

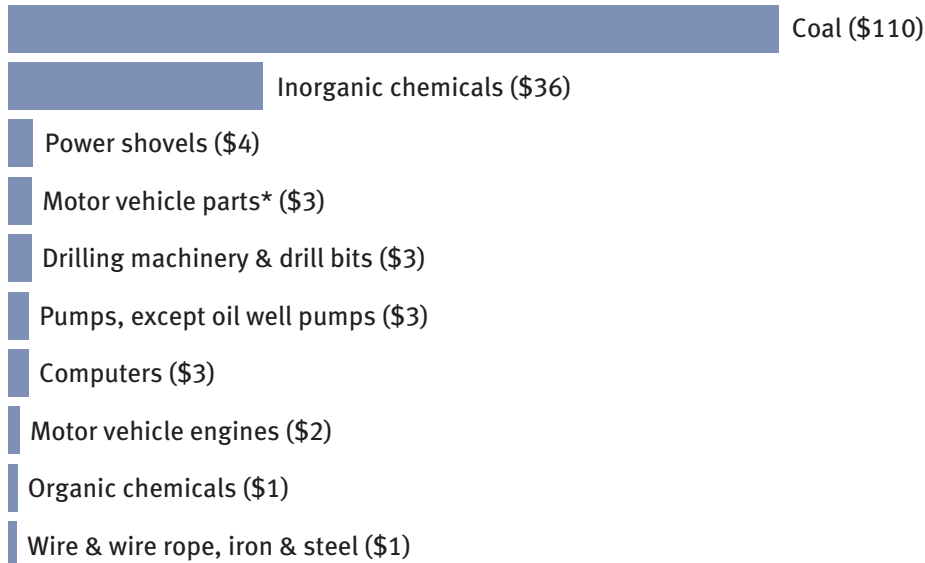
WYOMING

➤➤ 9,000 Wyoming 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
- Wyoming sold more goods to Canada in 2004 than it did to its next four largest trading partners combined
- Canada provided the state with \$1.6 billion in energy goods last year

Wyoming's Leading Exports to Canada

2004, in millions of U.S. dollars

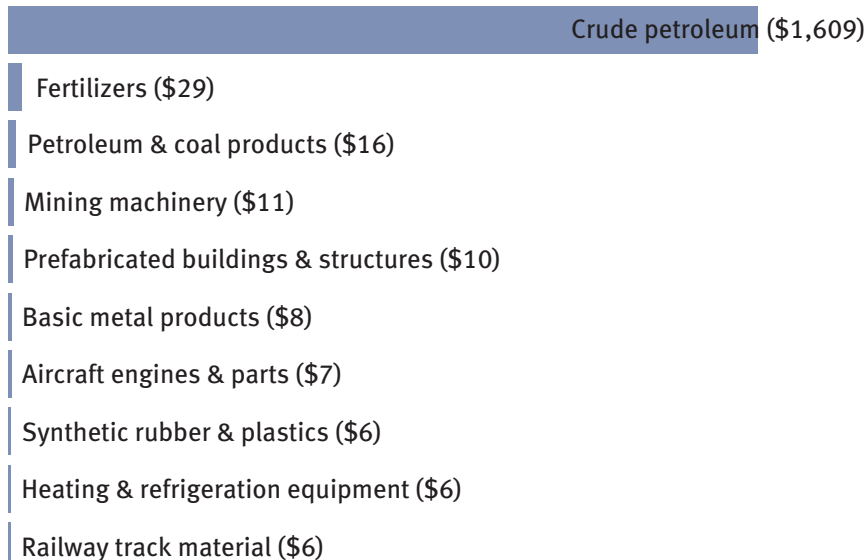


*not including engines

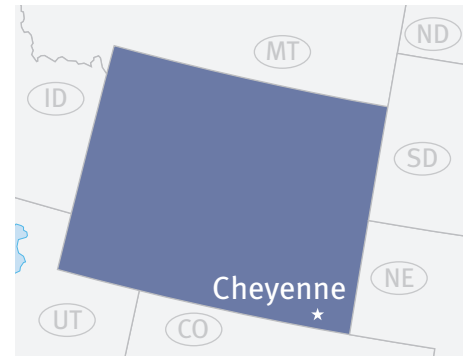
Total Wyoming exports to Canada: \$222 million

Wyoming's Leading Imports from Canada

2004, in millions of U.S. dollars



Total Wyoming imports from Canada: \$1.9 billion



Wyoming's number one...

