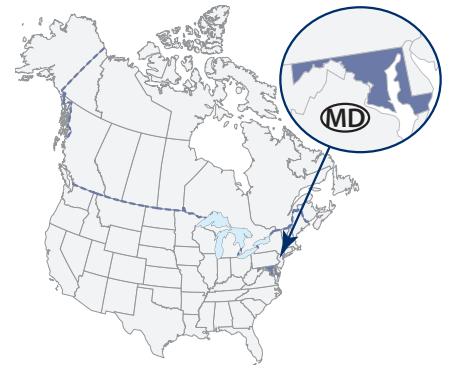


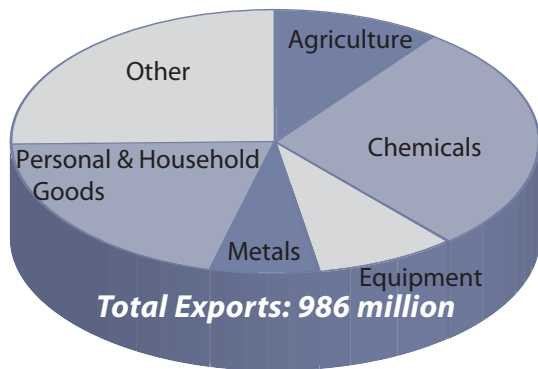
MARYLAND



- ✦ Canada–U.S. trade supported 7.1 million U.S. jobs
- ✦ Total Canada–U.S. merchandise trade: \$535 billion
- ✦ 140,250 Maryland jobs are supported by Canada–U.S. trade
- ✦ Canada is Maryland’s largest foreign export market
- ✦ Canadians made 251,000 visits to Maryland, spending \$67 million
- ✦ Maryland residents made 171,000 visits to Canada, spending \$117 million

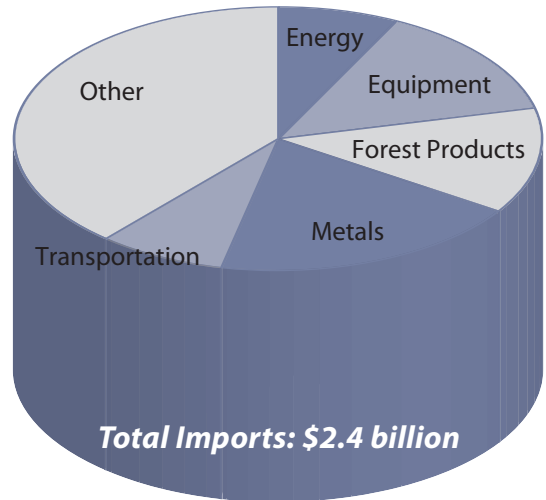
Maryland’s Exports to Canada

2007, in millions of U.S. dollars



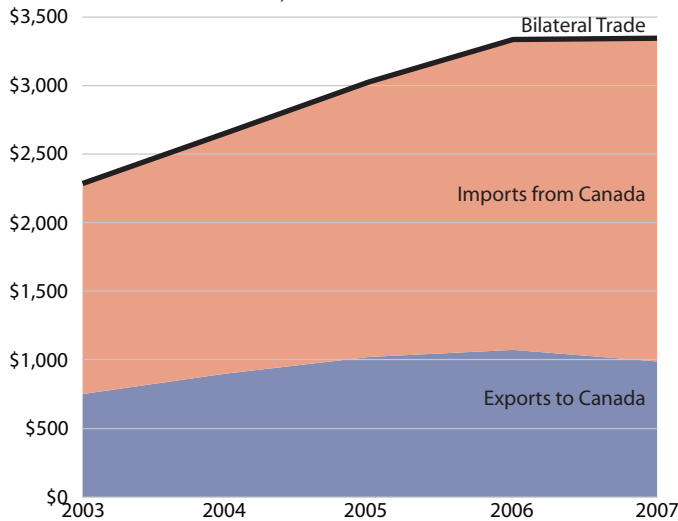
Maryland’s Imports from Canada

2007, in millions of U.S. dollars



Maryland–Canada Bilateral Trade

2003–2007, in millions of U.S. dollars



A Close Relationship

Canada was Maryland’s most important foreign trade partner in 2007, purchasing 16% of the state’s worldwide goods. In fact, Maryland sold more goods to Canada than to Egypt and the United Kingdom — its next largest export markets — combined. During this period, state imports from its northern NAFTA partner climbed to \$2.4 billion, a 4% increase from the previous year. Bilateral trade totaled \$3.3 billion, and merchandise trade was valued at \$9 million on an average day.

