

### **\$3.3 billion in sales to Canada come from Illinois and Indiana alone.**

There are two interesting surprises in United States-Canada trade figures. The first is that of the \$30 billion in US exports to Canada in 1977, nearly 20 per cent originated in eight primarily agricultural states: Illinois, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska and Wisconsin. The second is that the big-ticket export contributions of those states were industrial, not agricultural, products.

Illinois and Indiana, for example, together had export sales to Canada in 1977 of \$3.3 billion, yet their combined corn sales represented only \$6.1 million of that total. Illinois, which was originally put on the export map by its soybeans, sold soybeans worth \$24 million to Canada in 1977, compared with chemical products worth \$88 million, telecommunications equipment worth \$123 million, motor vehicle engines and parts worth \$193 million, farm machinery worth \$314 million, and industrial and construction machinery and equipment worth \$372 million. Indiana exported more than \$500 million worth of auto parts, not counting engines, to Canada last year. Its automotive exports to Canada totalled \$753 million; this from a state few associate with the auto industry.

Since the bulk of midwestern exports to Canada are industrial, it is interesting to look at them in terms of the manufacturing jobs they support. The rule of thumb is that it takes 40,000 workers to produce \$1 billion in manufactured goods. To the left are 1977 Canadian-export figures for the eight states under discussion and the number of jobs those exports support.

	Exports to Canada (in billions)	Jobs Supported
Illinois	\$1.953	78,120
Indiana	\$1.417	56,680
Iowa	\$ .518	20,720
Kansas	\$ .150	6,000
Kentucky	\$ .257	10,320
Missouri	\$ .293	11,720
Nebraska	\$ .089	3,560
Wisconsin	\$ .792	31,680
<b>TOTAL</b>	<b>\$5.469</b>	<b>218,800</b>

The 78,120 Illinois workers employed in manufacturing goods for export to Canada equal the population of the city of Joliet. The 166,480 jobs created by Canadian customers in the three states served by the Port of Chicago — Illinois, Indiana and Wisconsin — are almost enough to employ the population of Wisconsin's capital city, Madison.

Wisconsin, America's dairyland, sold \$2.3 million worth of dairy products to Canada in 1977, compared with \$131 million worth of farm machinery, \$145 million of motor vehicles and parts, and \$180 million of industrial and construction equipment.

Iowa, with total 1977 exports to Canada of \$517.6 million, accounted for more than 20 per cent of that figure just with wheel tractors (\$104 million), and for another 14 per cent (\$72 million) with other farm machinery.

Naturally, the farther you go from Lake Michigan, the lower state exports to Canada tend to be. Yet Missouri sells \$52 million worth of its chemical production to Canadian buyers, and Kansas and Nebraska together add \$65 million to the farm machinery export figure. Even Kentucky, best known for thoroughbred horses and bourbon, exported \$16 million worth of hoisting machinery to Canada in 1977.