



**Department of
Development**

Policy Research and Strategic Planning Office
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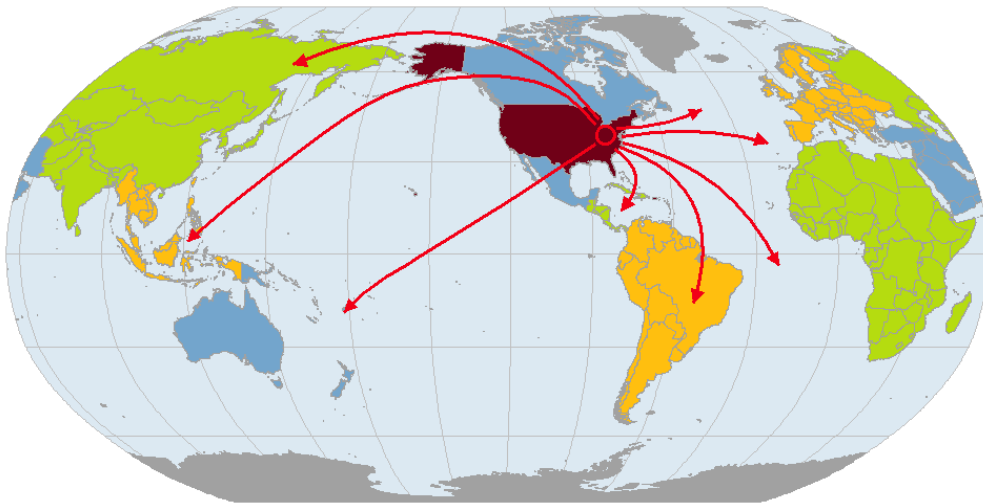
Ohio Exports 2010 Origin of Movement Series

March 2011



Ohio Exports 2010

Origin of Movement Series



March 2011

B000 Ed Simmons, Analyst
Policy Research and Strategic Planning, Ohio Department of Development
P.O. Box 1001, Columbus, Ohio 43216-1001
Telephone (614) 466-2116

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Quick Facts

Ohio Exports 2010

Executive Summary

Ohio merchandise exports were valued at \$41.4 billion in 2010, an increase of 21.5 percent from 2009. By comparison, the United States experienced a 21.0 percent increase in exports since 2009.

According to this report, in 2010:

- Ohio was the 8th largest exporting state.
- 212 countries and territories received exports from Ohio.
- 8 countries received over \$1 billion in Ohio exports.
- 37 of the 98 commodity groups recorded exports exceeding \$100 million with 8 surpassing \$1 billion.

Leading Destinations:

- Exports to Canada totaled \$17.2 billion, 41 percent of the state figure. By comparison, U.S. exports to Canada were 19 percent of the national total.
- Shipments to Mexico totaled \$3.5 billion, Ohio's second largest market, an increase of 30 percent from 2009.
- European countries accounted for 19 percent of Ohio's exports. The four largest markets were France (\$2.0 billion), the United Kingdom (\$1.3 billion), Germany (\$1.2 billion), and Italy (\$0.6 billion). Total shipments to Europe were up 12 percent compared to 2009.
- Asian and Southeast Asian countries received 17 percent of Ohio's shipments. China was Ohio's third largest market with exports increasing 22 percent to \$2.3 billion. Japan was Ohio's sixth largest market in 2010.
- Exports to South America accounted for 5 percent (\$2.2 billion) of the state figure, an increase of 26 percent over the previous year. Shipments to the Middle East increased 13 percent for a 3.5 percent share of Ohio's exports.

Top Products:

- Machinery was Ohio's leading export (\$8.2 billion). Ohio was 5th among the 50 states in this category with 4.5 percent of the U.S. total.
- The top six categories (machinery, vehicles, aircraft, electrical machinery, plastics, and optics) accounted for 62 percent (\$25.6 billion) of the state total.
- Vehicles rebounded 40 percent from last year, the largest percentage increase of the top ten categories. Plastics increased 31 percent while rubber products jumped 22 percent. Both iron & steel and iron/steel products had strong increases of 39 percent and 27 percent respectively.

