

# MISSOURI & CANADA

## An integrated economy



Photo: CPKC

### A single rail network linking USMCA partners

In April 2023, **Canada Pacific Railway** and **Kansas City Southern** merged to become **Canada Pacific Kansas City Limited** (CPKC) – the first and only single-line railroad connecting Canada, the U.S. and Mexico. Missouri sits at the nexus of the new CPKC network, with Kansas City linking the two halves of a system that spans 20,000 route miles and employs some 20,000 people. The new combined railroad allows seamless freight shipping throughout the continent by a single operator, and unlike freight trucking, can offer 24/7 transport of goods across both international borders. And in 2024 you can look for its name on Missouri River waterfront, at the new CPKC Stadium that will be the home of the National Women’s Soccer League team, the Kansas City Current.



184 Canadian-owned companies employ **11,950 workers** in Missouri

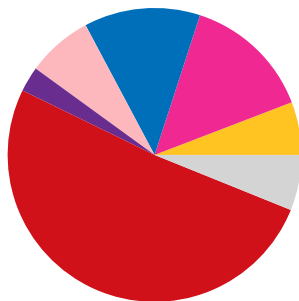


**Missouri sells more goods to Canada** (its #1 export market) than to its next five largest foreign markets combined

Missouri exports **\$6.5 billion** in goods to Canada annually

### Missouri exports \$1.0 billion in services to Canada, including

Business services.....	\$271 million
Travel (including for education).....	\$242 million
Financial services.....	\$172 million
Charges for the use of intellectual property....	\$150 million
Telecommunications & information services.....	\$58 million



**Goods exports by industry**

- Agriculture (6%)
- Chemicals (14%)
- Equipment & machinery (13%)
- Minerals & metals (7%)
- Plastics & rubbers (3%)
- Transportation (51%)
- Other (6%)

### Top Missouri goods exports to Canada

Trucks.....	\$2.7 billion
Aircraft & parts.....	\$201 million
Iron & steel tubes, pipes & sheets.....	\$191 million
Motor vehicle parts.....	\$158 million
Plastics & plastic articles.....	\$156 million
Coal.....	\$141 million
Pasta, breads & cereal preparations.....	\$120 million
Pharmaceutical products.....	\$117 million
Soaps, candles & waxes.....	\$104 million
Optical, medical & precision instruments.....	\$102 million



Photo: Ostar

## Protecting water & growing the future

In 2022, Canadian clean tech company **Ostar** broke ground on its new production facility in St. Louis, which will create 40 new jobs and generate a \$25 million capital investment. The barge-served Crystal Green® fertilizer facility is now operating as Ostar’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. Ostar 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 will produce 200,000 tons per year, in time for the 2024 growing season.



## 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 \$4.3 billion**  
in goods from Canada annually



- Agriculture (13%)
- Chemicals (6%)
- Energy (12%)
- Equipment & machinery (25%)
- Forest products (6%)
- Minerals & metals (11%)
- Plastics & rubbers (9%)
- Transportation (11%)
- Other (7%)

## Top Missouri goods imports from Canada

- Crude petroleum..... \$479 million
- Engines & turbines..... \$425 million
- Plastics & plastic articles..... \$263 million
- Aircraft & parts..... \$195 million
- Motor vehicle parts..... \$150 million
- Cereals..... \$143 million
- Aluminum & aluminum articles..... \$137 million
- Pasta, breads & cereal preparations..... \$123 million
- Rubber & rubber articles..... \$120 million
- Animal or vegetable fats, oils & waxes..... \$117 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.

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