

MISSOURI & CANADA

An integrated economy

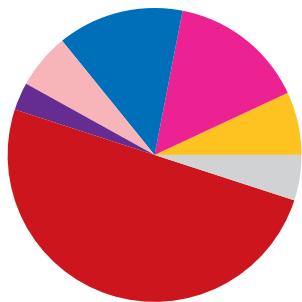


Photo: CPKC



313 Canadian-owned companies employ 13,300 workers in Missouri

Missouri
exports \$6.3 billion
in goods to Canada annually



Goods exports by industry

- Agriculture (7%)
- Chemicals (15%)
- Equipment & machinery (14%)
- Minerals & metals (6%)
- Plastics & rubbers (3%)
- Transportation (50%)
- Other (5%)

A single rail network linking USMCA partners

In 2023, **Canadian Pacific Railway** and **Kansas City Southern** merged to form **Canadian Pacific Kansas City Limited (CPKC)**—the first and only single-line railroad connecting Canada, the U.S., and Mexico. This 20,000-mile network, with Kansas City at its core, employs 20,000 people and enables seamless, 24/7 freight shipping across North America, boosting trade and supply chain efficiency.

Missouri plays a central role in this continental rail system, and the CPKC name is now a fixture in Kansas City—most notably at CPKC Stadium, home of the National Women's Soccer League team, the Kansas City Current.



Missouri sells more goods to Canada (its #1 export market) than to its next three largest foreign markets combined — Mexico, Japan & Germany

Missouri exports \$1.2 billion in services to Canada, including

Travel (including for education).....	\$391 million
Business services.....	\$282 million
Financial services.....	\$194 million
Telecommunications & information services....	\$138 million
Charges for the use of intellectual property.....	\$79 million

Top Missouri goods exports to Canada

■ Trucks.....	\$2.7 billion
■ Plastics & plastic articles.....	\$149 million
■ Fertilizers.....	\$138 million
■ Motor vehicle parts.....	\$128 million
■ Iron & steel tubes, pipes & sheets.....	\$125 million
■ Pharmaceutical products.....	\$120 million
■ Coal.....	\$115 million
■ Pasta, breads & cereal preparations.....	\$114 million
■ Aluminum & aluminum articles.....	\$111 million
■ Soaps, candles & waxes.....	\$104 million



Photo: Ostara

Protecting water & growing the future

In 2022, Canadian clean tech company **Ostara** broke ground on its new production facility in St. Louis, which created 40 new jobs and generated a \$25 million capital investment. The barge-served Crystal Green® fertilizer facility is now operating as Ostara's largest in the U.S. The company believes that St. Louis was a natural choice to produce their environmentally-friendly product, which won a \$7.6 million U.S. Department of Agriculture grant in 2023 to support innovative made-in- America fertilizers. Ostara develops technologies to manage phosphorous and nitrogen sustainably and reduce the amount released into the environment, while improving crop yields. Crystal Green® is the first granular slow-release phosphorus fertilizer to release nutrients in response to plant demand. The St. Louis facility produces 200,000 tons per year.

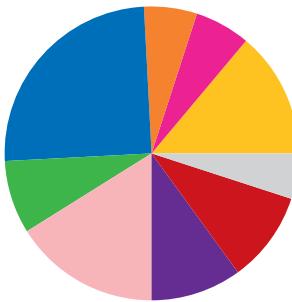


Integrating automotive supply chains

Springfield-based **O'Reilly Automotive**, one of the largest companies in Missouri, is an auto parts supplier with over 6,000 retail locations in the lower 48 states, as well as 48 locations in Mexico through its subsidiary **ORMA**. In December 2023, O'Reilly announced the acquisition of Montréal-based **Vast-Auto Distribution**, a leader in auto parts distribution for Eastern Canada, with eight warehouses and 23 stores across five provinces. The merging of these two companies creates growth opportunities in both countries and a truly North American integrated distribution network.

Missouri

imports \$4.0 billion in goods from Canada annually



Goods imports by industry	
Agriculture	(14%)
Chemicals	(6%)
Energy	(6%)
Equipment & machinery	(25%)
Forest products	(8%)
Minerals & metals	(16%)
Plastics & rubbers	(10%)
Transportation	(10%)
Other	(5%)

March 2025

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2024 data. **U.S. Census Bureau**: goods trade, Canada's export ranking (2/2025 release). **Trade Partnership**: 2023 services trade (12/2024 release). **Dun & Bradstreet**: Canadian-owned businesses operating in the U.S. (2/2025 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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