

U.S.–Canada: working together

- ◆ More than 8 million U.S. jobs depend on Canada–U.S. trade and investment
- ◆ Canada is the top export destination for 35 states
- ◆ Total Canada–U.S. goods and services trade: \$689 billion
 - ◆ Canada is the United States' largest and most secure supplier of energy: oil, natural gas, electricity and nuclear fuel
- ◆ 400,000 people cross the Canada–U.S. border daily

For more information on Minnesota's trade relationship with Canada, please contact:

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MINNESOTA

- ◆ 179,600 Minnesota jobs depend on trade and investment in Canada
- ◆ 105 Canadian-owned companies in Minnesota employ 37,549 people
- ◆ Minnesota sells more goods to Canada than to any other country in the world
- ◆ Total Canada–Minnesota goods trade: \$19.0 billion



Solutions for legal research

Thomson Reuters, Legal (TRL) is the world's leading provider of information, software and services for legal professionals. Based in Eagan, the business employs 7,800 Minnesotans, making it the largest Canadian-owned employer in the Upper Midwest. The Legal business's parent-company is Toronto-based Thomson Reuters.

Providing the "food" for food

The Mosaic Company, headquartered in Plymouth, is the world's leading producer of concentrated potash and phosphates, two of the primary nutrients required to grow the food the world needs. They are engaged in every phase of crop nutrition development, from the mining of resources to the production of crop nutrients, feed and industrial products for customers around the globe.

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All figures in U.S. dollars (US\$1.00=CS\$0.9891). Job numbers are based on 2010 data from a 2012 study commissioned by the Government of Canada. All other figures are based on 2011 data.

Statistics Canada tourism, based on combined same-day and overnight travel (S/2012 release); goods & services trade (S/2012 release); **World Institute for Strategic Economic Research (WISER)** Canada's export ranking (S/2012 release); **U.S. Census Bureau** trade (S/2012 release); **Dun & Bradstreet** Canadian-owned companies and employment (S/2012 release). Figures may not add up due to rounding.
 Produced by the Embassy of Canada in Washington, D.C.



Canada

Mosaic's potash business is based in Regina, SK. Three facilities in Saskatchewan employ 2,200 people in the province, and these operations generate approximately 10 percent of the world's potash production. Additionally, Mosaic owns a significant share of Canpotex, which markets and delivers Canadian potash to customers around the globe.

Cross-border manufacturing

New Flyer Industries Inc. is the leading manufacturer of heavy-duty transit buses in Canada and the United States with revenues of more than \$1 billion in 2009.

Based in Winnipeg, Manitoba, New Flyer maintains more than 2,150 skilled employees at 3 manufacturing facilities in Manitoba and Minnesota.

In Minnesota, the company's investments exceed \$50 million. At an 85,000-square-foot Crookston facility, 294 employees handle final assembly for the Winnipeg operation. The 300,000-square-foot St. Cloud facility employs 593 people.

The company relies on a seamless U.S.-Canadian border to maintain its operations and competitive edge. The company's three highly integrated plants typically supply each other with 11 southbound and six northbound trailers daily, almost exclusively at the Pembina border crossing between Manitoba and North Dakota. Suppliers send daily cross-border shipments as New Flyer sources 80 percent of its materials from the United States and 15 percent from Canada.

Minnesota-Canada facts

Foreign export markets

Largest export market.....	Canada
% foreign-bound goods sold to Canada.....	29%

Minnesota sells more goods to Canada than to the state's next four largest foreign markets combined

Goods trade

Minnesota exports to Canada.....	\$5.8 billion
Minnesota imports from Canada.....	\$13.2 billion
Bilateral trade.....	\$19.0 billion

Top exports

Automobiles.....	\$380 million
Beverages & alcohol.....	\$344 million
Ores, slag & ash.....	\$339 million
Trucks.....	\$326 million
Optical, medical & precision instruments.....	\$235 million
Animal feed & food industry residues.....	\$222 million
Fuel oil.....	\$218 million
Iron & steel alloys & semi-finished products.....	\$214 million
Iron & steel tubes, pipes & sheets.....	\$197 million
Crude petroleum.....	\$176 million
Paper & paperboard.....	\$150 million
Plastics & plastic articles.....	\$115 million
Electric motors & generators.....	\$112 million

Jobs

179,600 Minnesota jobs depend on trade and investment in Canada

Tourism

Minnesota visits by Canadians.....	989,200
.....	\$239 million spent
Minnesota visits to Canada.....	553,400
.....	\$206 million spent

Top imports

Crude petroleum.....	\$7.9 billion
Natural gas & other gases.....	\$1.4 billion
Fertilizers.....	\$369 million
Electricity.....	\$305 million
Plastics & plastic articles.....	\$286 million
Iron & steel alloys & semi-finished products.....	\$268 million
Motor vehicle parts.....	\$225 million
Wood pulp.....	\$186 million
Cereals.....	\$158 million
Oil seeds.....	\$146 million
Paper & paperboard.....	\$143 million
Live animals.....	\$123 million
Inorganic chemicals.....	\$101 million

Perimeter Security and Economic Competitiveness



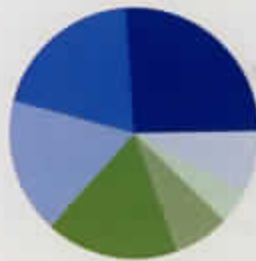
Prime Minister Stephen Harper and President Barack Obama announce action plans for perimeter security and economic competitiveness and regulatory cooperation.

On December 7, 2011, Prime Minister Harper and President Obama announced two action plans designed to accelerate the legitimate flows of trade and travel, improve security in North America and align regulatory approaches between Canada and the United States.

The Action Plan for Perimeter Security and Economic Competitiveness builds on existing initiatives between the two nations to accelerate the flows of trade and people across the border. This partnership focuses on five key areas: addressing threats early, trade facilitation, economic growth and jobs, integrating cross-border law enforcement and improving critical infrastructure and cyber-security.

The Action Plan on Regulatory Cooperation is a set of 29 initiatives that will help reduce trade barriers, lower costs for consumers and businesses, as well as create economic opportunities on both sides of the border without compromising health, safety or environmental protection standards.

**Minnesota exports
\$5.8 billion to Canada**



- Equipment & machinery (26%)
- Transportation (20%)
- Minerals & metals (17%)
- Agriculture (17%)
- Energy (7%)
- Forest products (4%)
- Other (8%)

**Minnesota imports
\$13.2 billion from Canada**



- Energy (74%)
- Agriculture (5%)
- Chemicals (4%)
- Forest products (4%)
- Equipment & machinery (3%)
- Minerals & metals (3%)
- Other (7%)

**Canada is the top export destination
for 35 states**



- Canada is the state's #1 export market
- Canada is the state's #2 export market