

A STRONG PARTNERSHIP IN AGRICULTURE

UNITED STATES-CANADA (2012)

Let's keep a good thing growing!

Bilateral trade creates jobs and economic opportunities in both the United States (U.S.) and Canada. It builds on our respective efficiencies and creates a more competitive and integrated agriculture and agri-food sector. Bilateral trade in agriculture and agri-food products also provides producers and processors on both sides of the border with a larger and more diversified market, and consumers with a greater variety of safe, healthy, and wholesome food products at a competitive price.

Our Bilateral Trading Relationship

- The U.S. and Canada enjoy the largest bilateral trading relationship in the world.
- In 2012, the total value of two-way trade in goods and services was \$710 billion.
- Canada is the top export market for 30 U.S. states and one of the top five export markets for 47 states.
- Almost 8 million jobs (1 in 22 jobs) in the U.S. depend on trade with Canada.

Our Agriculture and Agri-food Trading Relationship

- Bilateral trade in agriculture and agri-food = \$41.7 billion (or about 6% of total two-way trade).
- The average Canadian consumes \$585 of American agriculture and agri-food products per year. Meanwhile, the average U.S. consumer spends approximately \$67 on Canadian agriculture and agri-food products annually.
- For every \$1 billion in total U.S. agricultural exports, 6,800 American jobs are supported and \$1.3 billion in economic activity is generated.

Total U.S.-Canada Agriculture and Agri-Food Trade (2012)



\$20.6 Billion



Top 5 U.S. Agriculture and Agri-Food Exports to Canada:

1. Breads, Pastries, and Pastas.....	\$2.2B
2. Fruits and Nuts.....	\$2.1B
3. Beverages.....	\$2.1B
4. Meats.....	\$2.0B
5. Miscellaneous edible preparations.....	\$1.9B



\$21.1 Billion



Top 5 U.S. Agriculture and Agri-Food Imports from Canada:

1. Breads, Pastries and Pastas	\$2.4B
2. Fats and Oils	\$2.2B
3. Meats.....	\$1.9B
4. Cereals.....	\$1.7B
5. Live Animals.....	\$1.6B

Complementary Supply Chains

- Supply chains that span the U.S.-Canada border have developed in everything from fertilizer and feed, to seeds and livestock, to plant and animal genetics and to processed products (e.g. soups and cereals).
- Proximity to one another's agricultural inputs and products provides for cost-effective sourcing opportunities.
 - Canada is a major supplier of energy and fertilizers, while the U.S. equips Canada with farm machinery and crop protection technologies.
 - Access to Canadian supplies of cattle, pigs, and oilseeds allows American feedlots, finishers, and crushing plants to run at capacity, supporting U.S. jobs.
- Different growing seasons allow consumers in both countries to have access to fresh products throughout the year.
- The integration of our supply chains makes our respective agricultural sectors more efficient and competitive.

All currency is in U.S. dollars and based on 2012 data (as of July 2013).
All export figures do not include re-export values.
Figures are approximate and have been rounded where/when appropriate.
Fertilizers, farm machinery and seafood are not included in the definition of agriculture and agri-food trade.
Commodity categories are based on the internationally standardized Harmonized Commodity Description and Coding System (HS codes).
B = Billion

Data source: Statistics Canada
Additional sources: www.usda.gov, www.ustr.gov
For more information: www.agr.gc.ca/usadvocacy
E-mail: MAS-SAM@agr.gc.ca

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