Canada captured the largest share of the Cowboy State's export market, purchasing 29% of the state's foreign-bound goods in 2004. Bilateral trade reached \$2.1 billion, an increase of 10% from 2003. The state sold \$222 million worth of merchandise goods to Canada, more than it exported to its next four largest foreign markets combined. In return, Canada supplied the Cowboy State with \$1.9 billion worth of merchandise.

Energy anchors the relationship...

Wyoming looked to its northern neighbor as a secure and reliable source to satisfy its growing energy needs. Energy trade accounted for 83% of total exchanges in 2004. Wyoming's demand for energy supplies was met by \$1.7 billion in Canadian energy, \$1.6 billion of which was in crude petroleum, and \$16 million worth of petroleum and coal products. Energy purchases accounted for 87% of the state's total imports from its northern neighbor in 2004. In return, Wyoming provided Canada with a different form of energy: \$110 million in coal. Overall, trade in energy grew by \$121 million in 2004, increasing 7% from the previous year.

The right chemistry...

Canada and Wyoming traded \$90 million worth of chemicals in 2004, an increase in exchange of 17% from 2003. The state ensured that Canada was well supplied, sending \$44 million worth of chemicals north of the border. These exports were led by \$36 million in inorganic chemicals. Similarly, Canada sold the Cowboy State \$46 million worth of chemical products including \$29 million in fertilizers.

Money-making machinery...

Machinery contributed \$79 million to Canada-Wyoming exchange, an increase of 41% from 2003. Of the \$19 million in machinery sales to Canada, the Cowboy State delivered \$4 million in power shovels, \$3 million in drilling machinery and drill bits, and \$3 million in pumps (except oil well pumps). The state bought \$60 million in Canadian machinery in 2004, led by \$11 million in mining machinery and \$6 million in engines and turbines.

Wild, wild west...

Canadians made 89,600 trips to the Cowboy State, generating \$13 million in tourism revenue for Wyoming in 2004. In return, residents from the state made 19,900 visits to Canada, spending \$12 million north of the 49th parallel.

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Wyoming's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Wyoming's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Energy	\$111	Energy	\$1,627
Chemicals	\$44	Machinery	\$60
Machinery	\$19	Chemicals	\$46
Minerals	\$11	Equipment	\$30
Telecommunications	\$8	Transportation	\$26
Transportation	\$7	Metals	\$24
Equipment	\$5	Forest Products	\$17
Agriculture	\$4	Household Goods	\$4
Metals	\$3	Telecommunications	\$3
Other	\$12	Other	\$24

Canada–Wyoming Success Stories

Wyoming is the most energy intensive state and the least populated state in the Union. The energy and mining sectors provide the underpinning for the state's economy and consequently the state's fiscal health. Canadian involvement in Wyoming is focused on the energy industry and has greatly increased since EnCana's 2004 purchase of Tom Brown, Inc. Several Canadian owned oil and gas pipelines also pass through Wyoming bringing both Alberta and locally produced oil and gas to refineries.

The Wyoming government is eager to increase trade and partnership ventures with Canada. This is exemplified in the current partnership between the University of Wyoming, Western Research Institute and the University of Calgary as they develop new technologies to improve methods of oil extraction from tar sands formations. Through the participation in several recent trade missions to the western Provinces of Canada, Wyoming has focused its efforts on the development of coal-bed methane resources, common in both Wyoming and Alberta. Currently, the Wyoming government plans a trade and investment mission to Alberta for late 2005 or early 2006 to explore best practices in specific energy related areas such as resource management, energy technology and fiscally responsible energy policies.



Top Three Canadian Employers

- ★ Four Seasons Hotels Inc.
 - ★ *Four Seasons Hotels Inc.*
- ★ EnCana Corporation
 - ★ *Tom Brown, Inc.*
- ★ AEC Express Holdings Ltd.
 - ★ *Platte Pipe Line Company*

State jobs supported by Canada–U.S. trade: 9,000

Wyoming Trade

Exports to Canada: \$222 million
Imports from Canada: \$1.9 billion
Bilateral trade: \$2.1 billion
Largest export market: Canada

Wyoming Tourism

Visits by Canadians: 89,600
\$ spent: \$13 million
Visits to Canada: 19,900
\$ spent: \$12 million

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

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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.