Leading Ohio Export Products and Their Leading Ohio Manufacturers



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Commodity

Major Manufacturers

Transportation Products

Aircraft engines
Auto engines
Auto wheels
Auto A/C heating
Auto brakes
Auto shock absorbers
Motor vehicle bodies
Tires
Additives

General Electric
Honda, General Motors, Ford
Alcoa, AAP St Marys
Behr, Showa Aluminum, Valeo
Nissin Brake, ADVICS
Tenneco, American Showa, ThyssenKrupp
Navistar, Commercial Vehicle Group
Cooper Tire and Rubber
Lubrizol

Household Products

Washing machines
Dishwashers
Food processors
Detergent
Soap
Paint & varnish

Whirlpool
Whirlpool
Whirlpool
Procter & Gamble, Colgate-Palmolive
St Bernard Soap, GOJO Industries
Sherwin-Williams, PPG, Glidden, RPM

Metal Products

Steel bar and rod
Roller bearings
Pipe fittings

Republic Engineered Products, Charter Steel
Timken
Swagelock, Parker Hannifin

Machinery

ATMs
Machine tools, forging
Plastic making machinery
Welding equipment

Diebold
Minster Machine, Cincinnati Inc
Demag Plastics, Milacron
Lincoln Electric, ITW Hobart

Glass

Safety glass
Fiberglass
Glassware

PPG, Guardian, Pilkington, AGC Automotive
Owens Corning, Johns Manville
Libbey, Anchor Hocking

Food

Baked goods
Jams and jellies

Pepperidge Farm, Interstate Brands
JM Smucker

Employment Related to Manufactured Exports

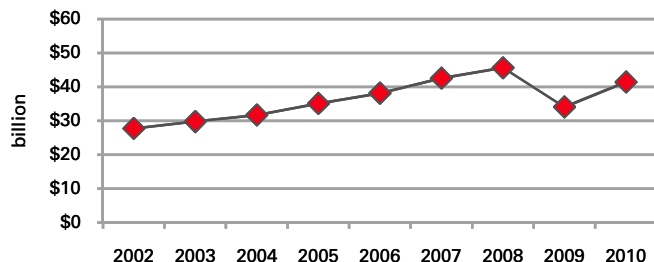


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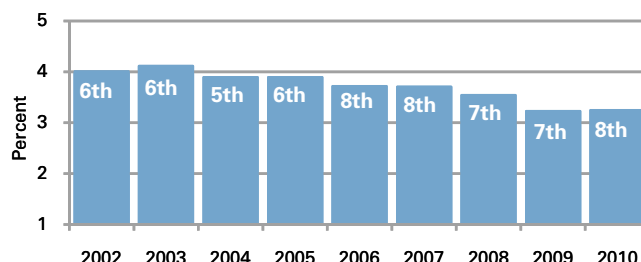
Ohio had 362,200 jobs linked to manufactured exports in 2008. These jobs accounted for 7.9 percent of the private sector employment. For the U.S., manufactured-exports linked employment represented 5.9 percent of private sector employment.

Source: International Trade Administration and Bureau of the Census, U.S. Department of Commerce; http://ita.doc.gov/td/industry/otea/state_reports/index.html .

