



CANADA-UNITED STATES

Friends ♦ Partners ♦ Allies

Canada is the
#1 customer
for **35 states**



CONNECT TO OUR TEAM

Consulate General of Canada Minneapolis, MN

Jamshed Merchant, Consul General

(612) 333-4641

mnpls@international.gc.ca

@CanCGMPLS

/CanCGMPLS

www.minneapolis.gc.ca

Embassy of Canada Washington, DC

(202) 682-1740

trade@canadianembassy.org

@Connect2Canada

/connect2canada

www.washington.gc.ca

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Unless otherwise mentioned, all trade figures are based on 2014 data in U.S. dollars. Job numbers are from a study commissioned by the Government of Canada (11/2014 release, 2013 data). **U.S. Census Bureau**: trade, Canada's export ranking (2/2015 release). **U.S. Bureau of Economic Analysis**: goods and services trade (3/2015 release, 2014 data). Services trade data not available at a sub-national level. **Statistics Canada**: 2012 tourism, based on combined same-day and overnight travel (5/2013 release, US\$1.00=CS\$0.9996). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

www.canadianembassy.org/mn



Canada

MINNESOTA

Canada is Minnesota's
#1 customer



174,200 jobs in Minnesota
depend on trade & investment with Canada



Next-generation hybrid electric bus manufactured by New Flyer in St. Cloud, Minnesota

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.

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 ft² Crookston facility, 294 employees handle

final assembly for the Winnipeg operation. The 300,000 ft² 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. 🍁



Barr worked with its Dutch partner, Deltares, in Alberta, Canada to design, build, and operate a 25-meter flume to evaluate oil-sands tailings deposition methods and post-processing-tailings-treatment options

Resourceful. Naturally.

Barr Engineering Co., headquartered in Minneapolis, provides engineering and environmental consulting services across the Midwest, throughout the Americas, and around the world. The company's more than 700 engineers, scientists, and technical specialists help clients to develop, manage, process, and restore natural resources.

Through decades of work with Minnesota-based mining companies, Barr developed expertise in tailings management and tailings basin engineering. This led to work in the Canadian oil sands with clients dealing with tailings management challenges. In 2010, after seeing significant growth in Canada and anticipating growth in its work for mining, fuels, and power clients there, Barr launched Barr Engineering and Environmental Science Canada, Ltd.

Today, Barr's 15-member team in Calgary assists clients across the country with environmental and engineering solutions. 🍁

OUR NUMBERS

Minnesota's foreign export markets

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

Largest export market.....	Canada
% foreign-bound goods sold to Canada.....	26%

Minnesota–Canada trade in goods

Minnesota exports to Canada.....	\$5.6 billion
Minnesota imports from Canada.....	\$13.8 billion
Bilateral trade.....	\$19.4 billion

Minnesota jobs

174,200 Minnesota jobs depend on trade and investment with Canada

Minnesota–Canada tourism

The U.S. welcomes more tourists from Canada than from any other country

Minnesota visits by Canadians.....	1,032,000
Minnesota vacation spending by Canadians.....	\$265 million

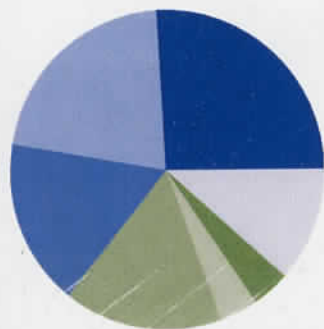
Minnesota's leading exports to Canada

Automobiles.....	\$441 million
Ores, slag & ash.....	\$328 million
Optical, medical & precision instruments.....	\$291 million
Beverages & alcohol.....	\$228 million
Iron & steel tubes, pipes & sheets.....	\$172 million
Animal feed & food industry residues.....	\$172 million
Plastics & plastic articles.....	\$166 million
Iron & steel alloys & semi-finished products.....	\$147 million
Electric motors & generators.....	\$134 million
Paper & paperboard.....	\$132 million

Minnesota's leading imports from Canada

Crude petroleum.....	\$7.8 billion
Natural gas & other gases.....	\$854 million
Plastics & plastic articles.....	\$372 million
Live animals.....	\$336 million
Electricity.....	\$297 million
Iron & steel alloys & semi-finished products.....	\$263 million
Motor vehicle parts.....	\$259 million
Cereals.....	\$249 million
Oil seeds.....	\$213 million
Fertilizers.....	\$209 million

Minnesota
exports \$5.6 billion
to Canada annually



Exports by industry

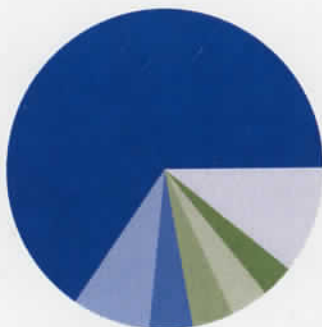
- Equipment & machinery (26%)
- Transportation (21%)
- Minerals & metals (17%)
- Agriculture (16%)
- Chemicals (4%)
- Forest products (4%)
- Other (11%)

Canada & Minnesota:
\$19.4 billion in annual bilateral
trade

Minnesota
imports \$13.8 billion
from Canada annually

Imports by industry

- Energy (65%)
- Agriculture (8%)
- Forest products (5%)
- Minerals & metals (4%)
- Equipment & machinery (4%)
- Transportation (4%)
- Other (11%)



Minnesota contributes to the
world's largest trading relationship

Trade



Canada & the U.S. trade
\$759 billion
in goods & services

That's an average of **\$1.4 million** in
bilateral goods & services crossing the border
every minute of every day

Production

On average,
Canadian goods sold
to the U.S. contain



25% American content

Jobs

More than
8 million U.S. jobs
depend on trade & investment
with Canada

