

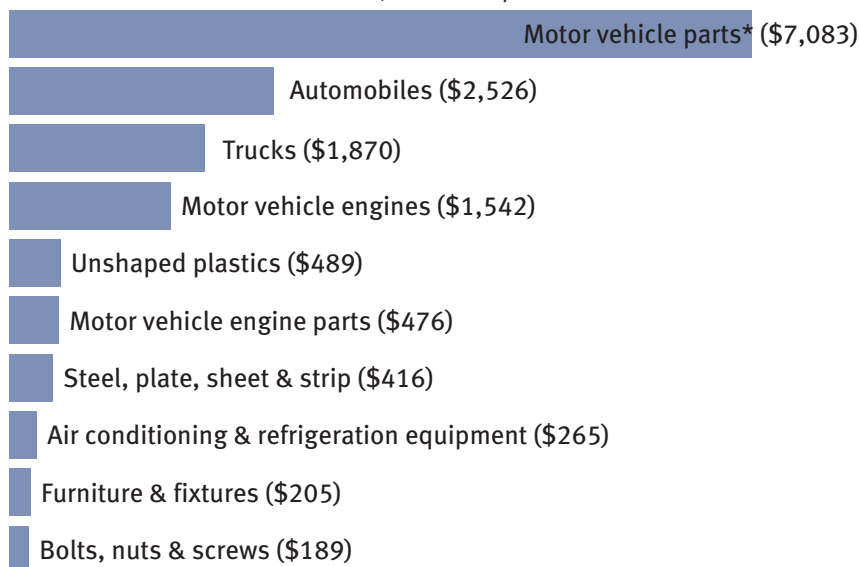
# MICHIGAN

➤➤ 174,000 Michigan 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
- Bilateral trade between Canada and Michigan generated \$70 billion in 2004, an increase of 8% from 2003

## Michigan's Leading Exports to Canada

2004, in millions of U.S. dollars

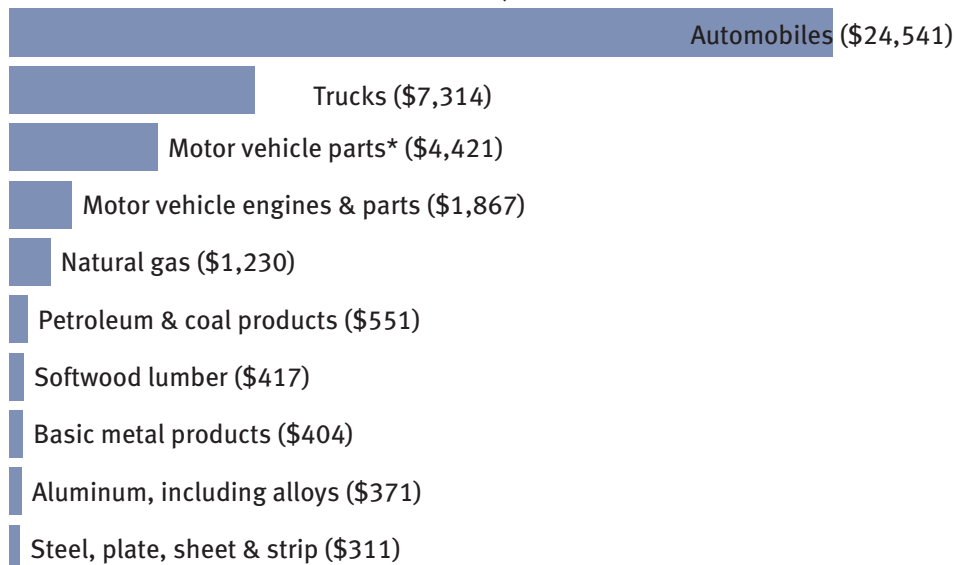


\*not including engines

**Total Michigan exports to Canada: \$21.3 billion**

## Michigan's Leading Imports from Canada

2004, in millions of U.S. dollars



\*not including engines

**Total Michigan imports from Canada: \$48.7 billion**



### Top export destination...

Michigan shares a unique trading relationship with its northern neighbor. Over 60% of the Great Lakes State's foreign trade is directed across its northern border. This relationship greatly outweighed the state's other foreign trade partnerships, accounting for more exchange than all of Michigan's other trading partners combined. Similarly, Canada traded more with Michigan than any other U.S. state, generating over \$48 billion in revenue in 2004. This mutually beneficial relationship is dominated by trade in transportation products, contributing to the strong automobile industry on either side of the border.

