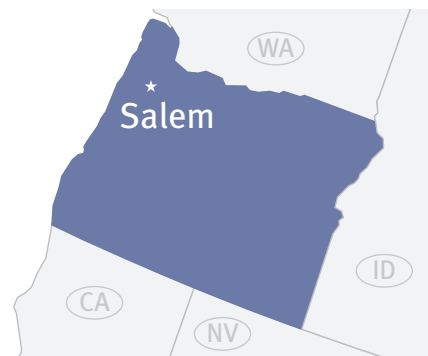


OREGON

➤➤ 63,000 Oregon jobs supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Last year, Oregon exported \$482 million in trucks to Canada; a daily average of \$1.3 million
- The Beaver State purchased \$25 million in newsprint from the Canadians in 2004



Oregon's Leading Exports to Canada

2004, in millions of U.S. dollars

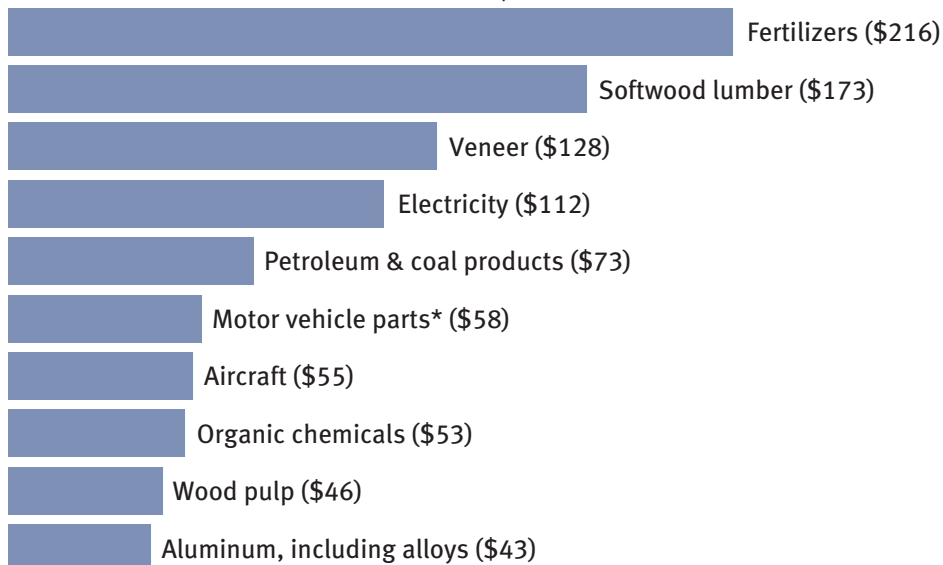


*not including engines

Total Oregon exports to Canada: \$1.8 billion

Oregon's Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Oregon imports from Canada: \$2.3 billion

Top export destination...

Canada was Oregon's number one customer, purchasing \$1.8 billion in merchandise goods from the state in 2004. This represented an increase of 20% over the previous year. In exchange, Oregon purchased \$2.3 billion in goods from Canada, giving total bilateral trade a value of \$4.1 billion. The increase in two-way trade of half a billion dollars marked a growth rate of 14% from 2003.

Driving the economy...

The transportation sector captured the largest share of the Beaver State's revenues from Canada—\$653 million or 37% of northern-bound exports in 2004. Transportation goods was dominated by the sale of trucks, which accounted for nearly three-quarters of the sector's exports. Other motor vehicles (\$90 million) and motor vehicle parts excluding engines (\$21 million) also contributed to Oregon's strength in the transportation sector.

In exchange, Canada sold the state transportation goods valued at \$198 million. The sale of motor vehicle parts excluding engines valued at \$58 million led sales to the Beaver State, representing an increase of \$12 million from 2003. Other dominant transportation goods included \$55 million worth of aircraft, and \$18 million in trucks.

Rich natural bounty...

