



**Department of  
Development**

**Policy Research and Strategic Planning Office**  
A State Affiliate of the U.S. Census Bureau

# **Ohio Exports 2008 Origin of Movement Series**

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**February 2009**



**Ted Strickland**, Governor of Ohio  
**Lee Fisher**, Lt. Governor



## Department of Development

**Fed Strickland**, Governor

**Lee Fisher**, Lt. Governor  
Director, Ohio Department of Development

Dear Fellow Ohioan:

Ohio exports for 2008 grew by nearly 7 percent over the previous year, making Ohio the seventh-largest exporting state in the nation. The numbers released in February 2009 by the U.S. Department of Commerce International Trade Administration show that Ohio exports grew to more than \$45 billion in 2008, a 6.87 percent increase from the previous year. Ohio's continuous export success means that we are the only state to increase exports every year for the past 11 years.

This annual report on Ohio exports provides summary detail on the countries and products that Ohio companies shipped to during the previous year. Canada and Mexico are Ohio's largest trading partners, comprising 53 percent of the total value of shipments in 2008. Eight commodity groups ship more than \$1 billion each across the globe. Machinery, Vehicles, and Electrical Machinery are Ohio's leading product groups with \$23.8 billion in shipments.

Ohio's diverse industry base makes our state a global market leader. This diversity is complemented by a business environment that facilitates professional success and an environment outside the office that allows for personal fulfillment. Ohio's unique combination of life and work amenities makes our state a place where you can achieve your professional and personal aspirations.

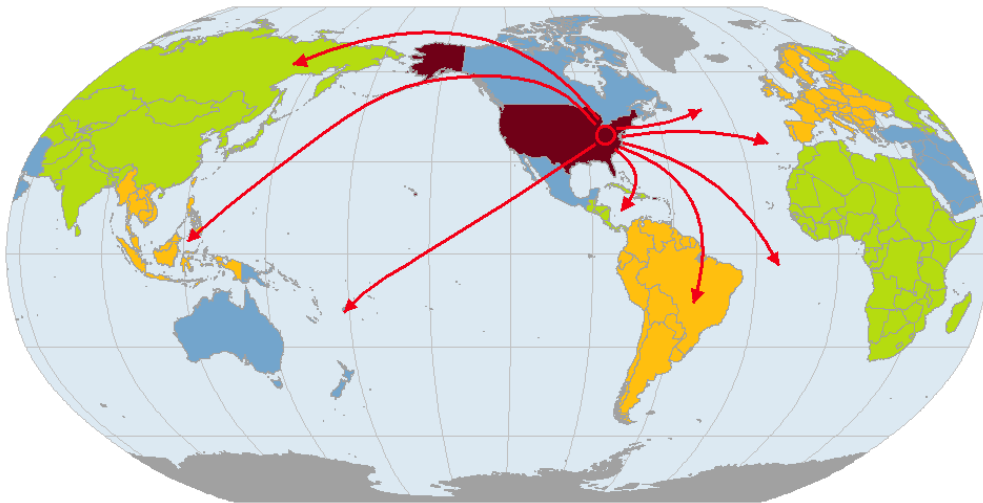
I invite you to review the attached report to further your understanding of Ohio's large and diverse economy. We welcome your input. If you have any questions or comments, please contact John Magill, our Department's Chief Strategic Officer at (614) 466-2116.

Sincerely,

**Mark Barbash**  
Interim Director  
Ohio Department of Development

# **Ohio Exports 2008**

## **Origin of Movement Series**



**March 2009**

B000 Ed Simmons, Analyst  
Policy Research and Strategic Planning, Ohio Department of Development  
P.O. Box 1001, Columbus, Ohio 43216-1001  
Telephone (614) 466-2115



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# DEFINITIONS

## **Guide to Export Data**

**Prepared by the U.S. Department of Commerce, International Trade Administration**

### **State Export Data (Origin state based)**

The Census Bureau's Origin of Movement (OM) series is based on information supplied by U.S. exporters on official Shippers Export Declarations (SEDs) for goods leaving the United States. All statistics in the OM series are on a free-alongside-ship (f.a.s.) basis and include both domestic exports and re-exports.

The OM series seeks to measure state exports on the basis of transportation origin – i.e., the location from which exports begin their journey to the port (or other point) of exit from the United States.

The OM series covers exports of merchandise only. Exports of services are excluded from the data.