### Driving the economy...

Motor vehicle parts led the Great Lakes State's exports to Canada in 2004, capturing a third (33%) of Michigan's total exports north of the border. Related goods accounted for nearly half of the state's remaining exports to Canada: automobiles (12%), trucks (9%), motor vehicle engines (7%), and motor vehicle engine parts (2%). As a sector, transportation goods were the source of over half (\$13.7 billion) of Michigan's export revenue in 2004.

Similarly, Michigan's primary imports from Canada originated from the transportation sector with over half of the total incoming goods from automobiles alone (50%). Trade in trucks (15%), motor vehicle parts (9%), and motor vehicle engines & parts (4%) consumed the majority of the remaining import market. Transportation goods totaled \$38.8 billion, over three-quarters of the total Canadian goods entering the state in 2004.

### Strong support...

Metals was the 2004 runner up in bilateral trade between the Great Lakes State and its northern trading partner, contributing to a total of \$3.6 billion in two-way trade. Aluminum was the state's dominant metal import from Canada, but accounted for less than 1% (\$371 million) of Michigan's total Canadian imports.

### Energizing trade...

Cross-border flows of energy were valued at \$3 billion, or 4% of total Michigan-Canada trade in 2004. Primary energy imports from Canada included natural gas (\$1.2 billion) and petroleum and coal products (\$0.6 billion). State exports were led by crude bituminous substances worth \$1 billion.

### Next-door neighbors...

Michigan and Canada enjoy an amicable tourism partnership. 1.7 million Michiganians visited their northern neighbors in 2004, second only to travelers from New York. Canadian visits to the Great Lakes State totaled 1.1 million and generated \$166 million for Michigan.

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<b>Michigan's Merchandise Exports to Canada</b> <i>2004, in millions of U.S. dollars</i>		<b>Michigan's Merchandise Imports from Canada</b> <i>2004, in millions of U.S. dollars</i>	
Transportation	\$13,694	Transportation	\$38,787
Metals	\$1,576	Metals	\$2,042
Machinery	\$1,358	Energy	\$1,968
Chemicals	\$1,137	Forest Products	\$1,336
Energy	\$1,095	Machinery	\$1,125
Equipment	\$876	Chemicals	\$934
Household Goods	\$429	Equipment	\$719
Agriculture	\$344	Agriculture	\$525
Forest Products	\$171	Minerals	\$257
Other	\$600	Other	\$981

## Canada-Michigan Success Stories

The Canada-US-Ontario-Michigan Border Transportation Partnership is an initiative created to facilitate the safe, secure and efficient movement of people and goods across the Ontario-Michigan border as well as to promote the economy on both sides of the border. Products of the Partnership include the Binational Process—an initiative created to determine the optimum location for another Windsor-Detroit border crossing—and the coordination of border control systems such as the harmonization of Intelligent Transportation Systems and initiatives like Free and Secure Trade (FAST).

The North American automotive industry, concentrated in Ontario and Michigan, ensures that there are a multitude of opportunities for cross-border investment, and strong economic partnership between Canada and Michigan. As a result, interdependence between Canada and Michigan has developed to the extent that Canada's exports to Michigan is equal to the value of goods Canada exports to the rest of the world outside the United States.



## Top Three Canadian Employers

- ✦ Magna International Inc.
  - ★ Magna Donnelly Mirrors North America LLC
- ✦ The Thomson Company Inc.
  - ★ Gale Thomson Inc
- ✦ Canadian National Railway Company
  - ★ Grand Trunk Western Railroad Inc

State jobs supported by Canada-U.S. trade: 174,000

## Michigan Trade

Exports to Canada: \$21.3 billion  
 Imports from Canada: \$48.7 billion  
 Bilateral trade: \$70.0 billion  
 Largest export market: Canada

## Michigan Tourism

Visits by Canadians: 1,143,700  
 \$ spent: \$166 million  
 Visits to Canada: 1,722,600  
 \$ spent: \$474 million

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

### Consulate General of Canada

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501 Pennsylvania Avenue, NW • Washington, DC 20001  
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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.