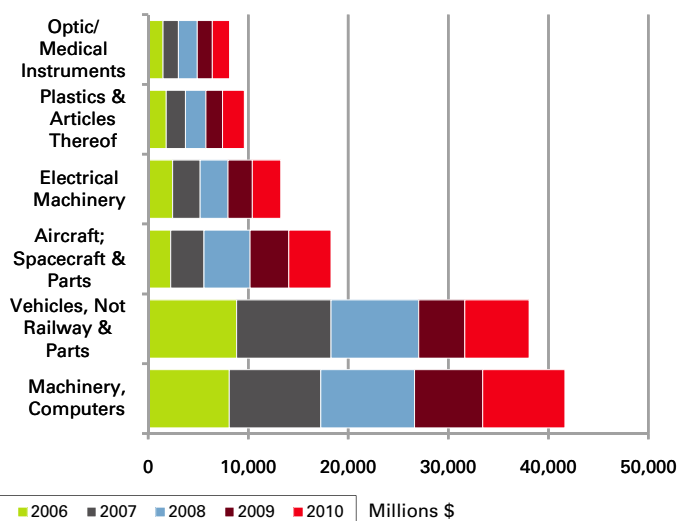
Export Trends



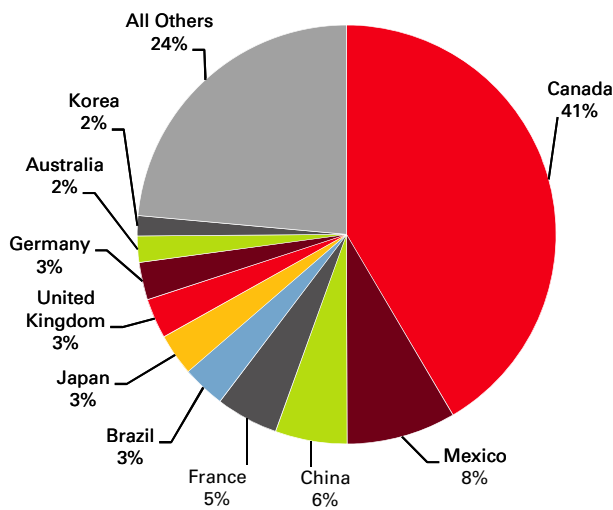
Share of U.S. Exports & Rank



Total Exports: 2006 to 2010



Top Export Destinations: 2010



HS Code	Description	2006 Exports	2007 Exports	2008 Exports	2009 Exports	2010 Exports	% Change 09 to 10
Total		\$38,161,413,584	\$42,562,233,016	\$45,627,982,845	\$34,104,484,238	\$41,436,943,865	21.5%
84	Machinery, Computers	\$8,091,865,356	\$9,158,000,657	\$9,373,085,220	\$6,791,788,842	\$8,213,929,559	20.9%
87	Vehicles, Not Railway	\$8,835,751,584	\$9,419,172,824	\$8,782,832,321	\$4,589,193,316	\$6,424,884,972	40.0%
88	Aircraft; Spacecraft	\$2,243,596,667	\$3,308,690,070	\$4,608,615,759	\$3,883,096,577	\$4,215,183,782	8.6%
85	Electrical Machinery	\$2,436,300,162	\$2,753,188,598	\$2,790,044,152	\$2,411,040,196	\$2,842,819,636	17.9%
39	Plastics & Articles Thereof	\$1,790,431,588	\$1,933,051,844	\$2,047,444,823	\$1,654,002,941	\$2,164,884,518	30.9%
90	Optic/Medical Instruments	\$1,468,686,272	\$1,547,303,921	\$1,871,499,269	\$1,522,597,229	\$1,705,095,558	12.0%
73	Iron/Steel Products	\$1,058,260,998	\$1,147,207,889	\$1,255,768,803	\$955,725,288	\$1,216,851,722	27.3%
72	Iron & Steel	\$1,009,921,876	\$1,235,684,399	\$1,418,757,431	\$823,155,205	\$1,142,120,848	38.7%
40	Rubber & Articles Thereof	\$800,017,542	\$862,736,063	\$936,313,686	\$747,960,562	\$912,495,575	22.0%
34	Soap, Waxes, etc	\$547,310,680	\$596,447,630	\$765,906,630	\$774,522,678	\$873,788,321	12.8%
48	Paper, Paperboard	\$600,126,106	\$683,235,505	\$745,074,397	\$711,301,217	\$796,170,468	11.9%
38	Misc. Chemical Products	\$1,085,614,273	\$891,030,128	\$898,217,212	\$700,913,567	\$751,651,192	7.2%
33	Perfumery, Cosmetic, etc	\$471,508,933	\$501,969,377	\$615,137,734	\$600,103,433	\$688,853,209	14.8%
32	Tanning, Dye, Paint, Putty	\$487,813,940	\$575,505,292	\$645,765,849	\$496,817,068	\$651,167,021	31.1%
30	Pharmaceutical Products	\$453,436,670	\$376,308,244	\$437,385,559	\$544,267,536	\$638,764,012	17.4%
76	Aluminum & Art. Thereof	\$409,346,451	\$423,990,963	\$597,709,177	\$462,954,668	\$568,718,727	22.8%
27	Mineral Fuel, Oil, etc	\$520,006,950	\$536,415,421	\$751,894,754	\$508,328,882	\$547,368,618	7.7%
70	Glass & Glassware	\$494,872,047	\$534,618,819	\$476,787,124	\$351,137,754	\$535,552,198	52.5%
29	Organic Chemicals	\$407,461,950	\$473,238,870	\$527,284,842	\$358,075,418	\$519,591,236	45.1%
82	Tools/Cutlry Base Metals	\$332,235,114	\$426,854,696	\$450,354,661	\$321,309,360	\$410,549,083	27.8%

