



## **OVERVIEW OF U.S. COMMERCIAL SERVICE IN MONTREAL**

The Commercial Service is the overseas branch of the U.S. Department of Commerce, charged with helping U.S. companies sell their goods and services overseas and attracting foreign direct investment into the United States. The U.S. Commercial Service (CS) Montreal is one of the four offices located in U.S. Consulates and the U.S. Embassy across Canada (the others are Calgary, Ottawa, and Toronto). Montreal, along with Toronto, are two of our busiest commercial posts given the dynamic trade flows between the U.S. and these two business hubs.

The U.S.-Canada trade relationship is the largest in the world. Approximately twenty percent of total US exports – nearly \$310 billion in 2020 – go to Canada. In addition to geographic proximity, Canada has open markets, and presents few cultural barriers to U.S. business.

The U.S. Commercial Service team in Montreal is staffed with one American commercial officer, two Canadian commercial specialists, and two Canadian commercial assistants. All Canadian staff are fluently bilingual in English and French, enabling them to handle and deliver a wide range of services, such as advocacy, business counseling, market research, business matchmaking, hosting trade events and general business outreach.

Interns are an integral part of our commercial operation particularly given the high and increased demands from U.S. firms seeking exporting assistance in Quebec. Interns are selected from local Canadian universities and colleges.