

UTAH

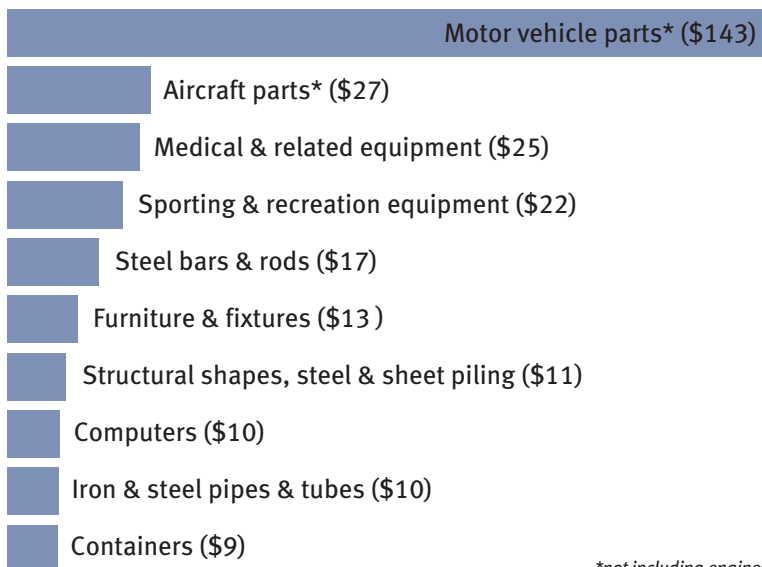
► Canada–U.S. trade supported 5.2 million U.S. jobs

- Total Canada–U.S. merchandise trade: \$461 billion
- Canada–Utah trade supported 44,000 Utah jobs
- Canadians made more than 154,900 visits to Utah, spending \$46 million.
- Utah residents made 64,700 visits to Canada, spending \$36 million.



Utah’s Leading Exports to Canada

2005, in millions of U.S. dollars

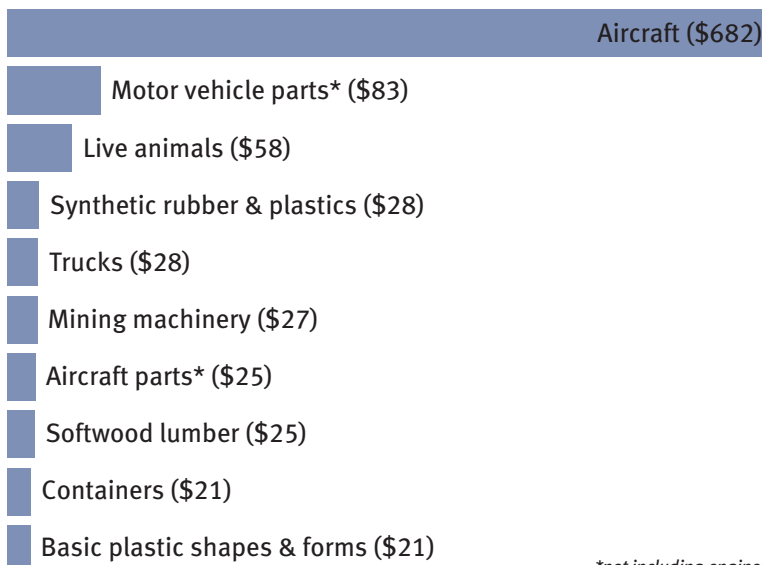


*not including engines

Total Utah exports to Canada: \$735 million

Utah’s Leading Imports from Canada

2005, in millions of U.S. dollars



*not including engines

Total Utah imports from Canada: \$1.6 billion

Busy in the Beehive State

In 2005, cross-border exchanges in merchandise goods averaged \$6.5 million on a daily basis. Bilateral trade amounted to \$2.3 billion, with Utah exporting \$735 million in commodities to its northern partner and importing \$1.6 billion worth. Canada was the Beehive State’s third largest export market, purchasing 11% of the state’s outbound goods.

Transportation fueled the exchange

Bilateral trade in transportation products—Utah’s principal import and export sectors—exemplifies the integrated Canada–U.S. marketplace. Companies in Utah and Canada make motor vehicles together, contributing to various stages of production with many parts crossing the border multiple times.

Transportation products dominated the exchange in 2005. Utah exports to Canada totaled \$214 million, representing 29% of the state’s foreign sales. Utah’s imports from Canada amounted to \$833 million or 51% of its total purchases. Leading transportation goods exchanged included motor vehicle and aircraft parts (excluding engines), finished aircraft and trucks. The integrated marketplace in transportation goods coupled with “just in time” inventories benefited consumers and provided jobs on both sides of the border.

Enjoying outdoor activities

Utah sold Canada \$129 million in personal and household goods, enjoying a trade surplus from this sector, valued at \$88 million. Thanks to Utah expertise in sporting and recreation equipment, Canadians purchased football, hockey and baseball equipment; skis and snowboards; golf clubs, fishing rods, billiards tables and more, valued at \$22 million. Shipments of Utah-made furniture and fixtures, televisions, radios and personal electronics added another \$21 million to the exchange. In return, the Beehive State imported \$41 million in Canadian-produced personal and household goods, led by \$9 million in printed matter.

Trees and metals.

Utah purchased \$198 million in Canadian forest products, an increase of 12% from the previous year. Leading shipments included softwood lumber (\$25 million) and newsprint (\$17 million).

Utah–Canada Facts at a Glance:



Top Canadian Employers

- ✦ Les Placements MLE Lte.
 - ★ WNG Holdings (International) Ltd., Schiff Nutrition International Inc.
- ✦ Toromont Industries Ltd.
 - ★ Toromont Industries Inc., Aero Tech Manufacturing Inc.
- ✦ Alimentation Couche-Tard Inc.
 - ★ Circle K Stores Inc.
- ✦ Dynatec Corporation
 - ★ Dynatec Drilling Inc.
- ✦ Counsel Corporation
 - ★ I-Link Systems Inc.

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

Utah Trade

Exports to Canada:	\$735 million
Imports from Canada:	\$1.6 billion
Bilateral trade:	\$2.3 billion
Largest export market:	United Kingdom

Utah Tourism

Visits by Canadians:	154,900
\$ spent:	\$46 million
Visits to Canada:	64,700
\$ spent:	\$36 million

Life elevated.

Canadians traveled to Utah to experience great skiing and to enjoy the state's national parks, making 154,900 visits and spending \$46 million—an increase of 35% from the previous year. Utahans also made frequent trips across the border, visiting Canada 64,700 times and spending \$36 million. ✦

Canada–Utah Success Stories

Six bioscience companies from Alberta, Nova Scotia and Quebec participated in a recent trade mission to Colorado and Utah arranged by the Consulate General of Denver. This was the post's first trade mission to Utah. The five day mission included a Life Sciences Technology Partnering Symposium in Salt Lake City, Utah, co-hosted by the Governor of Utah and the Consul General. The trade mission to Colorado and Utah resulted in multiple business leads for each of the six Canadian companies, all of who are committed to returning to further explore opportunities in the two states.

Carlwood Lumber Ltd. (Maple Ridge, British Columbia), entered into discussions with United Woodworkers in Orem, Utah. This contact regarding alder and maple resulted in a sale worth \$100,000 (CND) to the Utah based company. ✦

August 2006

Sources: Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.2116. Merchandise trade is customs-based for the year 2005. 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.

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

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