

Building North American Competitiveness

TRADE WORKS



27% of the world's GDP
with only **7%** of the world's population

WE MAKE THINGS TOGETHER

On average, Canadian goods sold to the U.S. contain **25% U.S. content**



WE DO BUSINESS TOGETHER

Canadian companies have invested **\$309 billion** in the U.S.

Total foreign investment among Canada, the U.S. & Mexico is **\$662 billion**



February 2015. This story of North American integration is based on publicly available information. Unless otherwise mentioned, all trade figures are in U.S. dollars.

Caterpillar

Helping North America out-compete the world



Peoria, Illinois-based Caterpillar manufactures construction and mining equipment, diesel and natural gas engines, and industrial turbines. It also supplies other related services. Announcing revenues nearing \$56 billion, Caterpillar has invested in and benefitted from a strong North American supply chain. They have 10 operations in Canada, which manufacture, market, design, and finance Caterpillar machinery. Their products are sold, rented, and serviced globally by Vancouver, British Columbia-based Finning International.

Mining machinery is a market segment that benefits from North American integration. Caterpillar's research center in Illinois is a leader in the research and design of new machinery, including advanced autonomous mining systems, which allow mining companies to mine more efficiently and safely. State-of-the-art giant haul dump trucks are manufactured in Decatur and East Peoria, Illinois. Caterpillar machines and components are manufactured worldwide. The company's products are distributed throughout West Canada by Finning Canada.

Since NAFTA, Caterpillar has increased the number of its U.S. employees by 33 percent as a result of growing demand for its products and efficiencies in its North American operations. During the same period, Caterpillar's Mexican workforce has increased by 8,000 workers and its Canadian workforce by 700 workers. Growth continues in Mexico with a new \$500 million plant in Nuevo Leon.

CATERPILLAR MEANS JOBS

Caterpillar employs over 43,000 people across the U.S.

