

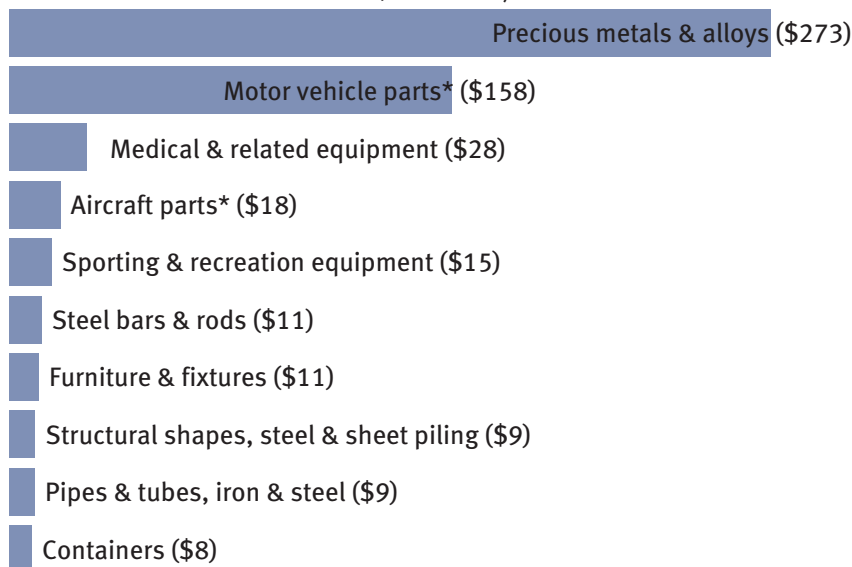
UTAH

➤➤ 44,000 Utah jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Total state exports to Canada increased \$348 million or 64% from 2003
- Glitz and glam—Utah supplied Canada with \$273 million in precious metals and alloys last year

Utah's Leading Exports to Canada

2004, in millions of U.S. dollars



*not including engines

Total Utah exports to Canada: \$896 million

Utah's Leading Imports from Canada

2004, in millions of U.S. dollars



*not including engines

Total Utah imports from Canada: \$1.3 billion



Best in the West...

Canada–Utah trade totaled \$2.2 billion in 2004. With over 18% of Utahan goods exported to Canada, it remained the Beehive State's leading export market. In fact, state exports to Canada rose by \$348 million in 2004—a 64% increase from 2003.

Mad about metals...

Utah's mining industry was productive in 2004, selling over six times more metals to Canada than in 2003. Metal sales increased by \$279 million or 526% due to an unprecedented demand for precious metals and alloys (\$273 million worth). In fact, the rise in metal sales to Canada was so substantial that metals became Utah's largest export sector, bringing in a total of \$332 million.

Utah imported \$68 million worth of Canadian metal products in 2004. The state's industries purchased aluminum (including alloys) and basic metal products, which constituted some of the top imports to Utah.

Transportation fueled the exchange...

Canada and Utah engaged in a mutually beneficial exchange of transportation goods totaling \$847 million. Utahan aviators bought nearly \$500 million in aircraft, making these goods the state's largest import commodity from Canada in 2004. Utah also purchased \$66 million in motor vehicle parts (excluding engines) and \$51 million in aircraft parts.

In return, Utah sold \$158 million in motor vehicle parts (excluding engines) to its northern partner. These parts represented Utah's second largest exports to Canada, accounting for 79% of all transportation sales. The Beehive

State also contributed to Canada's aircraft industry by selling its neighbor some \$18 million worth of aircraft parts.

Take me out to the ball game...

Utah kept Canadian sports enthusiasts equipped with \$15 million in sporting and recreation equipment, making these goods one of the top Utah exports to Canada. Other household goods sold to its northern neighbor included furniture and fixtures, books and pamphlets, and apparel and accessories.

Migrating West...

Canadians visited the Great Salt Lake State 147,400 times in 2004, spending \$34 million. Residents of Utah enjoyed visiting their northern neighbors, spending \$19 million on the 48,200 visits they made to Canada.

August 2005



Top Three Canadian Employers

- ★ Les Placements MLE Lt.
- ★ Weider Nutrition International, Inc.
- ★ Toromont Industries Ltd.
- ★ Aero Tech Manufacturing Inc.
- ★ Groupe Laperriere & Verreault Inc.
- ★ Dorr-Oliver Eimco USA Inc.

State jobs supported by Canada-U.S. trade: 44,000

Utah's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Utah's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Metals	\$332	Transportation	\$647
Transportation	\$200	Forest Products	\$177
Household Goods	\$89	Metals	\$68
Equipment	\$65	Machinery	\$67
Chemicals	\$54	Chemicals	\$67
Agriculture	\$53	Equipment	\$56
Machinery	\$36	Agriculture	\$54
Telecommunications	\$26	Household Goods	\$43
Pharmaceuticals	\$9	Energy	\$14
Other	\$32	Other	\$87

Utah Trade

Exports to Canada: \$896 million
 Imports from Canada: \$1.3 billion
 Bilateral trade: \$2.2 billion
 Largest export market: Canada

Utah Tourism

Visits by Canadians: 147,400
 \$ spent: \$34 million
 Visits to Canada: 48,200
 \$ spent: \$19 million

Canada-Utah Success Stories

Utah has a rich life science industry with over 300 companies contributing an estimated \$1.8 billion in annual revenues and \$1.4 billion to the state's economy. Along with a major life science industry, Utah's top three universities have active technology transfer programs that have given birth to more than 75 new life science companies. Included in Utah's portfolio is Echelon Biosciences, a subsidiary of Canada's Aeterna Zentaris, and NPS Pharmaceuticals which merged with Allelix Biopharmaceuticals of Toronto in 1999.

The Consulate General of Canada in Denver will host a mission to Utah in November as part of their 2005 bioscience mission. Canadian life science companies will meet with counterparts in Utah to foster improved relations and promote technology transfer and investment in the life science industry of both nations.

For more information on Canada's trade with Utah, please contact:

Consulate General of Canada

1625 Broadway, Suite 2600
 Denver, CO 80202

Phone: (303) 626-0640 • Fax: (303) 572-1159
www.denver.gc.ca

Canadian Embassy / Ambassade du Canada

501 Pennsylvania Avenue, NW • Washington, DC 20001
www.canadianembassy.org

Sources: Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.3015. Job numbers are based on 2001 data from a 2003 study by **Trade Partnership Worldwide** commissioned by the Canadian Embassy. Canada's export ranking is from the **World Institute for Strategic Economic Research (WISER)**. All figures are in U.S. dollars. Figures may not add up due to rounding.