Ohio Exports to Selected Destinations



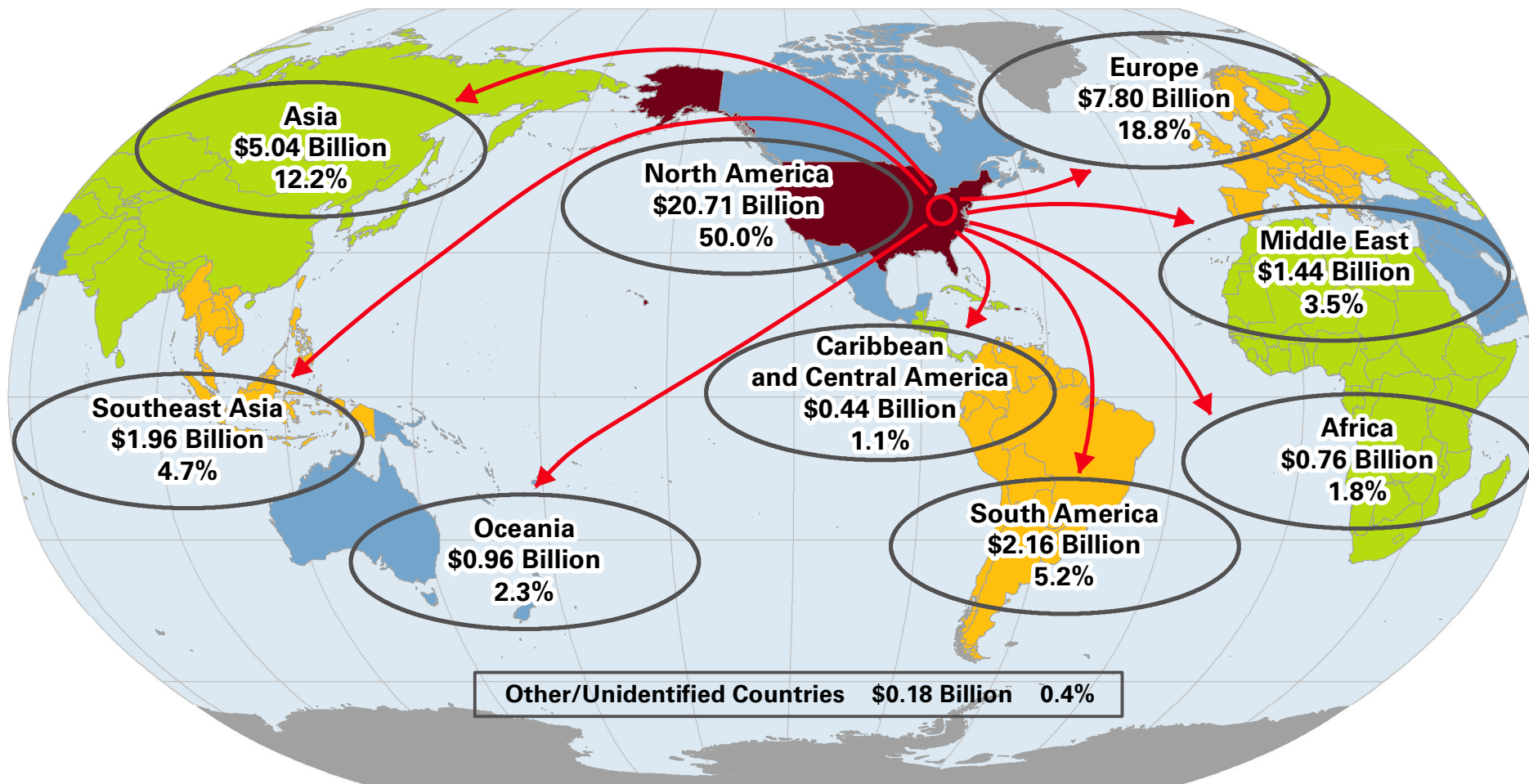
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Region/Country	2008	2009	2010	% Share 2010	% Change 09 to 10
North America	\$23,611,939,851	\$16,892,519,138	\$20,712,962,105	50.0%	22.6%
Canada	\$20,062,236,608	\$14,198,824,521	\$17,206,704,581	41.5%	21.2%
Mexico	\$3,543,577,311	\$2,686,551,638	\$3,500,359,804	8.4%	30.3%
Remainder of North America	\$6,125,932	\$7,142,979	\$5,897,720	0.0%	-17.4%
Europe	\$8,063,711,919	\$6,960,445,982	\$7,796,284,530	18.8%	12.0%
France	\$1,120,514,591	\$824,942,324	\$1,998,143,822	4.8%	142.2%
United Kingdom	\$1,475,304,963	\$1,142,071,300	\$1,276,486,562	3.1%	11.8%
Germany	\$1,477,707,225	\$967,379,758	\$1,197,021,338	2.9%	23.7%
Italy	\$623,964,794	\$522,321,975	\$610,985,005	1.5%	17.0%
Netherlands	\$696,903,680	\$566,173,355	\$542,157,138	1.3%	-4.2%
Belgium	\$727,161,117	\$469,406,327	\$521,492,262	1.3%	11.1%
Switzerland	\$218,154,537	\$234,993,298	\$404,079,705	1.0%	72.0%
Spain	\$243,057,678	\$163,616,634	\$208,521,324	0.5%	27.4%
Sweden	\$150,097,530	\$143,047,103	\$195,797,796	0.5%	36.9%
Ireland	\$202,527,568	\$156,889,062	\$150,441,669	0.4%	-4.1%
Poland	\$450,283,601	\$143,150,611	\$101,012,568	0.2%	-29.4%
Hungary	\$108,148,705	\$85,945,436	\$95,162,842	0.2%	10.7%
Remainder of Europe	\$569,885,930	\$1,540,508,799	\$494,982,499	1.2%	-67.9%
Asia	\$4,716,928,032	\$3,971,682,368	\$5,040,932,780	12.2%	26.9%
China	\$1,818,908,552	\$1,886,249,748	\$2,295,100,944	5.5%	21.7%
Japan	\$1,511,792,939	\$1,066,420,978	\$1,342,978,584	3.2%	25.9%
Korea, Republic Of	\$602,493,551	\$473,459,378	\$640,245,745	1.5%	35.2%
India	\$426,953,909	\$380,207,416	\$570,064,958	1.4%	49.9%
Remainder of Asia	\$356,779,081	\$165,344,848	\$192,542,549	0.5%	16.4%
South America	\$2,697,595,347	\$1,709,341,149	\$2,157,480,626	5.2%	26.2%
Brazil	\$1,962,949,672	\$1,098,248,009	\$1,374,462,917	3.3%	25.2%
Venezuela	\$138,566,302	\$149,292,197	\$190,264,240	0.5%	27.4%
Chile	\$163,082,841	\$112,239,855	\$161,632,426	0.4%	44.0%
Argentina	\$141,315,072	\$95,276,760	\$135,868,443	0.3%	42.6%
Colombia	\$141,145,860	\$105,897,482	\$121,793,518	0.3%	15.0%
Remainder of South America	\$150,535,600	\$148,386,846	\$173,459,082	0.4%	16.9%
Southeast Asia	\$2,093,733,699	\$1,729,576,106	\$1,958,215,575	4.7%	13.2%
Singapore	\$606,733,043	\$447,722,998	\$461,266,128	1.1%	3.0%
Hong Kong	\$444,275,426	\$394,405,191	\$407,232,450	1.0%	3.3%
Taiwan	\$412,129,481	\$279,898,142	\$380,029,413	0.9%	35.8%
Thailand	\$248,559,822	\$228,242,272	\$251,680,504	0.6%	10.3%
Malaysia	\$143,254,439	\$155,299,918	\$158,317,285	0.4%	1.9%
Indonesia	\$89,743,073	\$84,167,393	\$139,254,460	0.3%	65.4%
Remainder of Southeast Asia	\$149,038,415	\$139,840,192	\$160,435,335	0.4%	14.7%
Middle East	\$2,685,376,526	\$1,271,217,276	\$1,439,328,205	3.5%	13.2%
Turkey	\$201,554,526	\$197,803,037	\$359,167,442	0.9%	81.6%
United Arab Emirates	\$426,767,444	\$215,147,639	\$304,293,103	0.7%	41.4%
Saudi Arabia	\$768,808,140	\$229,190,014	\$262,234,058	0.6%	14.4%
Israel	\$679,229,561	\$353,554,859	\$227,897,300	0.5%	-35.5%
Qatar	\$171,677,129	\$87,177,704	\$100,069,514	0.2%	14.8%
Remainder of Middle East	\$437,339,726	\$188,344,023	\$185,666,788	0.4%	-1.4%
Oceania	\$862,341,974	\$698,371,606	\$956,527,927	2.3%	37.0%
Australia	\$776,541,195	\$632,336,813	\$841,818,221	2.0%	33.1%
New Zealand	\$79,161,478	\$61,294,827	\$103,756,390	0.3%	69.3%
Remainder of Oceania	\$6,639,301	\$4,739,966	\$10,953,316	0.0%	131.1%
Africa	\$398,770,281	\$346,124,272	\$756,682,097	1.8%	118.6%
Egypt	\$65,702,456	\$46,205,845	\$291,470,929	0.7%	530.8%
Republic Of South Africa	\$188,569,199	\$132,605,803	\$239,518,799	0.6%	80.6%
Remainder of Africa	\$144,498,626	\$167,312,624	\$225,692,369	0.5%	34.9%
Central America and Caribbean	\$403,408,926	\$373,219,817	\$438,752,126	1.1%	17.6%
Other/Unidentified Countries	\$94,176,290	\$151,986,524	\$179,777,894	0.4%	18.3%
Total All Countries	\$45,627,982,845	\$34,104,484,238	\$41,436,943,865	100.0%	21.5%

