

ALABAMA

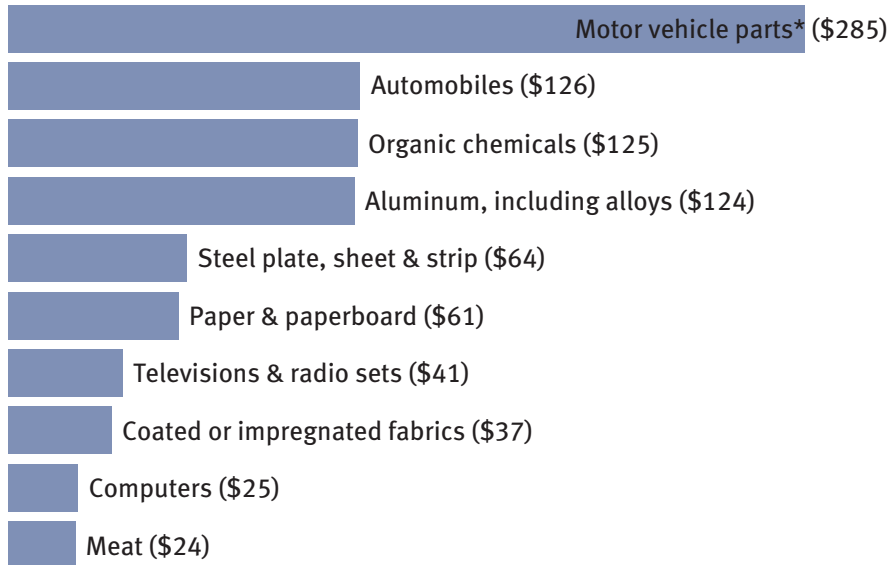
➤➤ 72,000 Alabama jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Canada and Alabama traded a daily average of \$8.6 million in goods



Alabama's Leading Exports to Canada

2004, in millions of U.S. dollars

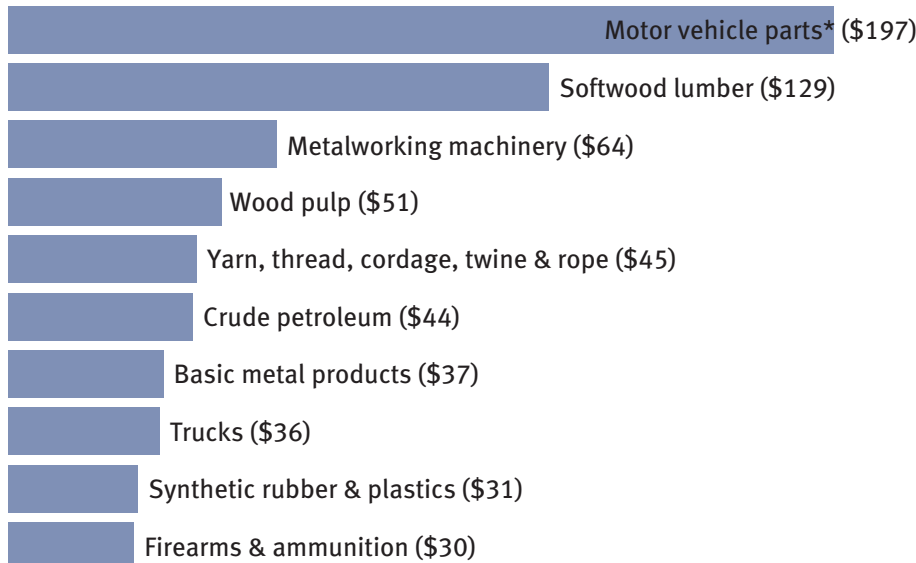


*not including engines

Total Alabama exports to Canada: \$1.8 billion

Alabama's Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Alabama imports from Canada: \$1.4 billion

First things first...

The Canada–Alabama trade relationship remained strong in 2004, with bilateral trade totaling \$3.1 billion. Canada was the leading market for Alabamian goods, purchasing 20% of the state's foreign-bound exports. In return, Alabama imported \$1.4 billion worth of Canadian products—\$171 million more than they did the previous year. The overall increase in cross-border exchange amounted to a growth in revenue of \$453 million from 2003.

Zooming ahead...

Transportation goods maintained a strong lead as the largest bilateral trade sector in 2004, generating a total of \$846 million in revenue for Canada and Alabama. \$552 million in Alabamian transportation goods headed north of the border, providing Canada with \$285 million in motor vehicle parts (excluding engines) and \$126 million in automobiles. In turn, the state imported \$294 million worth of transportation goods from Canada, including \$197 million in motor vehicle parts (excluding engines) and \$36 million in trucks. Growth in the transportation sector contributed an additional \$88 million to Canada–Alabama trade.

Metals motivated the market...

Metals represented Alabama's second largest export sector, with sales of \$275 million to Canada in 2004. Of these exports, the state sold its northern neighbor \$124 million worth of aluminum (including alloys) and \$64 million worth of steel (plate, sheet and strip). Canada reciprocated by sending \$119 million in metals south, including \$37 million in basic metals products and \$27 million in steel (plate, sheet, and strip). In addition, Canada supplied

Alabama with the means to process its metals resources, selling the state \$64 million in metalworking machinery and \$18 million in mining machinery in 2004.

Creature comforts...

Equipment sales benefitted both Canada and Alabama as they generated \$331 million in cross-border trade. The state kept its northern neighbor cool and comfortable with \$12 million worth of air conditioning and refrigeration equipment. In return, Canada illuminated Alabama with \$28 million in electrical lighting equipment.

Sweet home Alabama...

The state's southern charm and hospitality enticed Canadians to make 36,900 visits to Alabama, where they spent \$9 million. In turn, Alabamians headed north, making 54,900 visits to Canada and pumping \$30 million into the Canadian economy.

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Top Three Canadian Employers

- ★ ShawCor Ltd.
 - ★ Bredero Shaw LLC
- ★ Masonite International Corporation
 - ★ Masonite Door Corporation
- ★ IPSCO Inc.
 - ★ Ipsco Steel Alabama, Inc.

State jobs supported by Canada-U.S. trade: 72,000

Alabama's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Alabama's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$552	Transportation	\$294
Metals	\$275	Forest Products	\$268
Equipment	\$202	Machinery	\$200
Chemicals	\$199	Equipment	\$129
Textiles	\$85	Metals	\$119
Telecommunications	\$83	Chemicals	\$92
Forest Products	\$75	Household Goods	\$59
Agriculture	\$69	Textiles	\$56
Household Goods	\$67	Energy	\$52
Other	\$149	Other	\$111

Alabama Trade

Exports to Canada:	\$1.8 billion
Imports from Canada:	\$1.4 billion
Bilateral trade:	\$3.1 billion
Largest export market:	Canada

Alabama Tourism

Visits by Canadians:	36,900
\$ spent:	\$9 million
Visits to Canada:	54,900
\$ spent:	\$30 million

Canada-Alabama Success Stories

Canadian auto parts companies continue to expand in Alabama to serve the growing automotive industry in the state. A few examples of this trend include:

- ★ Matsu (metal stamping and welding), based in Huntsville;
- ★ Mitchell Plastics (plastic injection molding), based in Birmingham; and
- ★ Decoma (exterior components), part of the Magna group of companies.

For more information on Canada's trade with Alabama, please contact:

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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.