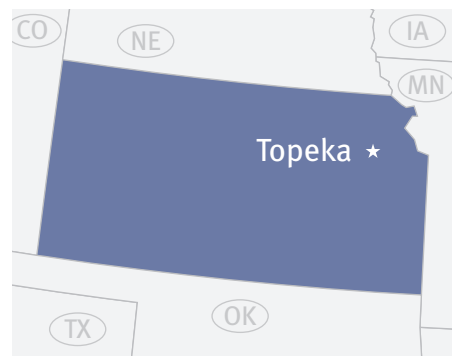


KANSAS

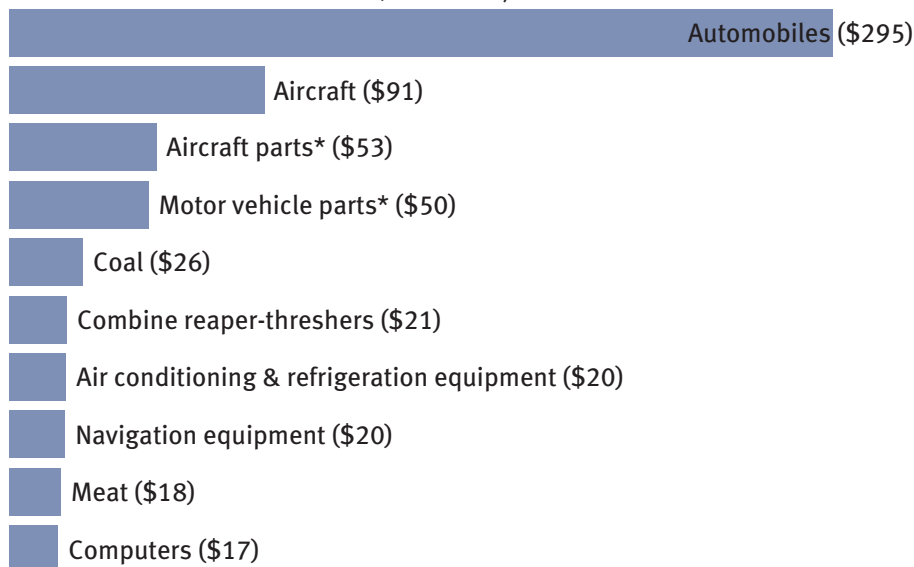
➤➤ 51,000 Kansas jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Kansas’ total exports to Canada increased 31% in 2004 over the previous year
- Bilateral trade between Canada and Kansas totaled \$2.8 billion in 2004



Kansas’ Leading Exports to Canada

2004, in millions of U.S. dollars

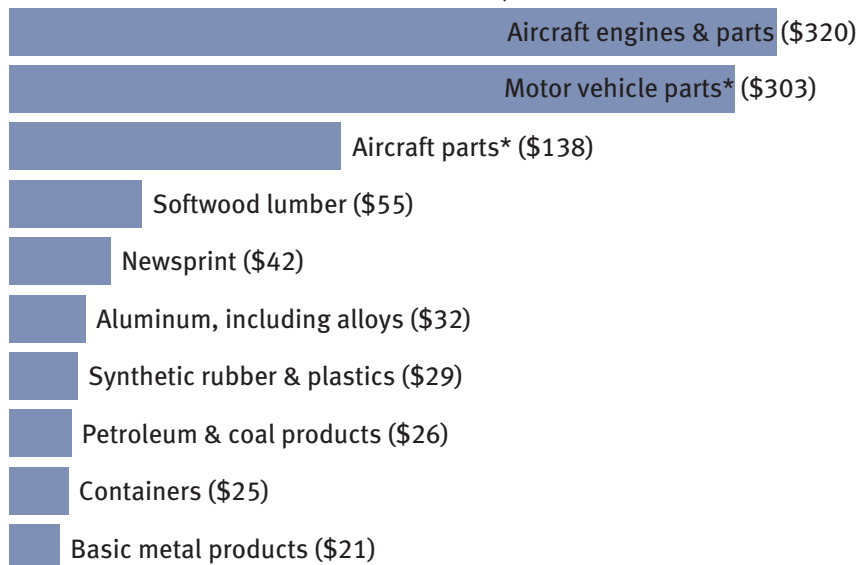


*not including engines

Total Kansas exports to Canada: \$1.24 billion

Kansas’ Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Kansas imports from Canada: \$1.57 billion

In the middle of it all...

