

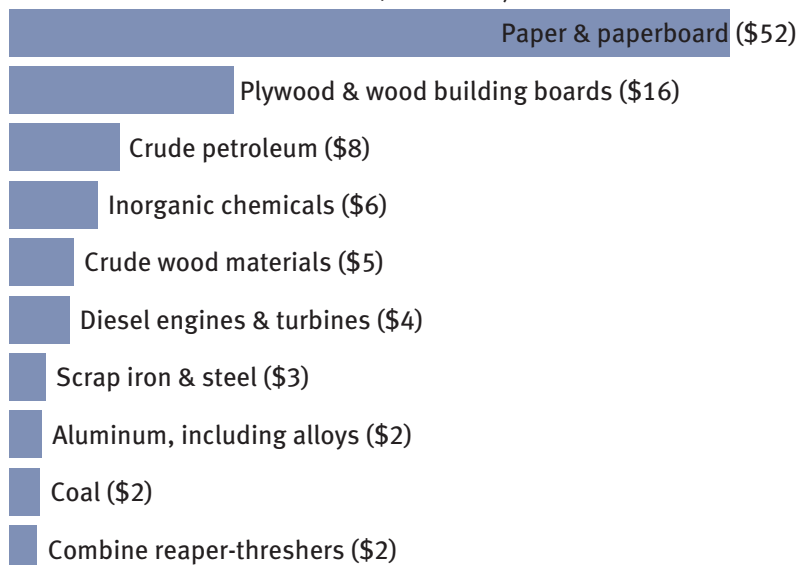
# MONTANA

➤➤ 16,000 Montana jobs 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
- More goods were exported to Canada in 2004 than to all of Montana's other export markets combined
- Montana's forest product exports to Canada increased 135% from 2003

## Montana's Leading Exports to Canada

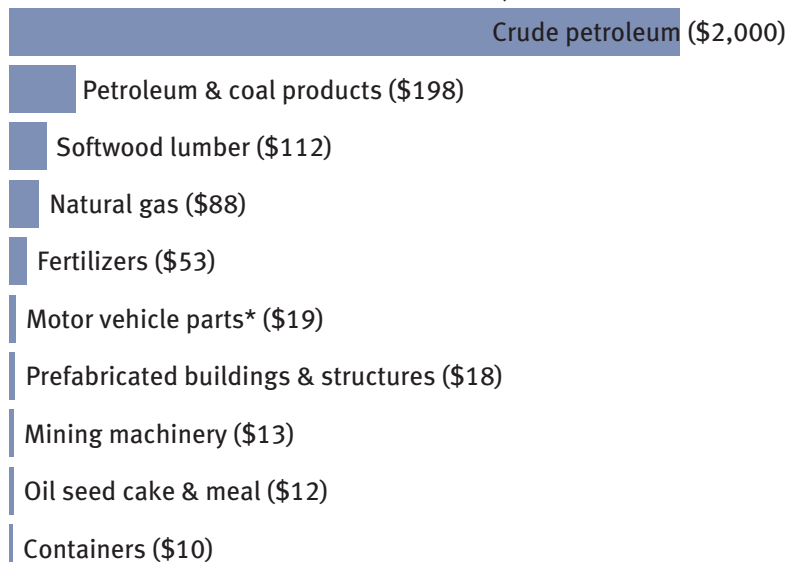
2004, in millions of U.S. dollars



**Total Montana exports to Canada: \$276 million**

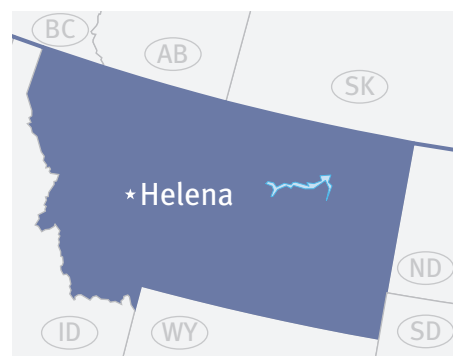
## Montana's Leading Imports from Canada

2004, in millions of U.S. dollars



\*not including engines

**Total Montana imports from Canada: \$2.9 billion**



### First and foremost...

Given the large expanse of undefended border they shared, it seemed natural that Canada was Montana's top export destination once again in 2004. Over half (53%) of all Montana exports were sent to its neighbor to the north. More goods were exported to Canada in 2004 than to all of Montana's other export markets combined.

