

INDIANA

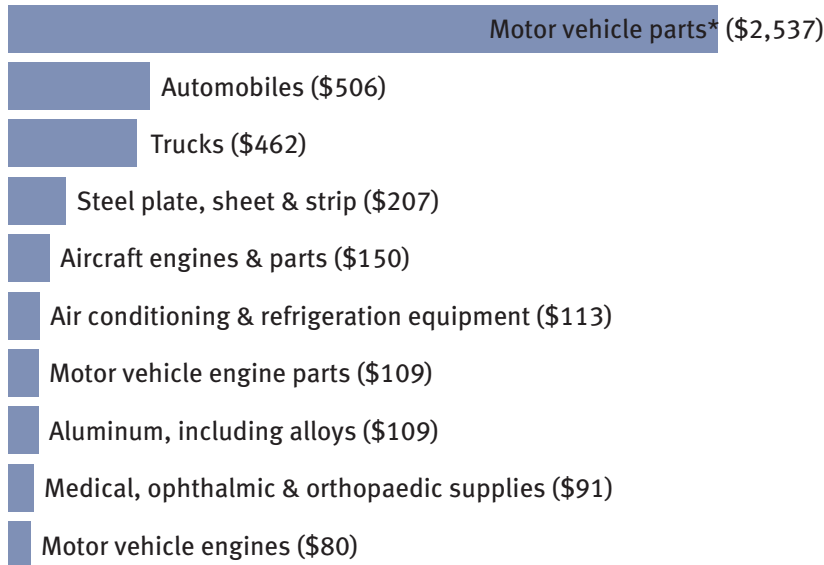
➤➤ 112,000 Indiana jobs supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Trade worth \$36 million occurred daily last year between Indiana and Canada
- In 2004, Indiana sold over three times more exports to Canada than to Mexico, the state’s next largest trading partner



Indiana’s Leading Exports to Canada

2004, in millions of U.S. dollars

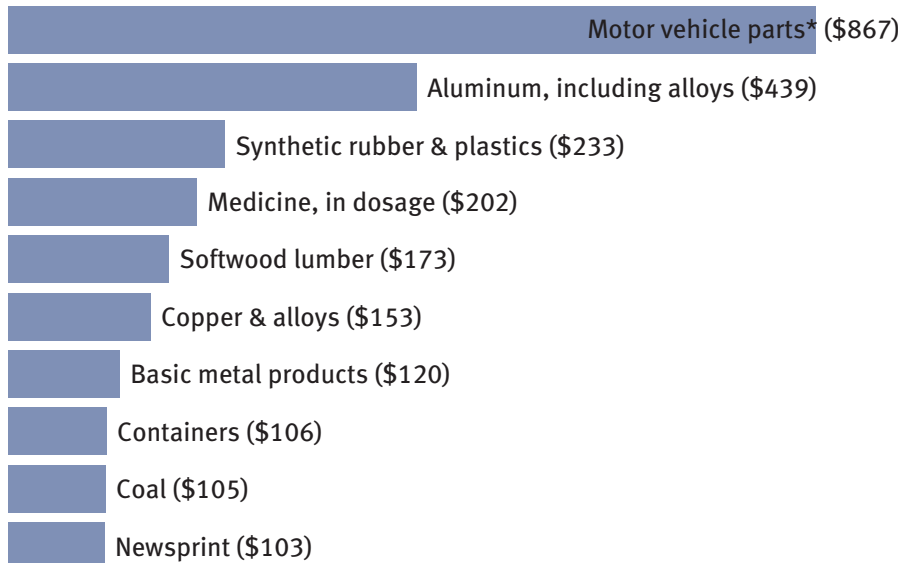


*not including engines

Total Indiana exports to Canada: \$8.1 billion

Indiana’s Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Indiana imports from Canada: \$5.0 billion

Top dollar...

Canada was Indiana’s largest trading partner in 2004, receiving 45% of the state’s total exports. The \$8.1 billion worth of goods that Indiana sent north of the border amounted to more than all sales made to the state’s next 13 largest export destinations combined. In exchange, the Hoosier state purchased \$5.0 billion in Canadian products. Bilateral trade valued at \$13.1 billion represented a 16% increase from 2003.

