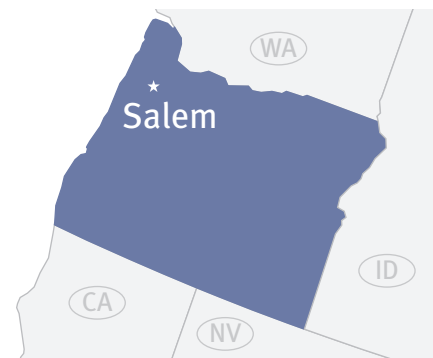


OREGON

► Canada–U.S. trade supported 5.2 million U.S. jobs

- Total Canada–U.S. merchandise trade: \$461 billion
- Canada–Oregon trade supported 63,000 U.S. jobs
- Canadians made more than 360,800 visits to Oregon, spending \$79 million.
- Oregon residents made 264,600 visits to Canada, spending \$121 million.



Oregon's Leading Exports to Canada

2005, in millions of U.S. dollars

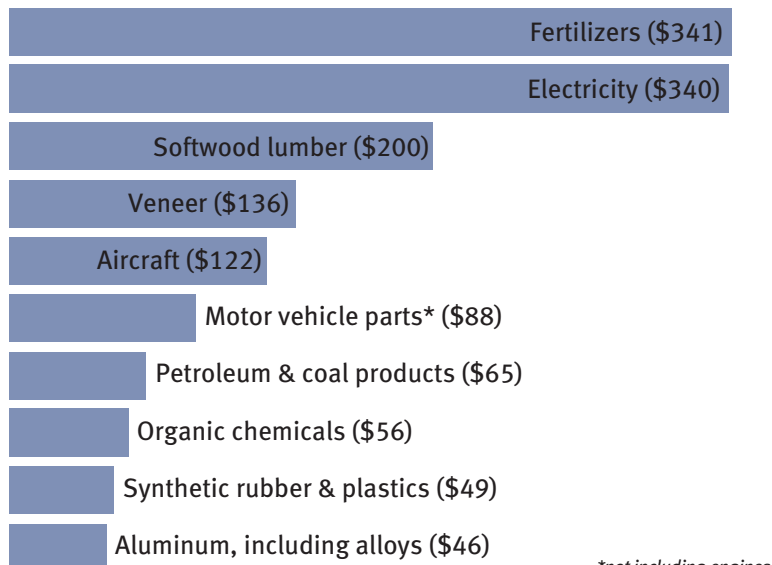


*not including engines

Total Oregon exports to Canada: \$2.2 billion

Oregon's Leading Imports from Canada

2005, in millions of U.S. dollars



*not including engines

Total Oregon imports from Canada: \$2.9 billion

Varied economic sectors...

Oregon has a diverse economy which translates to an eclectic mix of trade. The Oregon–Canada market grew in 2005, with bilateral sales in excess of \$5 billion, an increase of 24% from the previous year. Canada maintained its position as Oregon's principal trading partner. The state exported \$2.2 billion in merchandise goods to its northern neighbor—\$1 billion more than to its next closest foreign market. Oregon in turn imported \$2.9 billion of Canadian goods, the bulk of which came in the form of forest products, chemicals and energy.

Oregon helps Canada export...

While Oregon sent trucks, its largest export commodity, north Canada shipped \$341 million in fertilizers south to Oregon. Most of this was Canadian potash transhipped through the Port of Portland to the Asia Pacific market. These shipments have shown a remarkable upswing of 59% over the previous year, highlighting the importance of this transportation connection to Canada. In return the state delivered a wide variety of foods and beverages worth \$185 million to its northern neighbor, including fish and seafood, nuts, tea and oils.

Lights please!

Canadian energy helped light up Portland skies in 2005. The state purchased \$340 million worth of electricity, a staggering increase of more than 200% from 2004. Oregon supplied Canada with \$50 million in lubricating oils and greases in return.

The Oregon–Canada energy relationship strengthened in 2005. While state imports increased by \$122 million, its energy exports to Canada grew by 31%. Cross border trade in energy was profitable to both partners and energy products consistently appeared as some of their most traded commodities.

And a variety of other products.

Oregon sold significant numbers of computers and home furnishings to Canadian consumers—nearly \$26 million worth of each. In the southbound direction, Oregonians desired Canadian softwood lumber (\$200 million) and veneers (\$136 million) for home construction. State industries also made use of Canadian organic chemicals (\$56 million), synthetic rubber & plastics (\$49 million) and aluminum, including alloys (\$46 million).

Oregon–Canada Facts at a Glance:



Top Canadian Employers

- 🍁 Onex Partners L.P.
 - ★ *American Medical Response Inc*
- 🍁 Extencicare Inc.
 - ★ *Extencicare Facilities Inc.*
- 🍁 Alimentation Couche-Tard Inc.
 - ★ *Circle K Stores Inc.*
- 🍁 ATS Automation Tooling Systems Inc.
 - ★ *ATS Systems Oregon*
- 🍁 International Forest Products Limited
 - ★ *Interfor Pacific Inc.*

State jobs supported by Canada–U.S. trade: 63,000

Oregon Trade

Exports to Canada: \$2.2 billion
Imports from Canada: \$2.9 billion
Bilateral trade: \$5.1 billion
Largest export market: Canada

Oregon Tourism

Visits by Canadians: 360,800
\$ spent: \$79 million
Visits to Canada: 264,600
\$ spent: \$121 million

Trailblazing travelers...

From craggy coastlines to sand dunes, deserts and majestic Mount Bachelor, Canadians made 360,800 visits to Oregon in 2005 and spent \$79 million enjoying the state's scenic wonders. Oregonians also traveled north, visiting Canada 264,600 times and spending \$121 million around the country. 🍁

Canada–Oregon Success Stories

With growing trade internationally and between NAFTA countries in particular, land transportation is critical. The State of Oregon, with strong connections to Canada, is well positioned to take advantage of this growing trend. Freightliner Trucks and Greenbrier are both located in Oregon. Both companies have investments in Canada and both buy Canadian parts for their manufacturing processes. Freightliner holds a substantial portion of the heavy truck market in North America and Greenbrier, with its TrentonWorks plant in Nova Scotia, is among the market leaders in the manufacture of rail cars serving all of North America. Through its Western Star line of trucks, Freightliner continues to import supplies from manufacturers in western Canada. In turn, it sends hundreds of trucks north to work in the oil sands and aid western Canada's booming economy.

In addition to these manufacturing giants, ESCO Corporation, a company that manufactures engineered metals parts and components for industrial machinery has six manufacturing plants in Canada, including at least one in each of the four western provinces. Furthermore, the fork lift manufacturer Cascade owns a plant in Guelph, Ontario.

Energy is another strong connection between Canada and Oregon and not surprisingly two of Canada's largest energy companies have offices in the state. TransCanada purchased the assets of Gas Transmission Northwest in 2004 and immediately established an office in Portland. TransAlta, with its large generating capability in southern Washington, uses Portland as its sales center. 🍁

July 2006

Sources: Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.2116. Merchandise trade data 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 Oregon, please contact:

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