Ohio Exports By Region 2010



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Total Exports - \$41.44 Billion

Ohio's Top Twenty Exports

State Rank and Share of U.S. Exports

2010



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Description	State Rank	Share of U.S. Exports	Leading State	Share of U.S. Exports
Machinery, Computers	5th	4.5%	Texas	20.4%
Vehicles, Not Railway	4th	6.5%	Michigan	18.4%
Aircraft; Spacecraft	6th	5.3%	Washington	29.4%
Electrical Machinery	10th	1.9%	Texas	22.4%
Plastics & Articles Thereof	4th	4.0%	Texas	28.3%
Optic, Photo; Medical Instruments	13th	2.3%	California	21.5%
Iron/Steel Products	2nd	7.5%	Texas	26.1%
Iron & Steel	5th	5.8%	California	13.7%
Rubber & Articles Thereof	3rd	7.5%	Texas	21.9%
Soap, Waxes, etc; Dental Preps	1st	14.9%	Ohio	14.9%
Paper, Paperboard	7th	5.0%	Texas	9.5%
Misc. Chemical Products	7th	3.5%	Texas	19.1%
Perfumery, Cosmetic, etc	5th	7.6%	New Jersey	15.8%
Tanning, Dye, Paint, Putty	3rd	8.6%	California	10.7%
Pharmaceutical Products	14th	1.6%	Puerto Rico	31.0%
Aluminum & Articles Thereof	4th	5.4%	California	13.1%
Mineral Fuel, Oil, etc	15th	0.7%	Texas	46.2%
Glass & Glassware	2nd	10.7%	Michigan	12.9%
Organic Chemicals	15th	1.3%	Texas	41.6%
Tools/Cutlry Of Base Metals	2nd	8.7%	Texas	22.6%

