

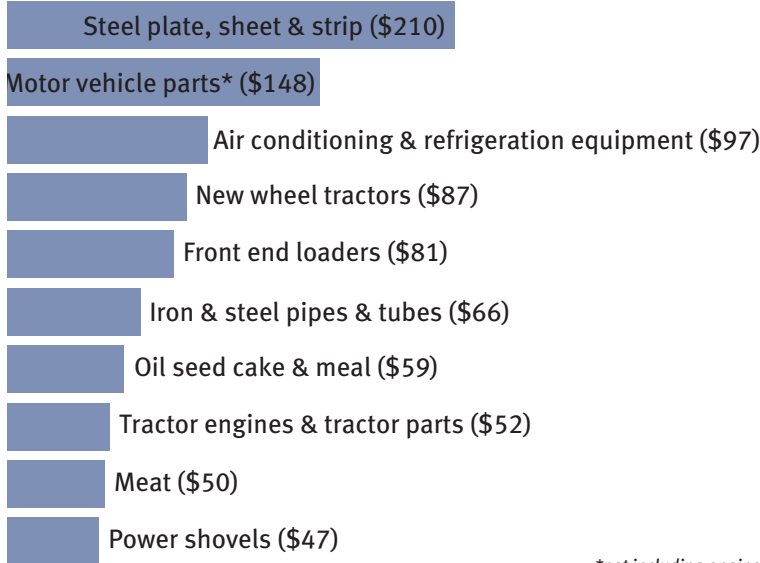
# IOWA

- ▶▶ Canada–U.S. trade supported 5.2 million U.S. jobs
- ▶ Total Canada–U.S. merchandise trade: \$461 billion
- ▶ Canada–Iowa trade supported 55,000 U.S. jobs
- ▶ Canadians made more than 92,800 visits to Iowa, spending \$19 million.
- ▶ Iowa residents made 108,800 visits to Canada, spending \$67 million.



## Iowa's Leading Exports to Canada

2005, in millions of U.S. dollars

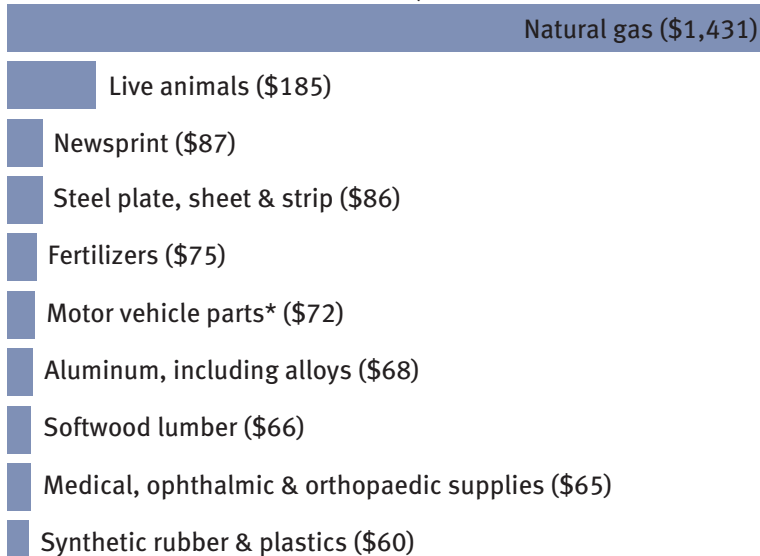


\*not including engines

**Total Iowa exports to Canada: \$2.5 billion**

## Iowa's Leading Imports from Canada

2005, in millions of U.S. dollars



\*not including engines

**Total Iowa imports from Canada: \$3.4 billion**

## Number one in Iowa

Canada was Iowa's principal trading partner in 2005, purchasing more goods than the state's next five foreign markets—Mexico, Japan, Germany, United Kingdom and France—combined. Iowa exported \$2.5 billion in merchandise to its NAFTA partner, more than one-third of the state's export total for the year and imported \$3.4 billion worth. Iowa-Canada trade in merchandise grew to \$5.9 billion, an increase of 18% from the previous year.

