

MISSOURI

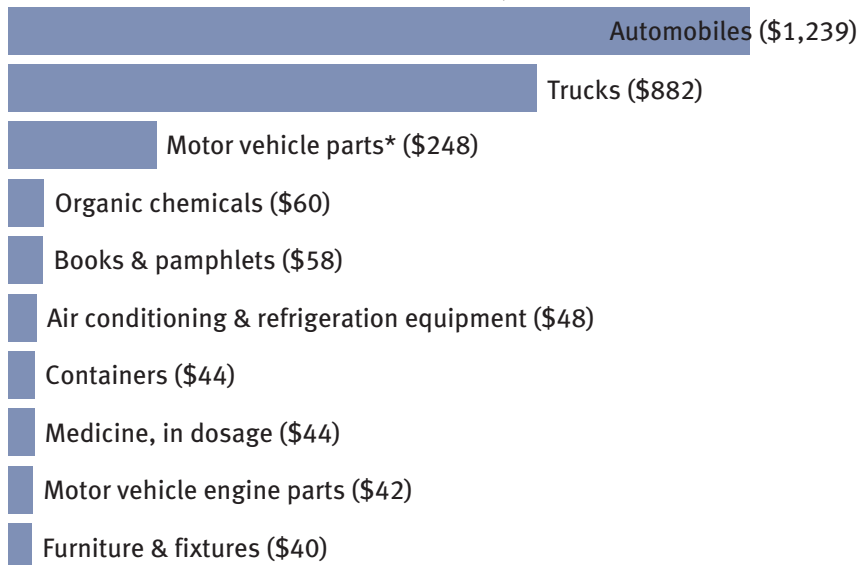
➤➤ 108,000 Missouri jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Transportation goods accounted for 53% of all Missouri–Canada trade in 2004
- The automotive sector has represented almost half of Missouri’s exports to Canada for over a decade



Missouri’s Leading Exports to Canada

2004, in millions of U.S. dollars

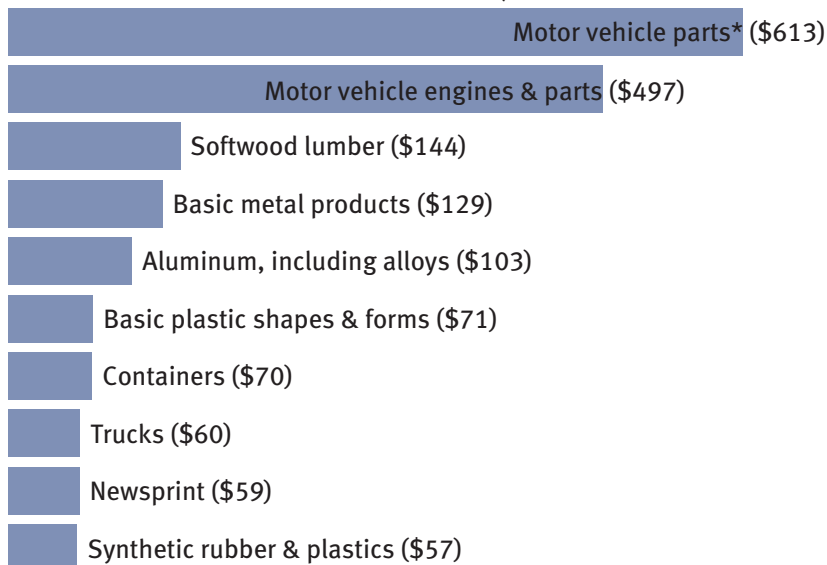


*not including engines

Total Missouri exports to Canada: \$4.0 billion

Missouri’s Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Missouri imports from Canada: \$3.1 billion

A growing trading alliance...

Canada remained Missouri’s top trading partner last year, with over \$7.1 billion worth of goods exchanged during 2004. In fact, Missouri sold more goods to its northern ally than to its next top 14 export destinations combined—\$4 billion worth of merchandise goods, an increase of 9% over 2003. Canada returned the favor, selling \$3.1 billion in goods to Missouri or 14% more than the previous year. Overall, 2004 evidenced a slight decrease in the exchange of agricultural products but a significant increase in the demand for transportation goods from both partners.

