

IOWA & CANADA

An integrated economy



Photo: Nutrien Ag Solutions

Canada invests in Iowa

There are 86 Canadian-owned businesses in the state of Iowa. These companies account for 4,200 jobs throughout the state and contribute \$208 million in salaries. In addition, the state exports \$5.5 billion in goods and services to Canada.

Canadian-owned companies, including **Nutrien Ag Solutions**, **Williamsburg Manufacturing**, **Cosma International** and **Benco Manufacturing**, are major contributors to Iowa's economy. They employ residents in every sector of the economy, pay taxes locally and contribute to the local economy with salary dollars.



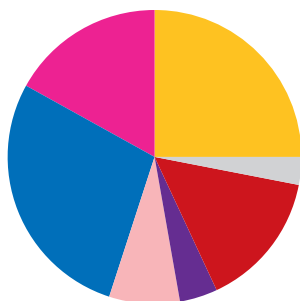
86 Canadian-owned companies employ **4,200 workers** in Iowa



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

Iowa

exports \$5.2 billion
 in goods to Canada annually



Goods exports by industry

- Agriculture (25%)
- Chemicals (17%)
- Equipment & machinery (28%)
- Minerals & metals (8%)
- Plastics & rubbers (4%)
- Transportation (15%)
- Other (3%)

Top Iowa services exports to Canada

Insurance services.....	\$95 million
Financial services.....	\$71 million
Charges for the use of intellectual property.....	\$48 million
Business services.....	\$40 million
Travel (including for education).....	\$16 million

Top Iowa goods exports to Canada

■ Tractors.....	\$344 million
■ Beverages & alcohol.....	\$314 million
■ Agricultural machinery.....	\$287 million
■ Animal feed & food industry residues.....	\$275 million
■ Iron & steel alloys & semi-finished products.....	\$221 million
■ Heating, cooling & refrigeration equipment.....	\$152 million
■ Animal meats.....	\$146 million
■ Plastics & plastic articles.....	\$134 million
■ Meat, fish & seafood preparations.....	\$125 million
■ Motor vehicle parts.....	\$113 million



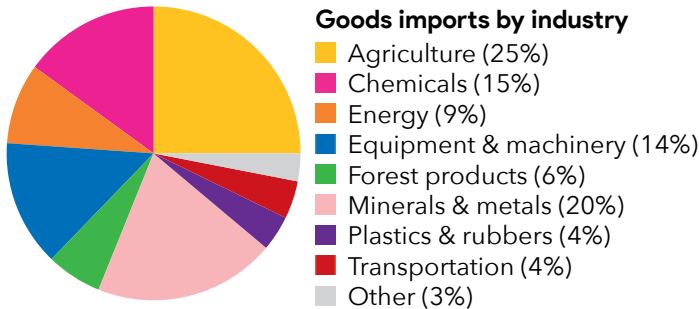
Confederation Bridge, the longest bridge spanning ice-covered waters

Made in the U.S. & Canada

Des Moines-based **EFCO Forms** designs and manufactures steel concrete forming systems for use in the construction of infrastructure projects like bridges, dams and spillways, parking garages, stadiums, treatment plants, and tunnels. In 1966, EFCO opened its first international location, a sales and manufacturing facility in Georgetown, Ontario. The Ontario facility uses steel milled in both the U.S. and Canada, and ships finished forms to construction sites world-wide.

Iowa

imports \$4.7 billion
in goods from Canada annually



May 2023

Sources: All figures are in U.S. dollars using US\$1.00=CAD\$1.328. Unless otherwise specified, all figures are based on 2022 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2023 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2022 release). **Trade Partnership:** 2021 services trade (3/2023 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2022 release). **U.S. Bureau of Labor Statistics:** median annual Iowa wage (\$49,280, 5/2021 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.



Photo: Wiese Industries

Integrated manufacturing ensures tools are there for farmers

Wiese Industries, one of America's largest farm tillage tool manufacturers, is also one of the largest employers in Perry. The company, owned by Saskatchewan-based **Ralph McKay Industries**, specializes in fertilizer knives and tillage tools for use by farmers across North America. Wiese represents an investment of over \$14 million in Iowa, and more is planned as it grows and modernizes production. With integrated manufacturing between its facilities on both sides of the border, McKay ensures flexibility and continued efficiency in the event of capacity constraints.

Top Iowa goods imports from Canada

Aluminum & aluminum articles.....	\$664 million
Animal or vegetable fats, oils & waxes.....	\$473 million
Natural gas & other gases.....	\$356 million
Fertilizers.....	\$347 million
Inorganic chemicals.....	\$279 million
Cereals.....	\$181 million
Plastics & plastic articles.....	\$170 million
Agricultural machinery.....	\$166 million
Live animals.....	\$155 million
Paper & paperboard.....	\$113 million

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Canada