

PENNSYLVANIA & CANADA

An integrated economy



Membrane system for hydrogen recovery. Photo: Air Products

Building a hydrogen network

Pennsylvania-based global industrial gases company **Air Products** is the world's largest hydrogen producer and Canada's leading hydrogen supplier, with two existing production facilities and a third under construction in Alberta. As the market for lower-carbon fuel sources takes off, Air Products has begun construction on the new \$1.6 billion net-zero hydrogen energy complex in Edmonton, Alberta. Supported by investments from the Canadian and Albertan governments, Air Products will use its cutting-edge technology and benefit from the area's skilled workforce to build the most competitive and lowest-carbon-intensity hydrogen network in the world. As part of its net-zero complex in Alberta, Air Products will also build a liquid hydrogen production facility that will contribute to continental energy security, while centering Air Products at the forefront of the hydrogen for mobility applications evolution across Canada and North America.

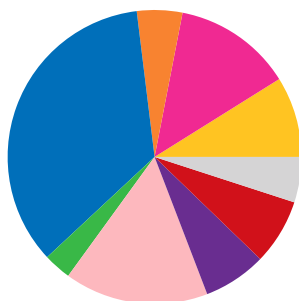


325 Canadian-owned companies employ **30,300 workers** in Pennsylvania



Pennsylvania sells more goods to Canada (its #1 export market) than to its next four largest foreign markets combined

Pennsylvania **exports \$14.3 billion** in goods to Canada annually



Goods exports by industry

- Agriculture (9%)
- Chemicals (13%)
- Energy (5%)
- Equipment & machinery (35%)
- Forest products (3%)
- Minerals & metals (16%)
- Plastics & rubbers (7%)
- Transportation (7%)
- Other (5%)

Pennsylvania exports \$1.7 billion in services to Canada, including

Business services.....	\$612 million
Travel (including for education).....	\$391 million
Charges for the use of intellectual property....	\$268 million
Financial services.....	\$198 million
Insurance services.....	\$119 million

Top Pennsylvania goods exports to Canada

■ Telephones & AV recording equipment.....	\$1.1 billion
■ Computers.....	\$852 million
■ Plastics & plastic articles.....	\$825 million
■ Iron & steel alloys & semi-finished products...	\$652 million
■ Pharmaceutical products.....	\$617 million
■ Iron & steel tubes, pipes & sheets.....	\$485 million
■ Optical, medical & precision instruments.....	\$432 million
■ Perfumes, essential oils & toiletries.....	\$337 million
■ Cocoa & chocolate.....	\$335 million
■ Coal.....	\$254 million



Photo: Arcadium

Powering a greener economy

Arcadium is a fully integrated lithium company based in Philadelphia – one of a handful of companies with the capacity to produce high-quality finished lithium compounds essential for powering a greener economy across North America. In partnership with **Investissement Québec**, Arcadium is working to bring the Nemaska Lithium project in northern Québec into commercial production by 2025, together with a downstream lithium hydroxide conversion plant to be built in Bécancour, Québec. Expanding its long-term supply of sustainable, low-cost critical minerals from a reliable Canadian partner will allow Arcadium to provide more battery-grade lithium to the rapidly electrifying automotive sector.



Wesco thrives in Canada

Pittsburgh-headquartered **Wesco Distribution** is a global electric instruments and controls OEM provider for infrastructure and technology projects. It is ranked #370 on the Fortune 500 list and posted sales of \$21.4 billion for 2022. Approximately 15% of its business is in the Canadian market, with 3500 Canadian employees where it is primarily focused on broadband and grid modernization with concentration around the main population centers. It serves telecom providers and the development of data centers for tech companies. Wesco also support energy transition projects in British Columbia and Hydro in Quebec.

Pennsylvania

imports \$13.6 billion
in goods from Canada annually



Goods imports by industry

- Agriculture (20%)
- Chemicals (12%)
- Energy (15%)
- Equipment & machinery (10%)
- Forest products (9%)
- Minerals & metals (19%)
- Plastics & rubbers (4%)
- Transportation (4%)
- Other (5%)

Top Pennsylvania goods imports from Canada

■ Crude petroleum.....	\$1.7 billion
■ Pharmaceutical products.....	\$874 million
■ Plastics & plastic articles.....	\$657 million
■ Aluminum & aluminum articles.....	\$617 million
■ Iron & steel alloys & semi-finished products.....	\$602 million
■ Pasta, breads & cereal preparations.....	\$589 million
■ Paper & paperboard.....	\$483 million
■ Nickel & nickel articles.....	\$375 million
■ Cocoa & chocolate.....	\$298 million
■ Perfumes, essential oils & toiletries.....	\$296 million

March 2024

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2023 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2024 release). **Trade Partnership:** 2022 services trade (2/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2023 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

CONTACT

**THE CONSULATE GENERAL
IN NEW YORK**

466 LEXINGTON AVENUE, 20TH FLOOR, NEW YORK, NY 10017



Tom Clark

Consul General
cngnygr@international.gc.ca
(212) 596-1628

 @CanadaNY
canada.ca/canada-in-new-york

