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.

- 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.
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

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 education): $111 million
- Insurance services: $69 million

Source: Global Affairs Canada
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%

Canada is the United States' #1 export market.

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

Source: Global Affairs Canada
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.
• 25 years of economic growth
• Largest free trade area in the world
• Key updates include digital trade, labor, and environment
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