Kansas’ location at the geographical center of the United States makes it a powerful trading partner. Canada was once again the top export market for Kansan goods, with almost 27% of all exports sent there in 2004. Kansas sold more products to Canada in 2004 than to its next three largest export destinations (Mexico, the United Kingdom, and China) combined.

Partners in production...

The Canada-Kansas relationship proved invaluable in 2004 when it came to the transportation sector. The Sunflower State depended heavily upon its northern neighbor for supplies to manufacture automobiles and aircraft. Kansas spent over \$790 million in 2004 on transportation goods such as aircraft and motor vehicle parts and engines. These products represented Canada’s largest export to Kansas, bringing in more revenue than the rest of Canada’s exports to Kansas combined.

In exchange, Kansas manufactured the Canadian parts and turned them into finished goods, ready for sale back to its northern partner. Automobiles and aircraft were the top two exports to Canada in 2004, accounting for 31% of all exports and bringing in over \$380 million in revenue to the state. In fact, sales of transportation goods to Canada doubled from 2003, resulting in \$274 million of additional revenue during 2004.

Midwestern machines...

In 2004, the Sunflower State sold 12% of its total exports to its northern neighbor in the form of machines. Agricultural machinery such as haying and harvesting machines and combine reaper-threshers led this sector.

Overall, revenue from machinery sold to Canada contributed \$146 million to the state's economy in 2004.

Timber for tools...

Canada supported its Midwestern neighbor with sales of \$151 million worth of forest products in 2004. Purchases of forest products, including softwood lumber and newsprint, increased 41% over the previous year.

In return, Kansas made sure to keep its northern ally equipped with plenty of tools and air conditioning equipment in 2004, bringing in a total of \$123 million.

Home on the Range...

A number of Canadians explored the legacy of the western frontier in 2004, spending about \$8 million while visiting Kansas over 36,000 times. The World Next Door held considerable allure for Kansans, who spent almost five times as much (\$36 million) visiting Canada.

June 2005

Kansas' Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Kansas' Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$561	Transportation	\$791
Machinery	\$146	Forest Products	\$151
Equipment	\$123	Metals	\$86
Agriculture	\$76	Machinery	\$85
Household Goods	\$51	Chemicals	\$78
Metals	\$51	Equipment	\$77
Chemicals	\$51	Agriculture	\$68
Telecommunications	\$50	Telecommunications	\$62
Energy	\$45	Energy	\$37
Other	\$82	Other	\$131

Canada–Kansas Success Stories

Learjet Inc., an aviation manufacturer based in Wichita, Kansas, is owned by a Canadian company. Bombardier Inc., a global transportation corporation headquartered in Montreal, employs over 26,000 people worldwide and brought in revenues totaling \$15.8 billion in 2004. Bombardier purchased the Lear Jet Corporation of Kansas in 1990. Since then, Bombardier Aerospace Learjet in Wichita has been responsible for the final assembly, fitting, test, and flight certification of aircraft that arrive from Ireland and Canada. The jets are then sold to a number of international buyers on five continents, concentrated mostly in North America and Europe.

Spirit Aerosystems Inc., successor to Boeing's commercial facility in Wichita, is owned by Onex Corporation of Canada. The plant, purchased by Onex in 2005, is one of Wichita's and Kansas' largest manufacturing facilities. Onex has announced plans to invest over \$1 billion to expand Spirit Aerosystems' ability to compete for manufacturing contracts from all major aircraft companies, including Boeing and Bombardier.



Top Three Canadian Employers

- ✦ Bombardier Inc.
 - ★ Learjet Inc.
- ✦ Masonite International Corporation
 - ★ Masonite Holdings Inc.
- ✦ Menu Foods Corporation
 - ★ Menu Foods Midwest Corporation

State jobs supported by Canada–U.S. trade: 51,000

Kansas Trade

Exports to Canada: \$1.2 billion
 Imports from Canada: \$1.6 billion
 Bilateral trade: \$2.8 billion
 Largest export market: Canada

Kansas Tourism

Visits by Canadians: 36,100
 \$ spent: \$8 million
 Visits to Canada: 56,700
 \$ spent: \$36 million

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