Size, Growth, and Concentration are three types of measures used to assess the importance of an export to a state's economy.

In the "circle chart" that follows, circles are sized in proportion to export sales volume. Machinery, the 2010 sales leader, is represented by a circle with the largest diameter --- machinery is followed by vehicles and aircraft.

Growth is measured by the percentage change in product sales value from 2006 to 2010.

Concentration is a measure of a product's share of total state exports compared to the product's share of U.S. exports. The larger the concentration ratio, the more Ohio specializes in exporting that product. (In the chart, the larger the concentration ratio, the higher the center of the circle.)

Vehicles is the second largest Ohio export product group and is highly concentrated with a ratio of 2.0 (vehicles' share of Ohio's export total is two times greater than vehicles' share of U.S. exports).

The table that follows the circle chart includes products with more than \$55 million in 2010 total export sales. The table is organized by degree of concentration and then sorted by growth from 2009 to 2010.

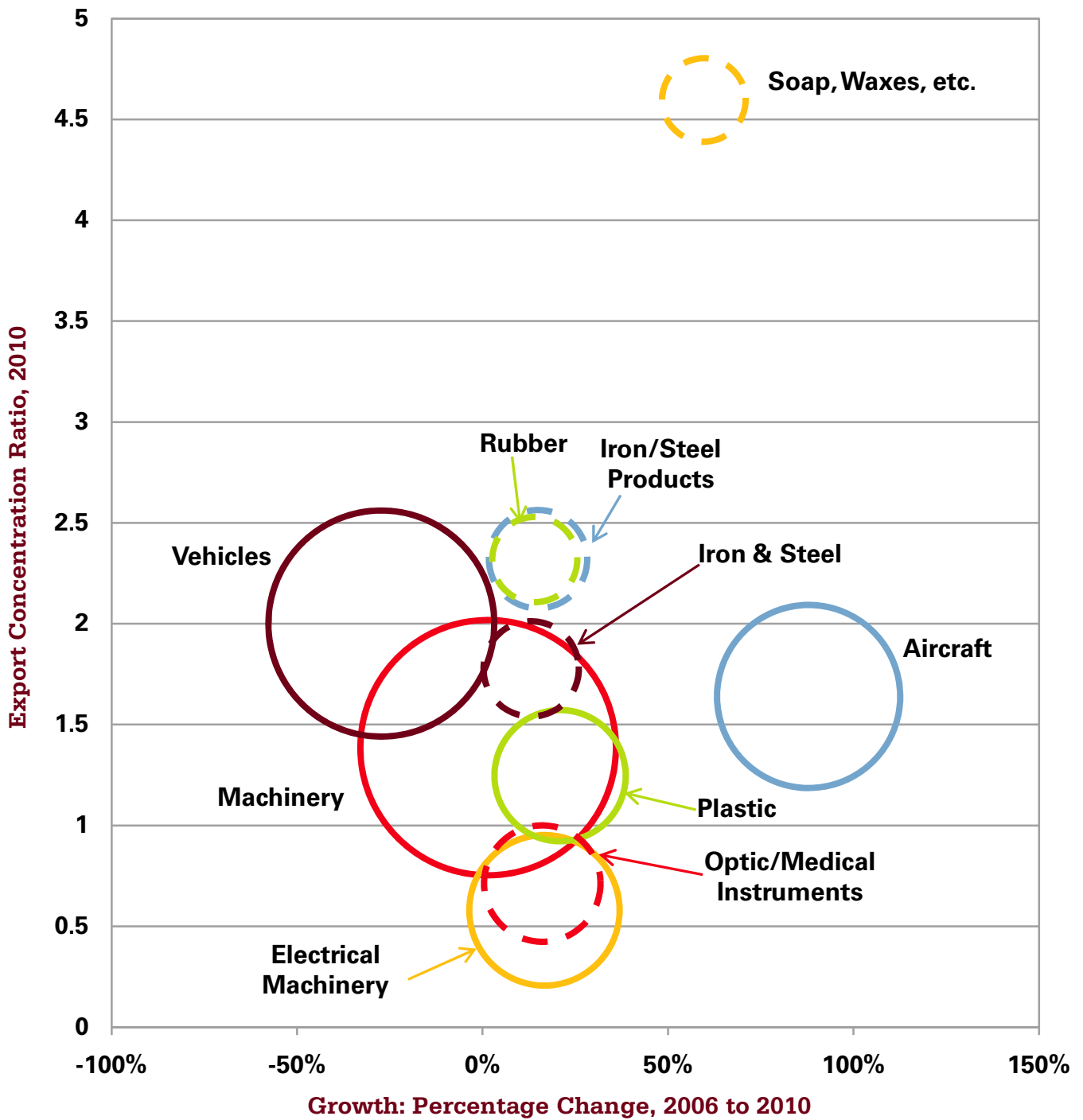
Canada is the leading market in 35 out of the 46 largest product categories. Looking at the 26 products that are relatively concentrated in Ohio, Canada is the market leader in all but four.

