CANADA-US CROSS-BORDER TRADE

Anne Cascadden Trade Commissioner

Consulate General of Canada in Detroit





Canada is Michigan's #1 trading partner
Hundreds of thousands of Michigan jobs depend on Canadian trade and investment



Michigan & Ontario – Friends, Neighbours, Partners in Mutual Prosperity

ONTARIO IS A TOP CUSTOMER OF THE U.S.

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- Ontario's longstanding relationship with the U.S. provides great economic benefit to both jurisdictions.
- In 2020, two-way goods traded between Ontario and the United States totaled US\$267.1 billion.
- The U.S. and Ontario supply chains are highly integrate and this is most prevalent auto sector trade between Michigan and Ontario
- Millions of American jobs depend on Canada-U.S. trade and investment relationships.
- Ontario accounts for more than half of the total merchandise traded between Canada and the U.S.
- If Ontario were a country, it would be the U.S.' third largest trading partner
- Ontario accounts for 39 per cent of Canada's economy, with a market of almost 15 million potential customers.



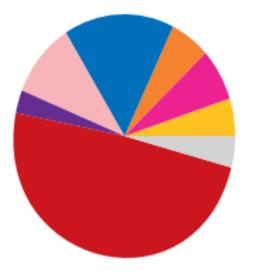
PARTNERS IN TRADE

ONTARIO IS MICHIGAN'S No1 destination EXPORT

Two-way Trade with Ontario US\$45 billion **Ontario Imports from Michigan** US\$15 billion



Michigan **EXPORTS \$21.7 BILLION** in goods to Canada annually



Exports by industry

- Agriculture (5%)
- Chemicals (7%)
- Energy (6%)
- Equipment & machinery (16%)
- Minerals & metals (10%)
- Plastics & rubbers (3%)
- Transportation (49%)
- Other (4%)

TOP MICHIGAN GOODS EXPORTS TO CANADA

Trucks	\$5.2 billion
Automobiles	\$2.6 billion
Motor vehicle parts	\$2.4 billion
Pharmaceutical products	\$1.1 billion
Natural gas & other gases	\$914 million
Engines & turbines	\$806 million
Iron & steel alloys & semi-finished products	\$667 million
Ores, slag & ash	\$587 million
Plastics & plastic articles	\$585 million
Iron & steel tubes, pipes & sheets	\$323 million

Michigan EXPORTS \$1.9 BILLION in services to Canada annually

Source: Global Affairs Canada

TOP MICHIGAN SERVICES EXPORTS TO CANADA

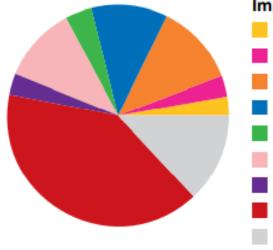
Transport	\$1.1 billion
Business services	\$373 million
Charges for the use of intellectual property	\$187 million
Travel (including for eduction)	\$111 million
Insurance services	\$69 million



Michigan IMPORTS \$37.9 BILLION in goods from Canada annually

TOP MICHIGAN GOODS IMPORTS FROM CANADA

Automobiles	\$10.0 billion
Motor vehicle parts	\$4.8 billion
Crude petroleum	\$3.3 billion
Iron & steel alloys & semi-finished products	\$2.3 billion
Engines & turbines	\$1.8 billion
Plastics & plastic articles	\$1.0 billion
Natural gas & other gases	\$858 million
Softwood lumber	\$654 million
Aluminum & aluminum articles	\$610 million
Furniture & bedding	\$473 million



Imports by industry Agriculture (3%) Chemicals (3%) Energy (12%) Equipment & machinery (11%) Forest products (4%) Minerals & metals (11%) Plastics & rubbers (3%) Transportation (40%) Other (13%)



Source: Global Affairs Canada

Michigan sells more goods to Canada than to its next seven largest foreign markets combined



Auto sector drives Michigan-Ontario economic ties

Much of the Michigan-Ontario trade is dominated by the auto sector. Canadians bought 63 percent of the state's vehicle exports and 82 percent of truck exports in 2020.

Integration between suppliers and automakers across the border goes beyond just finished vehicles.



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- Combined, Ontario and Michigan are responsible for about 22 per cent of North America's automotive output.
- In addition, many companies operate on both sides of the border, with engineering expertise and technology innovation shared between the two autotech hubs.





NAFTA

- 25 years of economic growth
- Largest free trade area in the world
- Key updates include digital trade, labor, and environment

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