

SPECIAL MESSAGE FOR THE US MIDWEST



Canadian sales mean industrial jobs for the Midwest. Anyone under the impression that US exports to Canada are primarily agricultural would obviously underestimate the impact of the trade on industrial jobs, because per-man productivity on the farm is exponentially higher than per-man production in a manufacturing plant.

Combining the jobs supported by industry category provides another interesting perspective.

	Exports to Canada by Industry (in billions)	Jobs Supported
Motor vehicles and parts	\$1.267	50,680
Industrial and construction machinery	\$.843	33,720
Farm machinery	\$.741	29,640

More jobs are tied to fabrication before export and to semi-finished goods. In some key industries, export figures are understated because of the form in which goods cross the border. Primary iron and steel are a perfect example. Illinois and Indiana's combined iron and steel exports to Canada in 1977 were worth about \$48 million (1,920 Gary-area jobs). But for every dollar's worth of direct export, it is estimated that an additional four dollars' worth of iron and steel bars, rods, plates, sheets, strips, pipes, tubes, wire, wire rope and other alloys were used in the fabrication of other products or product components before export.

The same is true for industries that export semi-finished goods and components for assembly. The number of people whose jobs are supported by exports is difficult to determine because their output can't be tracked.