The last column lists growth markets. Selection took into account both absolute growth and percentage change from 2009 to 2010 as well as past trends. Growth markets vary widely. Canada had 31 entries while China and Mexico had 4. Japan was the only other multiple-entry country with 3.

Ohio's Ten Largest Exporting Products Size, Growth and Concentration



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Products (exports exceeding \$55 million) Sorted by Concentration and Growth



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Commodity Description	Exports 2010	Concentration Ratio	% Change 09 to 10	Leading Market	Leader's Share	Growth Market
All Ohio Exports	\$41,436,943,865		21%	Canada	42%	
High Concentration						
Glass & Glassware	\$535,552,198	3.3	53%	Canada	41%	Canada
Stone, Plaster, Cement, etc	\$238,527,676	2.6	31%	Canada	39%	Canada
Tanning, Dye, Paint, Putty	\$651,167,021	2.6	31%	Canada	42%	Canada
Tools/Cutlry Of Base Metals	\$410,549,083	2.7	28%	Canada	37%	Canada
Iron/Steel Products	\$1,216,851,722	2.3	27%	Canada	48%	Canada
Rubber & Articles Thereof	\$912,495,575	2.3	22%	Canada	44%	Mexico
Misc. Articles Of Base Metal	\$392,631,549	3.2	20%	Canada	52%	Canada
Perfumery, Cosmetic, etc	\$688,853,209	2.3	15%	Canada	71%	Canada
Soap, Waxes, etc; Dental Preps	\$873,788,321	4.6	13%	Canada	74%	Canada
Other Base Metals, etc	\$210,776,210	3.2	-1%	U.K.	24%	Korea
Concentrated						
Copper & Articles Thereof	\$394,196,760	1.6	49%	China	31%	China
Prepared Meat, Fish, etc	\$77,395,654	1.4	46%	Canada	77%	Canada
Vehicles, Not Railway & Parts	\$6,424,884,972	2.0	40%	Canada	66%	Canada
Iron & Steel	\$1,142,120,848	1.8	39%	Canada	71%	Canada
Plastics & Articles Thereof	\$2,164,884,518	1.2	31%	Canada	42%	Canada
Wood & Articles of Wood	\$242,476,262	1.1	30%	Canada	28%	China
Nickel & Articles Thereof	\$79,627,419	1.4	26%	Turkey	24%	Canada
Albumins; Modified Starch; Glue	\$130,565,689	1.5	25%	Canada	36%	Canada
Aluminum & Articles Thereof	\$568,718,727	1.7	23%	Canada	34%	Mexico
Ceramic Products	\$88,322,264	1.8	21%	Canada	38%	Canada
Machinery, Computers	\$8,213,929,559	1.4	21%	Canada	36%	Canada
Furniture & Bedding	\$396,126,558	1.4	16%	Canada	70%	Canada
Paper, Paperboard	\$796,170,468	1.6	12%	Canada	81%	Canada
Aircraft; Spacecraft & Parts	\$4,215,183,782	1.6	9%	France	32%	France
Misc. Chemical Products	\$751,651,192	1.1	7%	Canada	32%	Canada
Baking Related Products	\$205,616,819	2.0	7%	Canada	79%	Canada
Low Concentration						
Impregnated Textile Fabrics	\$56,186,722	1.0	53%	Mexico	39%	Mexico
Inorg. Chem.;Rare Earth Metals	\$229,147,095	0.6	41%	Canada	30%	Canada
Preperations of Vege.,Fruit,Nuts	\$112,395,054	0.9	27%	Canada	89%	Canada
Electrical Machinery	\$2,842,819,636	0.6	18%	Canada	37%	Canada
Salt; Sulfur; Earth, Stone	\$65,332,591	0.9	16%	Canada	47%	Canada
Book & Newspaper; Manuscript	\$123,144,441	0.7	14%	Canada	40%	Mexico
Fertilizers	\$76,862,503	0.5	14%	Canada	40%	Canada
Optic, Photo; Medical Instruments	\$1,705,095,558	0.7	12%	Canada	15%	China
Wadding, Felt, Twine, Rope	\$58,529,651	0.9	7%	Canada	73%	Canada
Misc. Edible Preperations	\$97,852,942	0.5	4%	Canada	58%	Canada
Food Waste; Animal Feed	\$170,586,418	0.6	0%	Canada	52%	Canada
Toys & Sports Equipment	\$116,912,821	0.5	-3%	Canada	54%	Canada
Arms & Ammunition	\$86,795,770	0.7	-72%	Japan	60%	Japan
Very Low Concentration						
Precious Stones, Metals	\$250,480,985	0.1	79%	Japan	47%	Japan
Organic Chemicals	\$519,591,236	0.4	45%	Canada	29%	Canada
Wood Pulp, etc	\$67,862,174	0.2	26%	China	21%	China
Pharmaceutical Products	\$638,764,012	0.5	17%	Switzerland	29%	Switzerland
Misc. Grain, Seed, Fruit	\$350,930,174	0.5	12%	Japan	13%	Japan
Mineral Fuel, Oil, etc	\$547,368,618	0.2	8%	Canada	76%	Canada
Special Other	\$373,740,390	0.3	5%	U.K.	16%	U.K.