Planes, trains and automobiles...

Transportation was the dominant sector in 2004 with \$5.7 billion in total sales—an increase of 18% from 2003. Transportation goods accounted for over half of Indiana’s exports to Canada. With sales of \$2.5 billion, motor vehicle parts (excluding engines) were the state’s largest export commodity. \$506 million in automobiles and \$462 million in trucks followed closely as the second and third most profitable exports. Aircraft-related goods were also a valuable source of revenue for the state, with sales totaling \$165 million. In contrast, \$1.1 billion in Canadian-made transportation goods flowed south last year. Motor vehicle parts (excluding engines) generated \$867 million, dominating Canadian sales to the Hoosiers.

Forging ties...

The metals sector was an integral part of the Indiana-Canada trade relationship, bringing in \$2 billion in revenue in 2004. Sales of \$207 million in steel (plate, sheet and strip) and \$109 million in aluminum (including alloys) led Indiana’s metals exports to Canada. Canadian metal sales accounted for 23% of the total goods that headed south to Indiana last year.

Canadian aluminum (including alloys) dominated Indiana's metals purchases, with sales totaling \$439 million. The state's metals purchases increased 30% or \$263 million from 2003.

Making life easier...

Indiana sold \$674 million in equipment to the Canadians last year, including \$113 million in air conditioning and refrigeration equipment. In exchange, Canada sold the Hoosiers equipment valued at \$412 million, including \$101 million in heating and refrigeration equipment, and \$97 million in electrical lighting equipment.

Hoosier hospitality...

The Indiana-Canada partnership grew by leaps and bounds in 2004. While the total number of travelers crossing the border decreased from 2003, sales were remarkable. 201,000 visits by Canadians contributed \$42 million to Indiana's economy, an increase of 50% from last year. In exchange, visits by Hoosiers generated \$112 million for Canada, 33% more revenue than they generated in 2003.

June 2005



Top Three Canadian Employers

- ✦ Extendicare Inc.
 - ★ *Extendicare Facilities Inc.*
- ✦ Cinram International Inc.
 - ★ *Cinram Inc.*
- ✦ Masonite International Corporation
 - ★ *Mohawk Flush Doors Inc.*

State jobs supported by Canada-U.S. trade: 112,000

Indiana's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Indiana's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Transportation	\$4,598	Metals	\$1,150
Metals	\$815	Transportation	\$1,091
Equipment	\$674	Forest Products	\$539
Machinery	\$554	Chemicals	\$494
Chemicals	\$372	Equipment	\$412
Household Goods	\$268	Machinery	\$288
Telecommunications	\$188	Pharmaceuticals	\$212
Pharmaceuticals	\$157	Agriculture	\$196
Agriculture	\$128	Energy	\$154
Other	\$353	Other	\$506

Indiana Trade

Exports to Canada: \$8.1 billion
 Imports from Canada: \$5.0 billion
 Bilateral trade: \$13.1 billion
 Largest export market: Canada

Indiana Tourism

Visits by Canadians: 201,000
 \$ spent: \$42 million
 Visits to Canada: 205,700
 \$ spent: \$112 million

Canada-Indiana Success Stories

Martinrea, a metal forming and fluid management company headquartered in Vaughn, Ontario purchased the former Oxford Automotive plant in Corydon, Indiana in February, 2005. Martinrea employs more than 3,000 worldwide, including 300 at the Corydon site.

In the 1920's, Indianapolis-based Eli Lilly and Company began a research project in collaboration with Canadian physicians, Doctors Frederick Banting and Charles Best that would eventually produce the world's first available insulin to treat diabetes. This led to the establishment of Eli Lilly Canada in 1938.

In 2000, Georgetown, Ontario-based Olon Industries acquired EuroDrawer of Washington, Indiana to be closer to some of its important customers. It has since found southwestern Indiana a good place to grow as it can easily move goods to customers throughout the nation. Olon has continued its investment in Indiana and will double its employment this year to 35 in the state.

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