

OHIO

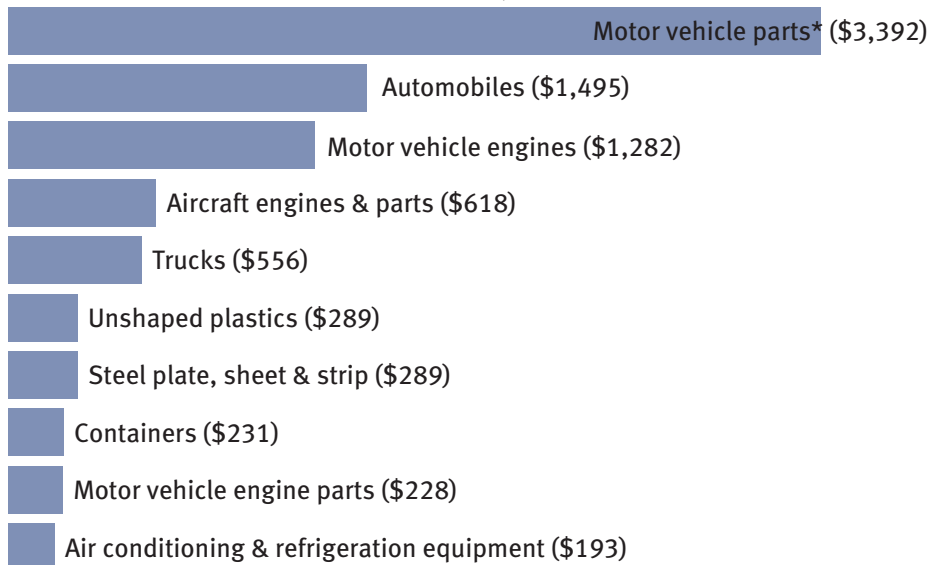
➤➤ 212,000 Ohio jobs supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Ohio–Canada trade in transportation goods grew \$675 million or 6% in 2004
- In 2004 the Buckeye State traded six times more goods with Canada than with its next largest trading partner



Ohio's Leading Exports to Canada

2004, in millions of U.S. dollars

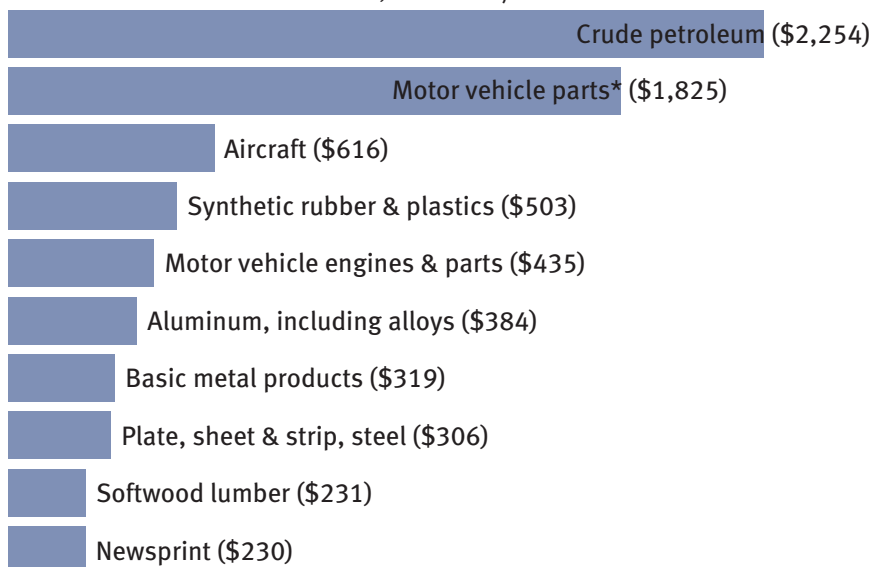


*not including engines

Total Ohio exports to Canada: \$15.5 billion

Ohio's Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Ohio imports from Canada: \$13.1 billion

A high priority partnership...