## Filling up the tank

The energy sector generated the largest volume of bilateral sales, totaling \$1.5 billion, up 25% from 2004. Iowa imported \$1.4 billion worth of clean burning natural gas from its northern neighbor and \$24 million in petroleum and coal products. Iowa provided Canada with \$2 million in lubricating oils and greases.

## Mighty machines

Iowa's leading export sector was machinery as befitting a state well-known for its agricultural and industrial machines. Iowa delivered \$660 million in heavy machinery to Canada, including large sales of new wheel tractors (\$87 million) and front end loaders (\$81 million). The Hawkeye State also imported \$195 million in machines from Canada, with a top purchase of materials handling machines and equipment (includes winches, jacks, hoists, cranes derricks and others) valued at \$31 million.

## Trade built to last with metals

Iowa's second largest export sector was metals, which grew at a sharp rate of 30% in 2004 reaching \$422 million. The Hawkeye State supplied Canada with \$210 million worth of steel plate, sheet and strip and \$66 million in iron and steel pipes and tubes. Canada sent a total of \$250 million in metal goods across the 49<sup>th</sup> Parallel.

## The roots of growth

The agriculture sector generated \$712 million in revenue for the partners. Iowa bought \$404 million worth of agriculture products from its northern neighbor; including \$185 million in live animals, which were bound for Iowa feedlots and meatpacking plants. In return, Canadians bought \$308 million in foods and

## Iowa-Canada Facts at a Glance:



### Top Canadian Employers

- ✦ Canadian National Railway Company
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- ✦ Magna International Inc.
  - ★ *Dieomatic Incorporated, Intier Automotive Seating Systems*
- ✦ Quebecor Inc.
  - ★ *Quebecor World (USA) Inc., Quebecor Printing Inc.*
- ✦ Celestica Inc.
  - ★ *Celestica Corporation*
- ✦ IPSCO Inc.
  - ★ *IPSCO Steel Inc., IPSCO Tubulars Inc.*

State jobs supported by Canada-U.S. trade: 55,000

### Iowa Trade

Exports to Canada:	\$2.5 billion
Imports from Canada:	\$3.4 billion
Bilateral trade:	\$5.9 billion
Largest export market:	Canada

### Iowa Tourism

Visits by Canadians:	92,800
\$ spent:	\$19 million
Visits to Canada:	108,800
\$ spent:	\$67 million

crops from Iowa's agriculture heartland, including \$59 million in oil seed cake and meal.

### Hawkeye hospitality

From historic sites to the bridges of Madison County or retracing the footsteps of Lewis and Clark, Canadians made 92,800 visits to Iowa in 2005 and spent \$19 million. Iowans also traveled northward, making 108,800 visits and spending \$67 million in Canada. ✦

## Canada-Iowa Success Stories

What do Belle Plaine, Montezuma, Traer, Victor and Williamsburg have in common? All are cities in Iowa where Magna International, a major Canadian auto parts manufacturer, has opened production facilities. Magna's investment in Iowa has created well paying jobs for Iowans, contributed to the economic well being of the communities and reinforced Canada as Iowa's primary trading partner.

The Canada - US agricultural sector has become much more integrated with the passage of NAFTA. Iowa's hog industry is a prime example. In 2005, the state imported about 3.1 million in live hogs from Canada worth \$161 million. This means millions of weaner, feeder and slaughter pigs are shipped in from Canada, fed and processed in Iowa. Pork is then sold to markets around the world, including Canada where Iowa sent \$60 million worth of pork. The result is a more efficient, competitive North American industry that benefits both the Iowa and Canadian economies. ✦

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Sources: Merchandise trade and tourism figures are from *Statistics Canada*, converted at the rate of US\$1.00=C\$1.2116. Merchandise trade is customs-based for the year 2005. 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.

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

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