Working together to get there...

Transportation goods dominated bilateral trade in 2004, totaling \$3.8 billion. Canadians kept Missouri’s automotive plants supplied with over \$1 billion worth of motor vehicle parts, engines, and engine parts, which constituted the state’s largest import commodities.

In return, automotive manufacturers in the Show Me State assembled automobiles and trucks with the Canadian-made motor vehicle parts, exporting \$2.1 billion worth of finished vehicles to their northern neighbor.

A fair exchange...

Missouri sold \$328 million worth of chemicals to Canada in 2004—an increase of \$42 million from the previous year. State sales included \$80 million worth of organic and inorganic chemicals and \$38 million in plastic film and sheet.

Canadians shipped \$351 million in forest products to Missouri last year. As the state’s second largest import

sector, forest products represented over 11% of all purchases from Canada in 2004. Favored commodities included softwood lumber, newsprint, and other wood fabricated materials.

A medley of metals...

Basic metal products and aluminum (including alloys) were other top imports from Canada last year. In all, metals generated \$320 million in revenue for Canadians, a 10% increase from 2003.

Meet me in St. Louis...

The birthplace of Mark Twain drew many Canadian travelers in 2004, with the northerners visiting 116,000 times and spending \$39 million. Missourians were similarly interested in their neighbor to the North, visiting Canada over 130,000 times during the course of 2004 and spending \$71 million on tourism—an 18% increase in spending over 2003.

July 2005



Missouri's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Missouri's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$2,496	Transportation	\$1,283
Chemicals	\$328	Forest Products	\$351
Equipment	\$265	Metals	\$320
Household Goods	\$193	Equipment	\$213
Metals	\$152	Chemicals	\$177
Machinery	\$151	Machinery	\$149
Agriculture	\$143	Agriculture	\$139
Pharmaceuticals	\$58	Household Goods	\$129
Telecommunications	\$49	Telecommunications	\$55
Other	\$207	Other	\$252

Canada–Missouri Success Stories

Kansas City Southern Railway's strategic alliance with Canadian National/Illinois Central, created in 1998, connects Canadian businesses with major markets in the Midwestern and Southern United States, including the key cities of Detroit, Chicago, Kansas City, St. Louis, Memphis, Dallas, and Houston. The advantageous alliance also provides U.S. and Canadian shippers with access to Mexico's rail system and has made Kansas City Southern a key provider of rail service for NAFTA trade.

St. Louis' Budweiser has been brewed, distributed and marketed in Canada under license by Labatt Breweries of Toronto since 1980. Since Anheuser-Busch and Labatt's local brewing agreement went into effect, Canada has become the largest market for Anheuser-Busch outside the U.S.

Missouri-based Boeing Integrated Defense Systems is an active contributor to the Canadian Forces, playing a critical role in the modernization of the Royal Canadian Air Force's CF-18 aircraft fleet in recent years. This on-going cornerstone project with Boeing IDS, valued at \$676 million, will modernize Canada's fleet of 80 CF-18 aircraft to the specifications of newer models through avionics configuration upgrades.

Top Three Canadian Employers

- ★ Dorel Industries Inc.
- ★ Ameriwood Industries
- ★ Royal Bank of Canada
- ★ RBC Insurance
- ★ Alcan Inc.
- ★ Alcan Packaging Pharmaceutical and Personal Care Inc.

State jobs supported by Canada–U.S. trade: 108,000

Missouri Trade

Exports to Canada: \$4.0 billion
 Imports from Canada: \$3.1 billion
 Bilateral trade: \$7.1 billion
 Largest export market: Canada

Missouri Tourism

Visits by Canadians: 115,900
 \$ spent: \$39 million
 Visits to Canada: 130,300
 \$ spent: \$71 million

For more information on Canada's trade with Missouri, 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.