



Exporting to Canada

Market Overview:

The United States and Canada share a \$1 trillion annual bilateral trade and investment relationship with a highly integrated supply chain. Two-way trade in goods and services totaled approximately \$500 billion in 2009. U.S. and Canadian foreign direct investment totaled \$500 billion.

In 2010 Illinois firms exported \$14.7 Billion to the Canadian Market. This is almost 30% of all Illinois exports worldwide. Illinois exports to Canada increased 20.8% percent in 2010 compared to 2009 exports. Canada is the number one foreign destination for Illinois products and buys more Illinois products than all of Europe. Additionally, Illinois exports more product to Canada than all of Asia including China and India.

A primary trend in the Canadian economy has been the steady rise of the Canadian dollar to parity and beyond with the United States dollar. The strong Canadian dollar has a very positive impact on Illinois exports to Canada and Canadian tourism travel to Illinois.

Export opportunities for Illinois companies - Canada as your "First Export Market":

Illinois companies exporting to Canada are still subject to the rigors of international trade, for example, the completion of the "certificate of origin" under the NAFTA Agreement, but, the geographical proximity, similar business, language and distribution practices make Canada an excellent "first foreign market" for a new to export Illinois company.

Illinois Exports to Canada: \$14.7 Billion

Top five Illinois Exports to Canada:

- Machinery
- Petroleum and Coal Products
- Transportation Equipment
- Chemical Products
- Computer and Electronic Products

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