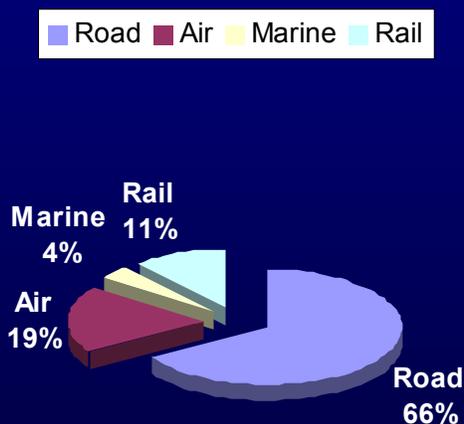


# Transportation TRANSPORTATION

## MARKET OVERVIEW

- ▶ The most important trade flows between Canada and the United States involve Ontario and the U.S. Central Region that totaled C\$169 billion in 2003. Ontario border crossings account for over 60% of all transborder truck movements and over 70% of the value of all Canada-US trade by truck.
- ▶ Four of the top six Canada-U.S. trade flows involve Ontario. 61% of Canada's import value is derived from the U.S. Michigan, New York, California, Illinois, and Ohio are the top states of destination and origin for Canadian exports and imports.
- ▶ Canadian and U.S. railway and truck carriers use partnerships and strategic alliances, and integrate carrier information, invoice and inventory systems to penetrate each respective market.
- ▶ According to Transport Canada, there are approximately 830,000 Canadians employed in the Transportation Industry.

### Transportation Sector Revenues Percentage 2004



Source: Transport Canada

- ▶ Industry Revenues 2003 (Billions C\$): Road: 48.0; Air: 14.1; Rail: 8.1; Marine 2.9;
- ▶ Investment in transportation made up 3.3% of the GDP in 2003 while business transportation investment rose by 29.2%.

## COMMERCIAL OPPORTUNITIES

- ▶ The C\$220-million Air-Rail Project linking Toronto's Union Station to Lester B. Pearson International Airport will provide direct access to the airport and is designed to complement existing mass transit systems in the Greater Toronto Area.
- ▶ The Windsor Gateway Project and the international bridge proposal will link Windsor to Detroit via road, rail, tunnel, and bridge. This project is valued at over C\$1.6 billion and will represent one of the largest public projects in Canadian history.

## U.S. PRESENCE

- ▶ There are roughly ten million truck trips across the Canada-US border annually with a value of goods carried totaling C\$400 billion.
- ▶ The Port of Montreal is Canada's leading container port due to its inland location, as well as its rail and road links to major markets in central Canada and the US northeast and midwest.
- ▶ Twenty-five US air carriers are licensed to provide scheduled services to and from Canada. The Open Skies agreement and the deregulation of domestic air services allow U.S. businesses to capitalize on Canada's competitive air passenger and cargo rates.
- ▶ There are two US passenger rail services operating in Canada: Amtrak, the American equivalent of VIA Rail; and White Pass Yukon Railways, which is a tourist train service.

## THINK CANADA FIRST!

In 2003, 79% of Canada's trade with the United States involved the eastern provinces, with Ontario accounting for 61% of the total and Quebec for 15%. Ontario captured 54% of exports to the U.S., or C\$193 billion, and 73% of imports, or C\$168 billion. Canada's western provinces, led by Alberta and British Columbia, accounted for 21% of Canada-US trade.

We encourage U.S. companies to contact the U.S. Commercial Service to receive more information on how to increase their export potential in this segment of the Canadian transportation market.

**When you think of exporting, Think Canada First!**

**We hope that you find this information useful. If you would like further information contact CS Canada National Transportation Specialist, Madellon.Lopes@mail.doc.gov or phone (416) 595-5412, ext. 227.**

**Visit our website [www.BuyUSA.gov/Canada](http://www.BuyUSA.gov/Canada) to discover other commercial opportunities in Canada.**