Chemical reactions

In 2007, chemicals accounted for 28% of Maryland’s exports to Canada. The Old Line State supplied its neighbor with \$279 million in chemicals and chemical products. Canadians purchased a wide range on Maryland-produced chemicals, including unshaped plastics (\$146 million), inorganic chemicals (\$24 million), pigments, lakes and toners (\$19 million) and

Tourism

Visits to Maryland by Canadians: 251,000
 \$ spent: \$67 million
 Maryland visits to Canada: 171,000
 \$ spent: \$117 million

Jobs

Maryland jobs supported by
 Canada–U.S. trade 140,250

Merchandise Trade

Exports to Canada: \$986 million
 Imports from Canada: \$2.4 billion
 Bilateral trade: \$3.3 billion
 Largest export market: Canada

Maryland's Leading Exports to Canada

2007, in millions of U.S. dollars

Chemicals (28% of total exports)	\$279
Unshaped plastics	\$146
Other chemical products	\$62
Inorganic chemicals	\$24
Personal & Household Goods (21% of total exports)	\$204
Books & pamphlets	\$107
Medicine, in dosage	\$24
Other personal & household goods	\$16
Agriculture (10% of total exports)	\$102
Other foods & materials for food	\$32
Other meat & meat preparations	\$15
Nuts, except oil nuts	\$14

Maryland's Leading Imports from Canada

2007, in millions of U.S. dollars

Metals (19% of total imports)	\$453
Aluminum, including alloys	\$200
Iron ores	\$111
Zinc & zinc alloys	\$37
Equipment (14% of total imports)	\$327
Other equipment & tools	\$164
Electrical lighting equipment	\$50
Office machines & equipment	\$33
Forest Products (13% of total imports)	\$307
Softwood lumber	\$140
Newsprint	\$60
Other wood fabricated materials	\$48

more. In return, the state also looked to Canadian chemical manufacturers, purchasing \$150 million worth, led by basic plastic shapes and forms.

An integrated market in forest products

In 2007, Maryland and Canada exchanged \$319 million in forest products. The state relied on Canada's vast forests for softwood lumber and newsprint — shipments valued at \$140 million and \$60 million, respectively. In return, Maryland supplied Canada with a variety of paper and wood products totaling \$12 million; and books and pamphlets valued at \$107 million.

Iron-clad ties

Maryland's rapidly-growing metals sector replaced forest products as the state's leading import sector from Canada. The state purchased \$453 million in Canadian metals and metal products, an increase of 17% from the previous year. In fact, Maryland's number one import commodity in 2007 was aluminum, including alloys, worth \$200 million. Shipments of iron ores followed, accounting for another \$111 million.

Walking the Appalachian Trail

From the Allegheny mountains of western Maryland to Ocean City on the eastern shore, Canadians made 251,000 visits to Maryland in 2007, spending \$67 million while there. In return, Maryland residents made 171,000 visits to Canada and spent \$117 million.

Canada–Maryland Success Stories

Canada is the largest foreign recipient of research grants from the **National Institutes of Health** (NIH), one of the world's largest medical research centers, and the Federal focal point for medical research in the United States. The NIH is based in Bethesda, Maryland. In 2006, NIH funding on projects with a Canadian component was over \$60 million, representing 20% of NIH funding for projects with a foreign component.

In February 2008, **McCormick & Company** (Sparks, MD) acquired **Billy Bee Honey Products Ltd** (Toronto, ON), Canada's largest honey business. The acquisition continues

a long history of investment in Canada by McCormick, one of the world's largest producers of spices, seasonings and flavorings. In 2002, McCormick opened a new manufacturing plant in London, Ontario, creating hundreds of jobs. The manufacturing facility has thrived in recent years, and now exports 20% of its production to the United States.

June 2008

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

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Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.0749. Merchandise trade is based on total exports and imports for the year 2007. Job numbers are based on 2005 data from a 2006 study 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.