



Doing Business in Canada

Advanced Manufacturing Sector

June 2022

Shweta Nagpal
Commercial Specialist
U.S. Department of Commerce
U.S. Consulate General Toronto, Canada



U.S.-Canada Bilateral Relationship

World's Most Comprehensive and Integrated Trading Relationship

- \$1.6 trillion bilateral relationship
- Two-way Trade: USD 763 billion (2021) (goods and services)
- 2.1 billion USD of goods and services traded every single day
- Bilateral Investment: \$991 billion (2020)

Top Investment Partners

- Canadian FDI in the United States: \$607.3 Billion (UBO)
- U.S. FDI in Canada: \$406.4 Billion (FP)
- Bilateral Investment: \$934.3 Billion (FP)

U.S. Canada Roadmap

- On February 23, President Biden and Prime Minister Trudeau launched the U.S.-Canada Partnership Roadmap to address priority areas of mutual concern.



Market Opportunities

Top 10 Merchandise HS2 Imports to Canada

| Merchandise Export | Value (in millions) | | |
|---|---------------------|----------|----------|
| | 2019 | 2020 | 2021 |
| 84 - Nuclear Reactors, Boilers, Machinery and Mechanical Appliances | \$74,768 | \$61,105 | \$70,752 |
| 87 - Motor Vehicles, Trailers, Bicycles, Motorcycles and Other Similar Vehicles | \$69,345 | \$56,596 | \$67,408 |
| 85 - Electrical or Electronic Machinery and Equipment | \$44,016 | \$39,515 | \$46,329 |
| 27 - Mineral Fuels, Mineral Oils, Bituminous Substances and Mineral Waxes | \$33,065 | \$20,032 | \$30,289 |
| 39 - Plastics and Articles Thereof | \$16,353 | \$15,957 | \$20,504 |
| 71 - Pearls, Precious Stones or Metals, Coins and Jewellery | \$10,340 | \$17,367 | \$18,697 |
| 30 - Pharmaceutical Products | \$13,864 | \$14,272 | \$18,538 |
| 90 - Optical, Medical , Photographic, Scientific and Technical Instrumentation | \$12,653 | \$11,439 | \$13,346 |
| 73 - Articles of Iron or Steel | \$10,325 | \$8,810 | \$11,368 |
| 72 - Iron and Steel | \$6,263 | \$5,275 | \$10,478 |

Source: Statistics Canada

Market Opportunities

Relevant Product Groups Import to Canada

| Product groups | Value (in millions) | | | |
|---|---------------------|-------|-------|-------|
| | 2018 | 2019 | 2020 | 2021 |
| HS 8456 - Mach-Tools For Removal: Material By Laser, Photon Beam, Plasma Arc Process; Water-Jet Cutting Machi | \$165 | \$161 | \$165 | \$193 |
| HS 8457 - Machining Centres, Unit Construction and Multi-Station Machinery For Working Metal | \$243 | \$176 | \$148 | \$153 |
| HS 847950 - Industrial Robots For Foundries, Automotive Assembly Lines or Other Industrial Uses Nes | \$93 | \$90 | \$76 | \$109 |
| HS 851521 - Electric Machines/Apparatus For Resistance Welding of Metal - Automatic | \$50 | \$37 | \$34 | \$67 |
| HS 851531 - Electric Machines/Apparatus For Arc Welding of Metals - Automatic | \$62 | \$59 | \$51 | \$61 |
| HS 9032 - Thermostats and Other Automatic Regulating or Controlling Instruments and Apparatus | \$937 | \$934 | \$670 | \$675 |

Source: Statistics Canada

Market Opportunities

NAICS including Advanced Manufacturing in Canada

| Manufacturing group | Value (in millions) | | |
|---|---------------------|----------|----------|
| | 2019 | 2020 | 2021 |
| 33411-Computer and peripheral equipment | \$583 | \$514 | \$655 |
| 33422-Radio & television broadcasting and wireless communications equipment | \$2,016 | \$1,598 | \$1,980 |
| 33441-Semiconductor and other electronic component | \$4,051 | \$3,530 | \$4,008 |
| 33451-Navigational, measuring, medical and control instruments | \$7,548 | \$6,766 | \$7,050 |
| 33631-Motor vehicle gasoline engine and engine parts | \$5,684 | \$4,503 | \$4,026 |
| 33632-Motor vehicle electrical and electronic equipment | \$1,845 | \$1,572 | \$1,752 |
| 33633-Motor vehicle steering and suspension components | \$2,887 | \$2,795 | \$2,853 |
| 33634-Motor vehicle brake system | \$523 | \$396 | \$465 |
| 33635-Motor vehicle transmission and power train parts | \$3,746 | \$3,084 | \$3,313 |
| 33641-Aerospace product and parts | \$25,821 | \$19,084 | \$17,009 |

Source: Statistics Canada

Market Approach

Market Entry Best Practices

- Business Culture Similarities
- Different Geography and Climate
- Exchange Rate Fluctuations
- Market to the Local Market



Regulatory Compliance

Regulatory Environment

- Standards and Regulations
- Certification and Licensing
- Work Permits
- Bilingual Labeling Requirements



Canada's Anti-Spam Legislation (CASL)

CASL establishes strict requirements for sending commercial electronic messages to an electronic address (e.g., email account, instant messaging account, etc.).

To ensure compliance, please visit:
<https://crtc.gc.ca/eng/internet/anti.htm>



U.S. Commercial Service in Canada



Local Expertise: Global Reach



Visit Us Online

Canada Country Commercial Guide

Insights into economic conditions, leading sectors, regulations, standards, and more.

Events

Live-virtual events with our specialists to learn more about doing business in Canada.

Services

Information about how our services can help U.S. exporters growth their business in Canada

Contacts

CS Canada trade experts can help you find trade opportunities across Canada



**U.S.
COMMERCIAL
SERVICE**
*United States of America
Department of Commerce*

<https://www.Trade.gov/Canada>

Questions