Similarly, no OM statistics are available for state-level imports. The collection of state import data presents enormous technical challenges, since it would require tracking foreign goods through the U.S. wholesale and retail distribution systems. Consequently, it is not currently possible, using OM data or any other U.S. trade data, to calculate state trade balances.

The OM series covers direct exports only. A direct export is one consisting of final goods shipped to a destination outside the United States. So-called indirect exports are excluded from the data. Indirect exports are typically intermediate goods, parts, or other inputs that are shipped within the United States, and subsequently incorporated in final export goods. Such shipments represent domestic transactions – they are not considered exports in U.S. trade statistics.

Cross-border shipments made by foreign affiliates of U.S. companies (e.g., a shipment from a French subsidiary to a German customer) are not U.S. exports. These transactions may affect the finances of U.S. firms and reflect a global business strategy, but they are not exports. Exports include only goods and services that are outbound from the United States and which transit its borders.

The OM series was not designed to measure the state distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. The origin of movement and origin of production often coincide because many manufacturers ship exports directly from the factory gate or from a nearby distribution facility.

There is no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers – especially single-establishment firms – dominate exports, and (3) the state is a known producer of the goods being exported.

The OM series in some cases will show considerable manufactured exports from states known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries. These exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that

are arranged by exporters located out of state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

Another limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that many intermediaries have traditionally listed the state which they are located - which is not necessarily the origin of movement - as the "state of origin" on SEDs. For many other transactions, intermediaries specify the state location of the port of exit - which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level allocation of exports sold by intermediaries. The primary impact is on the state distribution of non-manufactured exports, where intermediaries are overwhelmingly dominant. Most affected is the allocation of exports of farm products, minerals, and other bulk commodities - virtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

The most visible result of the problem is a tendency to understate exports from agricultural states and inflate exports from states having ports that handle high-value shipments of farm products (e.g., Louisiana).

Yet another data issue is that some shippers fail to fill in the "state of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is presently unable to determine the state origin of movement for about five percent of the value of U.S. exports.

#### **Metropolitan Export Data (ZIP code based)**

All metropolitan export numbers were tabulated by matching the five-digit ZIP codes entered on the U.S. export declarations with the five-digit ZIP codes specified for each metropolitan area using concordance files from the Census Bureau's Geography Division and the U.S. Postal Service.

In 2005, there were cases where two or more adjacent metro areas share the same five-digit ZIP code where it is impossible to assign export transactions for the ZIP code to any single metropolitan area. In such cases, export transactions for the ZIP code in question were assigned to a catch-all "crossovers" category. The crossovers category in 2005 accounted for about 2 percent of total merchandise exports. In 2006, the Office of Management and Budget eliminated this issue and assigned a single metropolitan area to each five-digit ZIP code.

Regarding comparability with other U.S. trade data, the export figures can be used in conjunction with the **OM-ZIP-based state-level data** issued by the U.S. Census Bureau. Using these data together it is possible to show Cleveland's share of Ohio's export sales.

For the metro areas for which it is possible to release some export data, disclosure regulations still limit or prevent the release of much detail on foreign markets and the industry composition of exports. Manufactured product detail, even for the largest exporting metropolitan area, is limited to broad three-digit NAICS categories. Information on market destinations, while generally more complete than data on product composition, is also subject to important disclosure-induced limitations.

For additional information on the Origin of Movement series, visit the Census Bureau's website at <http://www.census.gov/foreign-trade/aip/elom.html> .