The top 10 export categories, based on shipment value, are highlighted in red.

Metropolitan Area Exports

The Cincinnati-Middletown Metropolitan Area had exports of \$15.5 billion in 2009 which led the 16 metropolitan areas in or partially-in Ohio. This figure represented a 12 percent decrease over the previous year. Nearly half, \$7.0 billion, of the exports were in the transportation equipment sector with chemicals a distant second at \$2.6 billion. Canada was the destination of \$3.5 billion of the exports with Mexico receiving \$1.9 billion.

The Cleveland-Elyria-Mentor Metropolitan Area was second in exports at \$8.0 billion, a decrease of 18 percent over 2008. Chemicals accounted for 21 percent of exports followed closely by machinery at 17 percent. Nearly \$2.2 billion in exports were sent to Canada while Mexico was next at \$1.1 billion.

Third in exports was the Dayton Metropolitan Area at \$3.8 billion, a decrease of 17 percent. Half of the exports, \$1.9 billion, were transportation equipment. Computer and electronic equipment accounted for \$504 million.

Metropolitan Area	2008 Exports	2009 Exports	Leading Sector (3-digit NAICS)	2009 Sector Value
Cincinnati-Middletown, OH-KY-IN	\$17,533,875,802	\$15,488,673,599	Transportation Equip.	\$7,049,956,127
Cleveland-Elyria-Mentor, OH	\$9,726,063,648	\$8,012,639,472	Chemicals	\$1,656,045,727
Dayton, OH	\$4,525,269,743	\$3,771,032,292	Transportation Equip.	\$1,878,269,537
Akron, OH	\$4,049,441,845	\$2,957,651,782	Plastics & Rubber Prod.	\$897,898,006
Columbus, OH	\$3,881,798,953	\$2,872,727,669	Transportation Equip.	\$505,913,144
Toledo, OH	\$2,641,826,562	\$1,410,668,486	Nonmetallic Mineral Prod.	\$218,981,371
Canton-Massillon, OH	\$1,849,939,833	\$1,211,647,963	Fabricated Metal Prod.	\$399,296,608
Youngstown-Warren-Boardman, OH-PA	\$1,561,196,798	\$787,877,954	Primary Metal Mfg.	\$227,238,645
Parkersburg-Marietta-Vienna, WV-OH	\$1,012,499,313	\$704,920,170	Chemicals	\$563,847,252
Lima, OH	\$684,810,676	\$486,817,441	Transportation Equip.	\$349,756,949
Huntington-Ashland, WV-KY-OH	\$449,037,045	\$323,088,377	Primary Metal Mfg.	\$81,843,378
Mansfield, OH	\$356,959,527	\$236,413,244	Transportation Equip.	\$72,195,557
Springfield, OH	\$258,340,142	\$215,246,785	Transportation Equip.	\$100,910,751
Sandusky, OH	\$270,027,428	\$200,109,938	Machinery, Except Elec.	\$37,710,709
Weirton-Steubenville, WV-OH	\$188,846,208	\$110,128,759	Primary Metal Mfg.	\$47,543,569
Wheeling, WV-OH	\$59,134,433	\$61,972,228	Plastics & Rubber Prod.	\$5,075,376

It should be noted that metropolitan area exports are ZIP code based while the rest of this report is origin state based. While the original source of the data is the same the totals for the state can differ because of how the export declarations are completed.

Source: International Trade Administration, U.S. Department of Commerce;
<http://www.trade.gov/mas/ian/otii/index.asp> .