

TENNESSEE & CANADA

CANADA  UNITED STATES
FRIENDS | PARTNERS | ALLIES



Photo: Direct Coil

Direct Coil

Ontario-based heating/cooling solutions manufacturer Direct Coil is building its first U.S. facility in Fayetteville. The company will invest \$14.4 million in Lincoln County over the next five years. The company plans to renovate an existing facility and replicate its Canadian business model and processes in Fayetteville. Direct Coil specializes in industrial heating and cooling coils for a variety of heating, ventilation, air conditioning, and refrigeration applications such as furnaces, air conditioning units and other equipment involving air movement. "We are pleased to welcome Direct Coil to Tennessee," said Gov. Bill Lee. "Their new operations in Lincoln County will create 75 quality jobs and support economic activity growth in rural Tennessee."

CN Invests in Rail Infrastructure

Canadian National Railway Company (CN) recently invested about \$30 million across Tennessee by way of yard upgrades, replacement of rail and ties, and maintenance of bridges, level crossings, culverts and signal systems. These investments will create greater capacity, thus reducing emissions, traffic congestion, accidents, and burdens on public transportation infrastructure as one freight train can replace over 300 trucks from roads. The company transports nearly \$200 billion worth of goods annually for a wide range of business sectors, ranging from resource products to manufactured products to consumer goods, across a rail network of approximately 20,000 route-miles spanning Canada and mid-America.

Our Common Goals

The Canada-U.S. relationship is deeply rooted in our shared values, history and vision for the future. At the top of our priority list is ending the COVID-19 pandemic at home and abroad by strengthening efforts to control the pandemic, collaborating on public health responses, and building resilience against future outbreaks. We are working closely together to defeat the virus by responding to new variants, following expert advice, and supporting global access to COVID-19 vaccines.

Along with combating COVID-19, we are committed to building back better, accelerating climate ambitions, advancing diversity and inclusion, bolstering security and defense, and building global alliances. Canada and the U.S. will continue to work together on these shared goals in the years to come.

MILLIONS OF U.S. JOBS

depend on trade & investment with Canada



157 Canadian-owned businesses

EMPLOY 13,350 WORKERS
in Tennessee



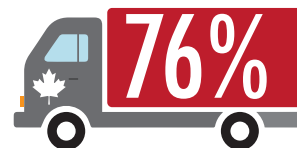
Canada is the
#1 CUSTOMER
for most states,
including Tennessee

Canada & the U.S. trade
an average of **\$1.4 MILLION**
in bilateral goods & services
EVERY MINUTE OF EVERY DAY

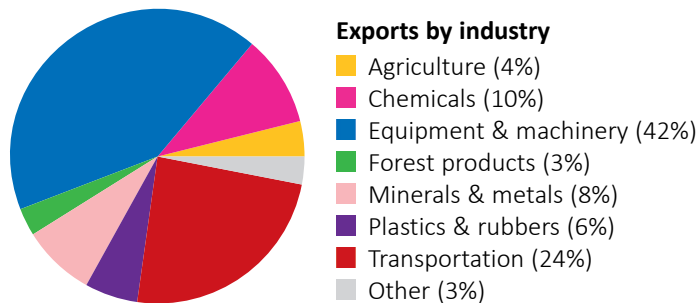


Canada is the **#2**
SOURCE of foreign
direct investment
in the U.S.

76% of Canadian
exports to the U.S.
are raw materials,
parts, and components used to
create other goods in the United States



Tennessee **EXPORTS \$7.4 BILLION** in goods to Canada annually



Tennessee **EXPORTS \$557 MILLION** in services to Canada annually

TOP TENNESSEE GOODS EXPORTS TO CANADA

Automobiles.....	\$1.3 billion
Computers.....	\$586 million
Optical, medical & precision instruments.....	\$416 million
Pharmaceutical products.....	\$384 million
Telephones & AV recording equipment.....	\$296 million
Iron & steel tubes, pipes & sheets.....	\$268 million
Plastics & plastic articles.....	\$266 million
Motor vehicle parts.....	\$262 million
Heating, cooling & refrigeration equipment.....	\$191 million
Engines & turbines.....	\$166 million

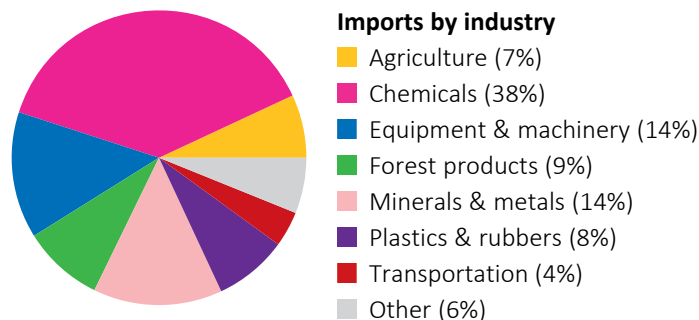
TOP TENNESSEE SERVICES EXPORTS TO CANADA

Business services.....	\$174 million
Travel (including for education).....	\$120 million
Charges for the use of intellectual property.....	\$109 million
Transport.....	\$45 million
Insurance services.....	\$35 million

Tennessee **IMPORTS \$6.9 BILLION** in goods from Canada annually

TOP TENNESSEE GOODS IMPORTS FROM CANADA

Pharmaceutical products.....	\$2.2 billion
Aluminum & aluminum articles.....	\$488 million
Plastics & plastic articles.....	\$382 million
Softwood lumber.....	\$355 million
Optical, medical & precision instruments.....	\$321 million
Rubber & rubber articles.....	\$148 million
Motor vehicle parts.....	\$127 million
Iron & steel alloys & semi-finished products.....	\$119 million
Animal or vegetable fats, oils & waxes.....	\$109 million
Paper & paperboard.....	\$107 million



Canada is the United States'
#1 EXPORT MARKET



Tennessee sells more goods to Canada
than to its next two largest foreign
markets combined – Mexico & China

Connect with Our Team

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March 2022

Unless otherwise mentioned, all figures are based on 2021 data in U.S. dollars. U.S. Census Bureau: goods trade, Canada's export ranking (2/2022 release). U.S. Bureau of Economic Analysis: 2020 goods & services trade (3/2021 release). The Trade Partnership: 2020 services exports (estimated, 11/2021 release). Dun + Bradstreet: Canadian-owned businesses (11/2021 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

Canada