS**
depend on trade &
investment with Canada

Canada & the U.S. trade
an average of **\$1.4 MILLION**
in bilateral goods & services
EVERY MINUTE OF EVERY DAY



Canada is the
#1 CUSTOMER
for most states








Connect with Our Team

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April 2019

Unless otherwise mentioned, all figures are based on 2018 data in U.S. dollars.
U.S. Census Bureau: goods trade, Canada's export ranking (3/2019 release). **U.S. Bureau of Economic Analysis:** 2018 goods & services trade (3/2019 release). **The Trade Partnership:** 2017 services exports (estimated, 3/2019 release). **iStock Photo:** A Thriving Can-Am Supply Chain. Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

Canada

CANADA  UNITED STATES
FRIENDS | PARTNERS | ALLIES

PENNSYLVANIA



Canada is Pennsylvania's **#1 CUSTOMER**



A Thriving Can-Am Supply Chain

Founded in 1918, Palmerton-based **United States Metal Powders, Inc./Ampal Inc.** is North America's largest producer of aluminum powder. With customers throughout the globe, this well-established company has a special two-way supply chain relationship with Canada. It sources raw materials — high quality aluminum — from Canada that it atomizes into aluminum powder. A portion of this finished aluminum powder make its way back across the border to large and long-term Canadian customers. According to President Louise Thomas, "We have a very synergistic and mutually beneficial sourcing and selling relationship with Canada that is integral to our success at United States Metal Powders Inc./Ampal Inc."



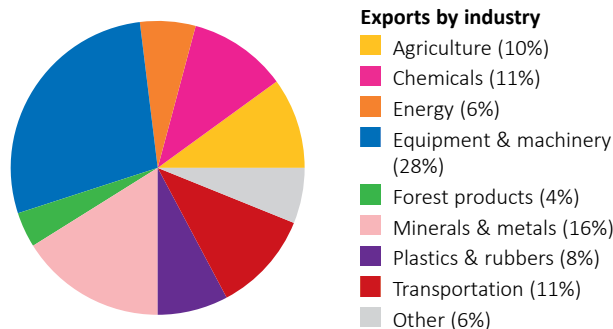
Photo: CGI

CGI Opens Innovation Center in Pittsburgh

Headquartered in Canada and founded in 1976, **CGI** is among the largest independent IT and business consulting services in the world. This public company employs 74,000 professionals around the globe, delivering an end-to-end portfolio of capabilities, from IT and business consulting to systems integration, outsourcing services to intellectual property solutions. CGI works with clients through a local relationship model complemented by a global delivery network that helps clients digitally transform their organizations. As part of its client proximity model, in the U.S., CGI employs 12,000 professionals, located in 80 offices.

In 2018, CGI opened an Innovation Center in Pittsburgh, employing 300 professionals and is poised to continue to grow its presence. At the opening, CGI President of U.S. Operations David L. Henderson stated, "We are excited about the role our professionals and clients are playing in Pittsburgh's economic transformation and IT innovation nationwide."

Pennsylvania EXPORTS \$10.8 BILLION in goods to Canada annually



TOP PENNSYLVANIA GOODS EXPORTS TO CANADA

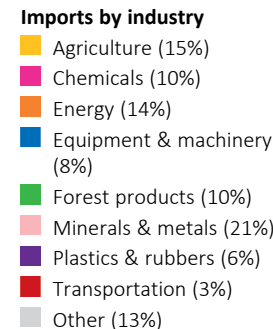
Plastics & plastic articles.....	\$704 million
Iron & steel alloys & semi-finished products.....	\$447 million
Iron & steel tubes, pipes & sheets.....	\$407 million
Optical, medical & precision instruments.....	\$382 million
Telephones & AV recording equipment.....	\$332 million
Perfumes, essential oils & toiletries.....	\$296 million
Motor vehicle parts.....	\$293 million
Cocoa & chocolate.....	\$269 million
Fuel oil.....	\$237 million
Medicine, in dosage.....	\$221 million
Rubber & rubber articles.....	\$206 million
Paper & paperboard.....	\$203 million
Trucks.....	\$189 million
Engines & turbines.....	\$187 million
Hoists, derricks & lifting equipment.....	\$185 million

Pennsylvania EXPORTS \$1.6 BILLION in services to Canada annually

TOP PENNSYLVANIA SERVICES EXPORTS TO CANADA

Travel.....	\$404 million
Business, professional & technical services.....	\$371 million
Financial services.....	\$263 million
Transportation services.....	\$168 million
Royalties.....	\$145 million

Pennsylvania IMPORTS \$11.7 BILLION in goods from Canada annually



TOP PENNSYLVANIA GOODS IMPORTS FROM CANADA

Crude petroleum.....	\$1.5 billion
Plastics & plastic articles.....	\$631 million
Iron & steel alloys & semi-finished products.....	\$610 million
Pharmaceutical products.....	\$573 million
Aluminum & aluminum articles.....	\$554 million
Paper & paperboard.....	\$497 million
Pasta, breads & cereal preparations.....	\$383 million
Medicine, in dosage.....	\$359 million
Lead & lead articles.....	\$298 million
Perfumes, essential oils & toiletries.....	\$242 million
Cocoa & chocolate.....	\$226 million
Wood & semi-finished wood products.....	\$222 million
Copper & copper articles.....	\$207 million
Iron & steel tubes, pipes & sheets.....	\$202 million
Organic chemicals.....	\$195 million

Pennsylvania sells more goods to Canada than to its next three largest foreign markets combined – Mexico, China & the U.K.



Canada sells more to Pennsylvania than it sells to the U.K.