Trade between the Buckeye State and Canada generated \$28.6 billion in revenue last year. The partnership yielded \$15.5 billion for Ohio, making Canada the state's most important trading partner. In fact, Ohio sold as much to Canada as to all of its other export destinations combined. In return, the Buckeye State purchased \$13.1 billion in goods from Canada, \$2.8 billion more than in 2003.

Full speed ahead...

Transportation led the exchange, with sales totaling \$11.2 billion or 39% of total Ohio-Canada trade. In 2004, Ohio exported \$7.9 billion in transportation goods to its northern neighbor. Motor vehicle parts (excluding engines) represented the state's leading export commodity to Canada, with \$3.4 billion sold in 2004. Sales of \$1.5 billion in automobiles and \$1.3 billion in motor vehicle engines also generated valuable Buckeye revenue.

Canadian transportation goods were in high demand, with state purchases reaching \$3.3 billion in 2004. The Buckeye State bought \$1.8 billion in motor vehicle parts (excluding engines), making them the state's second largest import commodity from Canada. Ohio also purchased \$616 million in aircraft and \$435 million in motor vehicle engines and parts.

Long-lasting strength...

The strength of the metals sector allowed Ohio and its northern neighbor to conduct \$3.3 billion in bilateral trade. Metal sales to Canada generated \$1.3 billion for the state economy. Within this sector, \$289 million in steel (plate, sheet and strip) and \$121 million in aluminum (including

alloys) were sold. In return, Ohio bought \$2 billion in Canadian metal goods, including \$384 million in aluminum (including alloys) and \$319 million in basic metal products. The Buckeye State's metal purchases increased by 34% from 2003.

Liquid Gold...

Energy generated \$2.5 billion in cross-border trade, with Ohio's imports of Canadian energy accounting for 94% of total sales within the sector. The state purchased crude petroleum worth \$2.3 billion, representing 18% of Ohio's total imports from Canada. The \$137 million in energy that flowed north of the 49th Parallel included \$52 million sold in coal and \$25 million sold in fuel oil.

It's time to rock and roll...

In 2004, Canadians generated \$87 million in tourism for Ohio while making 495,300 visits to the state. Ohioans made 790,400 visits north of the border, injecting \$259 million into the Canadian economy.

June 2005

Ohio's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Ohio's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$7,940	Transportation	\$3,288
Metals	\$1,323	Energy	\$2,353
Household Goods	\$1,260	Metals	\$1,998
Chemicals	\$1,067	Chemicals	\$1,214
Machinery	\$951	Forest Products	\$905
Equipment	\$948	Equipment	\$821
Agriculture	\$438	Machinery	\$659
Telecommunications	\$301	Agriculture	\$546
Textiles	\$164	Household Goods	\$350
Other	\$1,097	Other	\$952

Canada-Ohio Success Stories

Bowling Green State University, in Northwest Ohio, is home to one of the premier Canadian Studies programs in the United States, receiving direct assistance from the State of Ohio with a mandate to enhance economic activity between Ohio and Canada. The Canadian Studies Center supports efforts by private business, and local and state economic development agencies to strengthen Ohio business ties with Canada. Major program components of education, research, economic development, and public policy provide valuable information and offer opportunities to the business community. The Canadian Studies Center is a vital resource for Ohio business and has fostered growing sales in the Canadian market as well as encouraging Canadian firms to establish branches in Ohio.

Magna International, one of the world's largest manufacturers of automotive parts, has made several recent investments in Ohio. These developments include a \$12.8 million, 200-employee facility in Lordstown, Ohio that will supply seating for the General Motors Cobalt vehicle.



Top Three Canadian Employers

- ✦ Extindicare Inc
 - ★ Extindicare Facilities Inc
- ✦ Weston, George Limited
 - ★ Interbake Foods Inc
- ✦ The Thomson Company Inc
 - ★ Thomson Learning Inc

State jobs supported by Canada-U.S. trade: 212,000

Ohio Trade

Exports to Canada:	\$15.5 billion
Imports from Canada:	\$13.1 billion
Bilateral trade:	\$28.6 billion
Largest export market:	Canada

Ohio Tourism

Visits by Canadians:	495,300
\$ spent:	\$87 million
Visits to Canada:	790,400
\$ spent:	\$259 million

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