Exchanges in forest products represented 24% of total bilateral trade, making it the most profitable sector in 2004. The Beaver State purchased forest products valued at \$796 million, and sold \$188 million in similar goods to its northern neighbor. Oregon's major forest product exports

included \$70 million in paper and paperboard, and \$42 million in plywood and wood building boards, which it traded for \$173 million in Canadian softwood lumber. The growth in Oregon-Canada trade was marked by an increase of \$109 million or 12% in the forest products sector alone.

Nourishing relations...

Fertilizers—the state’s leading import—accounted for nearly a tenth of the total purchases arriving from north of the 49th Parallel. In exchange, the Beaver State sold \$56 million in chemicals to the Canadians in 2004.

Seeing the sights...

Although fewer Canadians visited Oregon in 2004 than in the previous year, they contributed \$205 per visit to the state’s economy, an increase of 23% over 2003. Similarly, the Oregonians travel spending increased 16%, totalling \$105 million. Since 2003, the bilateral travel account grew \$12 million.

June 2005

Oregon’s Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Oregon’s Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$653	Forest Products	\$796
Forest Products	\$188	Chemicals	\$381
Metals	\$181	Agriculture	\$231
Agriculture	\$171	Transportation	\$198
Machinery	\$142	Energy	\$187
Household Goods	\$100	Metals	\$116
Equipment	\$92	Machinery	\$110
Energy	\$58	Equipment	\$87
Chemicals	\$56	Household Goods	\$62
Other	\$141	Other	\$153

Canada–Oregon Success Stories

FLIR Systems is a world leader in the design, manufacturing, and marketing of thermal imaging and stabilized camera systems based in Wilsonville, Oregon. The company was awarded a subcontract from General Dynamics Canada of Ottawa, Ontario, for delivery of the latest generation Star SAFIRE(R) airborne multi-sensor imaging systems with multi-year in-service support. The systems will be used for the Canadian Department of National Defence Maritime Helicopter Project, and are valued in excess of \$20 million (USD) including potential option awards.

Canpotex, the world’s largest exporter of potash, is an international marketing and distribution company based in Saskatchewan. Portland Bulk Terminals, one of the company’s two primary potash handling facilities, is located in Portland, Oregon. Owned by Canpotex Terminals (U.S.) Limited, the facility is entirely operated by Kinder Morgan Bulk Terminals. The terminal provides 100,000 MT of storage capacity in the west coast of North America, resulting in exports from the facility of 1.65 million tons of Canadian Potash to Asia—25% of total west coast exports of Canadian potash.



Top Three Canadian Employers

- ✦ International Forest Products Limited
 - ★ *Interfor Pacific Ltd.*
- ✦ Extencicare Inc.
 - ★ *Extencicare Facilities Inc.*
- ✦ ATS Automation Tooling Systems Inc.
 - ★ *ATS Systems Oregon*

State jobs supported by Canada–U.S. trade: 63,000

Oregon Trade

Exports to Canada:	\$1.8 billion
Imports from Canada:	\$2.3 billion
Bilateral trade:	\$4.1 billion
Largest export market:	Canada

Oregon Tourism

Visits by Canadians:	297,900
\$ spent:	\$61 million
Visits to Canada:	282,100
\$ spent:	\$105 million

For more information on Canada’s trade with Oregon, please contact:

Consulate General of Canada

412 Plaza 600, Sixth & Stewart Street
Seattle, WA 98101-1286
Phone: (206) 443-1777 • Fax: (206) 443-9662
www.seattle.gc.ca

Canadian Embassy / Ambassade du Canada

501 Pennsylvania Avenue, NW • Washington, DC 20001
www.canadianembassy.org

Sources: Merchandise trade and tourism figures are from *Statistics Canada*, converted at the rate of US\$1.00=C\$1.3015. Job numbers are based on 2001 data from a 2003 study by *Trade Partnership Worldwide* commissioned by the Canadian Embassy. Canada’s export ranking is from the *World Institute for Strategic Economic Research (WISER)*. All figures are in U.S. dollars. Figures may not add up due to rounding.