

# The Modernization of NAFTA: Opportunities & Challenges

A conversation with the  
Honourable Perrin Beatty

President & CEO  
Canadian Chamber of Commerce



Monday, December 11<sup>th</sup>, 2017

11:30 am – 1:30 pm

Duane Morris<sup>®</sup>

12<sup>th</sup> Floor, Conference Room

# Canada

# PENNSYLVANIA

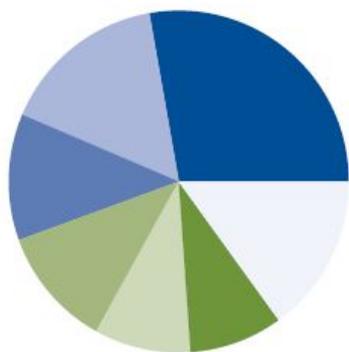


**CANADA IS PENNSYLVANIA'S  
#1 CUSTOMER**

**346,000 JOBS** IN PENNSYLVANIA  
DEPEND ON TRADE & INVESTMENT WITH CANADA

Pennsylvania-Canada bilateral goods trade:  
**\$19.9 BILLION**

Pennsylvania  
**EXPORTS \$9.9 BILLION**  
in goods to Canada annually



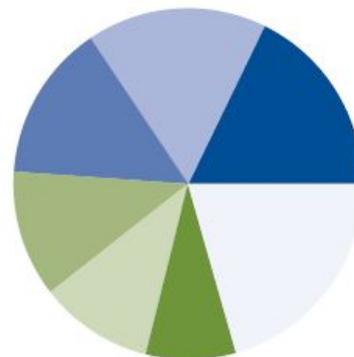
**Exports by industry**

- Equipment & machinery (28%)
- Minerals & metals (16%)
- Agriculture (12%)
- Chemicals (11%)
- Transportation (9%)
- Plastics & rubbers (9%)
- Other (15%)

Pennsylvania  
**IMPORTS \$10.0 BILLION**  
in goods from Canada annually

**Imports by industry**

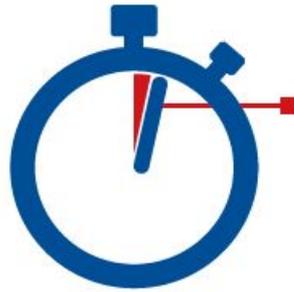
- Minerals & metals (18%)
- Agriculture (17%)
- Energy (14%)
- Forest products (12%)
- Chemicals (11%)
- Equipment & machinery (9%)
- Other (20%)



Pennsylvania sells  
**MORE GOODS TO CANADA**  
than to its next four largest foreign markets  
combined

Pennsylvania contributes to the world's  
**MOST SUCCESSFUL TRADING PARTNERSHIP**

Canada & the U.S. trade an average of



**\$1.2** IN BILATERAL  
**MILLION** GOODS &  
**SERVICES**

every minute of every day

**PRODUCTION**



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

**CONTAIN 25% AMERICAN CONTENT**

**JOBS**



Nearly  
**9 MILLION**  
**U.S. JOBS**

depend on trade & investment with Canada

**TOURISM**

The U.S. welcomes **MORE TOURISTS FROM CANADA**  
than from any other country



# THE UNITED STATES AND CANADA

## CANADA-U.S. INTEGRATED SUPPLY CHAIN

*Let's keep a good thing growing!*

Bun baked in **California**  
With flour from  
**Saskatchewan**

Beef from cattle  
born in **Alberta**  
Raised in **Nebraska**  
Processed in **Colorado**

Bacon from pigs born  
and raised in **Manitoba**  
Processed in **Iowa**

Lettuce  
from **Arizona**



Ketchup  
from **Ohio**

Onions  
from **Washington**

Mushrooms  
from **British Columbia**

Tomatoes  
from **Ontario**



# Bilateral Trade

In 2016, total **goods and services** traded between

Canada and the U.S. was nearly

**USD \$635.1 billion.**

# Bilateral Trade

In other words, we  
trade an average of



Source: U.S. Bureau of Economic Analysis / September 17, 2017 U.S. International Trade in Goods and Services Report

# Jobs

Nearly 9 million U.S. jobs depend on trade and investment with Canada.



Canadian companies operating in the U.S. directly **employ 500,000 Americans.**



Trade with Canada supports jobs in every Congressional District.