



Canada-Pennsylvania Trade



→ Total bilateral trade between Canada and the state of Pennsylvania exceeded \$21 billion in 2006. Over \$1.4 billion of this was accounted for by agriculture and agri-food products.

→ Pennsylvania produces over 55 percent of the U.S. crop of button mushrooms each year. This stock accounts for over 51 percent of U.S. fresh market sales of button mushrooms, and 74 percent of mushrooms used in processing in the U.S. Canada imported \$10.3 million worth of Pennsylvania's mushrooms in 2006.

→ Over \$73 million worth of red meat was traded between Canada and Pennsylvania in 2006. Other major exports from Pennsylvania to Canada in 2006 were \$34.5 million in pasta and couscous, \$23.3 million in pet and animal foods, and \$13.1 million in ketchup, soy and tomato sauces. In return, Canada's 2006 exports to Pennsylvania included almost \$4.2 million in sweetened water drinks, whether aerated or mineral, plus \$53.2 million in tomatoes, potatoes, carrots and other fresh vegetables, \$27.4 million in pasta, \$31 million in sauces, ketchup, and other condiments and \$58.4 in live cows and swine.

→ Pennsylvania is one of the top destinations for Ontario agri-food exports, taking in approximately 66 percent of Ontario's exports to the continental United States. Looking at specific products, however, more than 22 percent of Canada's total exports of cocoa and chocolate products, and over 16 percent of all exports of sugars and sugar confectionery go to Pennsylvania. No doubt Hershey's plays a role, with major plants located in both the Canadian province and U.S. state. Pennsylvania's total exports of processed food products exceed \$500 million annually, and account for one-tenth of the state's agri-food trade.

TRADE SUPPORTS NORTH AMERICA'S FAMILIES

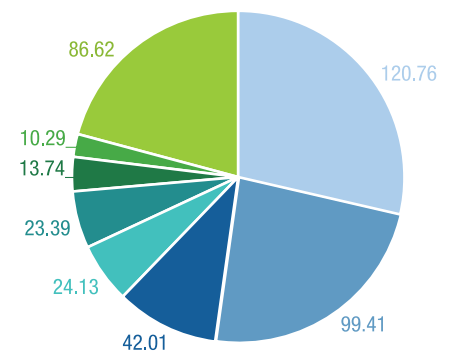
Canada's population is slightly less than the population of the state of California, but the face of agriculture remains the same for both Canada and the United States. Both in Canada and the United States, 98 percent of farms are family operations

HOW IMPORTANT IS AGRICULTURE?

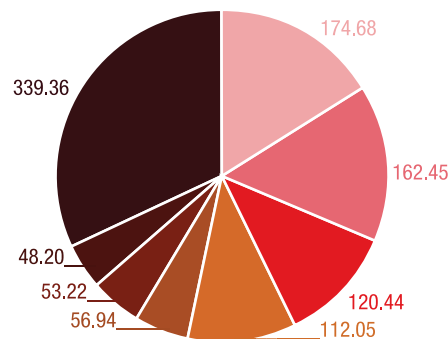
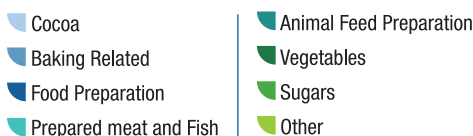
In the U.S., the agriculture and agri-food industry represents roughly 5% of GDP, and is responsible for roughly 24 million jobs when you consider everything from growing the food to selling it at the local supermarket. In Canada, the agriculture and agri-food industry generates 8% of the GDP. It also employs nearly 2.1 million people, or approximately one out of every eight Canadians. Agriculture remains a central component of Canada's economy.

BILATERAL TRADE IN SWEETS

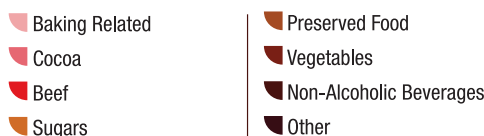
A large part of the two-way trade between Pennsylvania and Canada is attributed to processed chocolate, candy and baked goods. Over \$283 million in chocolate confectionery and cocoa products, \$274 million of bread, cookies and other baked treats and \$122.3 million in sugar candy and confectionery was exchanged in 2006.



Exports to Canada \$420.35 million



Imports from Canada \$1.07 billion



Please visit our website: www.agr.gc.ca/usadvocacy

Pie Chart Data Source: World Trade Atlas (WTA), product group: Agri-food and Seafood, retrieved July 2007.

Canada-US state trade data sourced from WTA, product group: Agri-food and Seafood, retrieved Oct. 2007.

Additional sources include: USDA.

**Variations in pie chart data and general trade information may occur due to dates when data was retrieved.



Canada