# Ohio Exports by NAICS

NAICS Code	Description	2004 Exports	2005 Exports	2006 Exports	2007 Exports	2008 Exports	% Change 07 to 08
	<b>Total</b>	<b>\$31,712,473,687</b>	<b>\$35,110,493,790</b>	<b>\$38,161,413,584</b>	<b>\$42,562,233,016</b>	<b>\$45,487,881,861</b>	<b>6.9%</b>
336	Transportation Equip.	\$11,740,125,749	\$13,474,135,033	\$13,302,852,214	\$15,495,274,894	\$15,551,265,946	0.4%
333	Machinery, Ex. Electrical	\$4,439,706,232	\$4,984,000,439	\$5,256,058,009	\$5,591,074,648	\$6,105,511,406	9.2%
325	Chemicals	\$3,422,929,704	\$3,891,385,811	\$4,699,112,039	\$4,642,305,520	\$5,187,412,815	11.7%
334	Computer & Elec. Prod.	\$2,238,084,773	\$2,038,200,352	\$2,596,773,235	\$2,891,171,419	\$3,092,299,365	7.0%
332	Fabricated Metal Prod.	\$1,694,881,351	\$1,872,627,541	\$2,255,165,442	\$2,523,512,506	\$2,738,169,368	8.5%
331	Primary Metal Mfg.	\$1,268,589,335	\$1,695,811,562	\$1,992,768,076	\$2,299,477,973	\$2,732,813,873	18.8%
335	Elec. Equip., Appliances, & Component	\$1,245,312,719	\$1,375,855,247	\$1,490,276,389	\$1,718,068,420	\$1,790,445,297	4.2%
326	Plastics & Rubber Prod.	\$1,265,523,515	\$1,299,155,250	\$1,292,181,527	\$1,422,714,166	\$1,602,991,337	12.7%
322	Paper	\$564,158,644	\$549,791,962	\$693,608,327	\$807,767,710	\$904,239,293	11.9%
327	Nonmetallic Mineral Products	\$715,530,623	\$671,454,841	\$793,511,429	\$865,022,245	\$819,187,002	-5.3%
311	Food & Kindred Prod.	\$444,785,950	\$487,837,625	\$601,926,156	\$671,254,271	\$802,272,920	19.5%
339	Misc. Manufactured Commodities	\$562,111,015	\$601,199,674	\$665,515,597	\$763,894,368	\$800,375,996	4.8%
910	Waste & Scrap	\$130,127,342	\$179,020,311	\$276,368,529	\$381,772,413	\$532,500,493	39.5%
324	Petroleum & Coal Prod.	\$98,856,747	\$263,576,573	\$295,739,402	\$390,693,170	\$453,162,131	16.0%
212	Minerals & Ores	\$387,916,522	\$242,449,482	\$282,917,942	\$226,935,931	\$445,901,184	96.5%
111	Agricultural Products	\$285,024,330	\$284,684,286	\$351,877,774	\$454,804,206	\$377,856,511	-16.9%
990	Special Classification Provisions, Nesoi	\$255,337,595	\$239,315,387	\$270,372,895	\$322,906,044	\$357,685,704	10.8%
337	Furniture & Fixtures	\$154,039,656	\$163,029,909	\$186,963,730	\$207,967,076	\$209,518,838	0.7%
321	Wood Products	\$199,945,384	\$204,987,689	\$214,314,233	\$204,596,693	\$201,436,594	-1.5%
323	Printing, Publishing & Similar Products	\$150,130,063	\$148,933,824	\$153,466,551	\$169,285,559	\$165,265,028	-2.4%
313	Textiles & Fabrics	\$127,025,063	\$115,183,651	\$147,663,832	\$149,090,401	\$151,394,464	1.5%
980	Goods Ret. To Canada; US Goods Ret. & Reimp.	\$44,826,030	\$28,809,615	\$26,276,560	\$22,020,431	\$102,437,889	365.2%
315	Apparel & Accessories	\$69,672,364	\$53,718,358	\$60,500,107	\$74,018,068	\$84,149,061	13.7%
314	Textile Mill Products	\$56,011,385	\$64,591,403	\$71,675,283	\$69,806,430	\$77,363,930	10.8%
113	Forestry Products	\$44,098,799	\$49,065,410	\$50,887,396	\$65,823,188	\$65,547,897	-0.4%
112	Livestock & Livestock Products	\$20,990,235	\$21,026,924	\$24,662,977	\$32,889,823	\$43,365,812	31.9%
316	Leather & Allied Prod.	\$39,878,490	\$47,448,688	\$41,832,463	\$34,638,108	\$34,348,753	-0.8%
920	Used Or Second-Hand Merchandise	\$15,515,418	\$21,295,384	\$22,252,191	\$32,767,559	\$31,514,742	-3.8%
312	Beverages & Tobacco Products	\$7,126,654	\$7,838,827	\$13,469,696	\$10,548,799	\$12,293,642	16.5%
511	Prepackaged Software	\$15,272,565	\$26,516,200	\$17,599,741	\$12,329,896	\$9,834,585	-20.2%
211	Oil & Gas	\$4,618,347	\$3,558,814	\$11,048,069	\$4,156,745	\$3,181,825	-23.5%
114	Fish & Other Marine Products	\$4,321,088	\$3,987,718	\$1,775,773	\$3,644,336	\$2,138,160	-41.3%