### A powerful relationship...

Montana and Canada share a strong and secure energy partnership. Energy was by far the state's largest import from Canada in 2004. Crude petroleum worth \$2 billion comprised more than two-thirds of all goods imported in the year. Petroleum and coal products were the second largest import, paling in comparison at \$198 million. Energy sales increased by an astonishing \$694 million in one year—a growth of 43% over 2003.

### Office space...

Montanans supplied Canadian businesses with \$52 million worth of paper and paperboard, making forest products its top export sector in 2004. The Treasure State also provided for building projects by selling over \$16 million worth of plywood and wood building boards to its northern ally. Overall, forest products brought in \$73 million in revenue during 2004—a 135% increase over the previous year.

### Strengthening trade...

Metals, another top export in 2004, contributed the same amount of revenue as forest products and made up 26% of total exports in 2004. Metal in ores, concentrates, and scrap metal were the leading sectorial products worth \$66 million, followed by scrap iron and steel.

### A chemical reaction...

Chemicals were the third leading import and export in the bilateral exchange, with Canadian customers purchasing nearly \$29 million in chemical goods from the Treasure State. Chemical sales experienced an increase of 20% from 2003.

### From Glacier to Yellowstone...

Canadian tourists made more than 440,000 visits to Big Sky Country in 2004 to fly fish, watch a rodeo, or visit the many national parks. Although the number of visitors did not increase, Canadians spent an additional \$21 million on travel. Similarly, Montanans spent \$3 million more than the previous year crossing their northern border. Tourism was Montana's most profitable industry in 2004, with Canadian visitors generating more revenue for the state's economy than any of its export sectors to Canada.

June 2005

Montana's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Montana's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Forest Products	\$73	Energy	\$2,291
Metals	\$73	Forest Products	\$197
Chemicals	\$29	Chemicals	\$84
Energy	\$22	Agriculture	\$63
Minerals	\$21	Machinery	\$55
Machinery	\$19	Equipment	\$44
Agriculture	\$17	Transportation	\$42
Transportation	\$5	Metals	\$18
Equipment	\$4	Household Goods	\$12
Other	\$11	Other	\$58

## Canada–Montana Success Stories

Holcim Inc., a Montana-based plant recognized as a leading manufacturer and supplier of cement and mineral components, was named Montana's 2004 Exporter of the Year due to its strong trade partnership with Canada. Holcim ships about 47% of all the cement it produces to Canada each year, which equates to about 150,000 tons of cement.

Sweetwater, Montana is one of twelve border crossings that offers expedited security clearance and one of ten driver enrollment centers through the FAST program. FAST (The Free and Secure Trade Program) is a joint Canada-U.S. initiative that supports pre-approving goods for shipment across the border and verifying trade compliance away from the border crossing. By applying to the FAST program, a business is able to ship items across the Canada-U.S. border at Sweetwater, Montana/Coutts, Alberta quicker and more efficiently than usual.

Montana Governor Brian Schweitzer is devising an energy development program that will help Montana to map out a strategy for the appropriate development of the state's considerable reserves of energy resources—oil, gas, uranium, and coal. The governor's focus on energy development offers much potential for Canadian firms such as Suncor, who is currently drilling in Montana. An Energy Summit of world-class energy specialists, many of them Canadian, was set to take place in Fall 2005.

## Montana–Canada Facts at a Glance:



### Top Canadian Employers

- ♣ Placer Dome Inc.
  - ★ Golden Sunlight Mines Inc.
- ♣ Wajax Limited
  - ★ Spencer Industries Inc.
- ♣ Royal Bank of Canada
  - ★ RBC Dain Rauscher Corporation
- ♣ Katz Group Inc.
  - ★ Snyders Drug Stores Inc.

State jobs supported by Canada–U.S. trade: 16,000

### Montana Trade

Exports to Canada: \$276 million  
 Imports from Canada: \$2.87 billion  
 Bilateral trade: \$3.14 billion  
 Largest export market: Canada

### Montana Tourism

Visits by Canadians: 440,700  
 \$ spent: \$80 million  
 Visits to Canada: 152,100  
 \$ spent: \$51 million

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

#### Consulate General of Canada

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 Denver, CO 80202

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#### Canadian Embassy / Ambassade du Canada

501 Pennsylvania Avenue, NW • Washington, DC 20001  
[www.canadianembassy.org](http://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.