

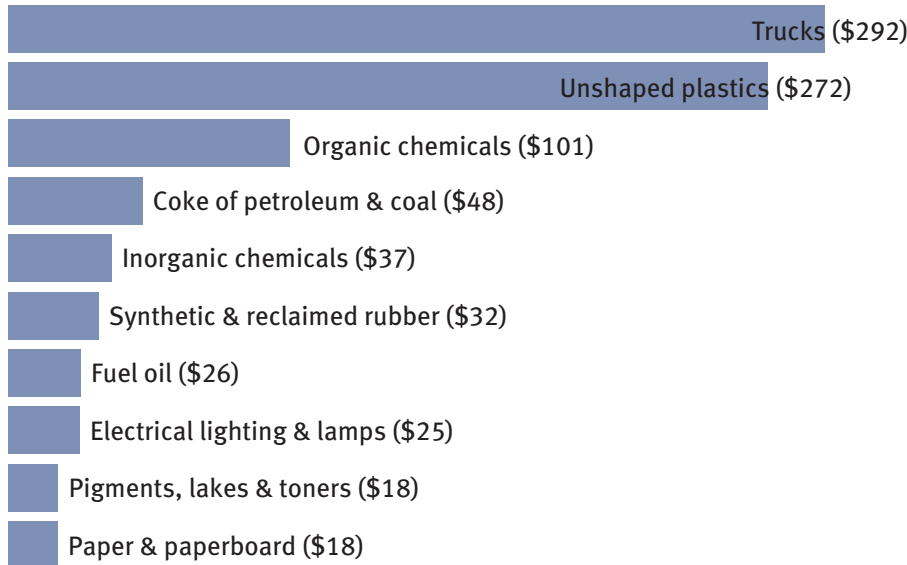
LOUISIANA

➤➤ 73,000 Louisiana 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
- Chemical sales from the state to Canada increased 34% from 2003
- Canada–Louisiana trade totaled \$2 billion in 2004—a 16% increase over the previous year

Louisiana’s Leading Exports to Canada

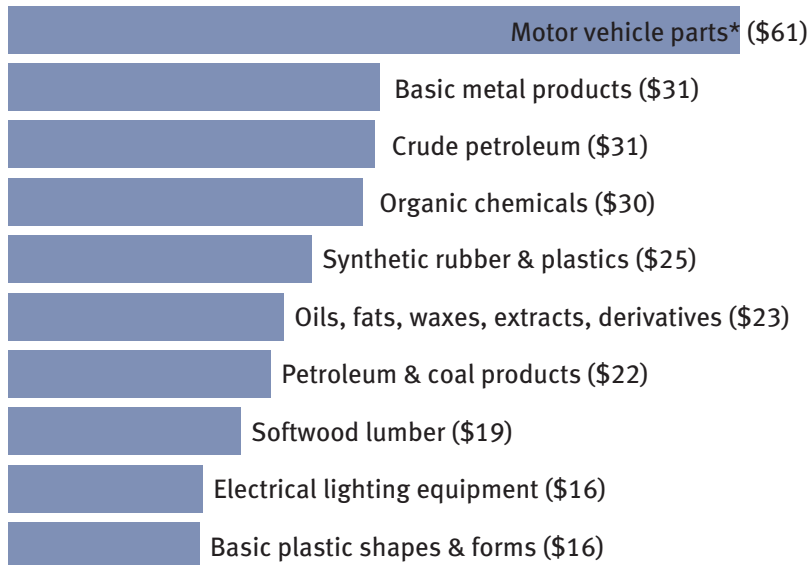
2004, in millions of U.S. dollars



Total Louisiana exports to Canada: \$1.3 billion

Louisiana’s Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Louisiana imports from Canada: \$690 million



Cross-continental trade...

Canada stayed connected to Southern markets in 2004 through its \$2 billion in two-way trade with Louisiana. Exchange between the two partners increased \$273 million—or 16%—over 2003.

Chemicals, plastics...

Greater demand helped Louisiana’s chemical exports to Canada grow by 34%, generating \$143 million more in sales than in 2003. Unshaped plastics accounted for half or \$272 million of the state’s total chemical exports to Canada. Unshaped plastics, organic chemicals, and inorganic chemicals were some of Louisiana’s top exports to Canada last year.

Chemicals, the state’s largest import sector, accounted for 22% of its total purchases from Canada last year. Louisiana imported \$28 million, or 22%, more chemicals from Canada than it did in 2003.

Truckin’ it...

Louisiana delivered \$308 million in transportation goods to its northern neighbor in 2004. Truck sales more than doubled from 2003, becoming the state’s largest individual export and bringing in a total of \$292 million.

In turn, Canada supported the Pelican State’s trucking industry with supplies of motor vehicle parts worth \$61 million, or 30% more than in 2003. The transportation sector strongly benefitted both partners with sales totaling \$395 million in 2004—an increase of 80% from the previous year.

Eager for energy...

Louisiana exported \$95 million in energy goods to its northern neighbor

while importing \$53 million worth during 2004. Canadian shipments included \$31 million in crude petroleum destined for the state's oil refineries. The Pelican State reciprocated with fuel oil (\$26 million) and lubricating oils and greases (\$11 million).

Mardi Gras madness...

Whether they enjoyed the music in Lafayette or decided to take a memorable stroll down Bourbon street, Canadians visited Louisiana over 109,000 times and spent \$72 million on tourism last year. This tourism spending by Canadians increased by \$19 million or 36% over 2003. In turn, Louisianans made almost 42,000 trips to visit Canada, spending approximately \$26 million in 2004.

July 2005



Top Three Canadian Employers

- ★ Tembec Inc.
 - ★ Tembec USA L.L.C.
- ★ Alimentation Couche-Tard Inc.
 - ★ Circle K Stores Inc.
- ★ Fairmont Hotels and Resorts Inc.
 - ★ Fairmont Hotel Management LP

State jobs supported by Canada-U.S. trade: 73,000

Louisiana's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Louisiana's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Chemicals	\$561	Chemicals	\$155
Transportation	\$308	Transportation	\$87
Energy	\$95	Equipment	\$85
Minerals	\$57	Machinery	\$77
Equipment	\$54	Forest Products	\$55
Machinery	\$53	Energy	\$53
Agriculture	\$50	Agriculture	\$50
Metals	\$29	Metals	\$45
Household Goods	\$24	Telecommunications	\$17
Other	\$72	Other	\$66

Louisiana Trade

Exports to Canada: \$1.3 billion
 Imports from Canada: \$690 million
 Bilateral trade: \$2.0 billion
 Largest export market: Japan

Louisiana Tourism

Visits by Canadians: 109,200
 \$ spent: \$72 million
 Visits to Canada: 41,700
 \$ spent: \$26 million

Canada-Louisiana Success Stories

Three times in the past decade—1994 in New Brunswick, 1999 in Louisiana and 2004 in Nova Scotia—the Congrès Mondial Acadien has reunited families and cultures sundered in the Acadian deportation of 1755–1762. Today's Cajuns in Louisiana and Acadians in Maritime Canada are rebuilding those ties through artistic, musical and literary exchanges and through tourism and economic trade that benefits both regions.

The Canadian National Railway Corporation (CNR) and Southern University have collaborated to establish the Southern University Institute for Transportation Studies (SUITS) Program in Baton Rouge. SUITS seeks to increase effectiveness and efficiency in the transportation industry and to increase number of minorities studying and pursuing careers in the transportation industry. CNR has provided \$150,000 to the program over three years.

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