



Canada-Montana Trade



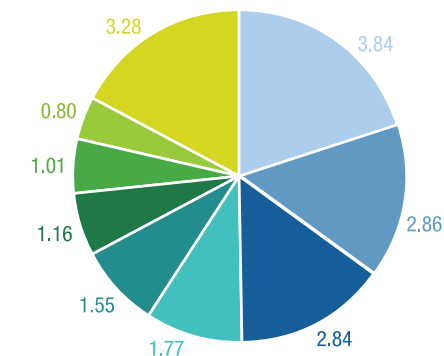
- Montana's trade with Canada is substantial, totaling \$4.2 billion in 2006. This includes the sale of over \$2.8 billion in Canadian crude oil to Montana. In the same year, trade in agriculture and agri-food products was valued at \$74.2 million.
- Agriculture plays a key role in the economic prosperity of both Montana and Canada. Agriculture and agri-food industries across Canada employ one in every eight people. In Montana, these industries supported about 7000 jobs both on and off the farm in 2006.
- Overall, Montana's top agricultural commodity by far is cattle and calves, and barley also ranked as one of the state's top five agricultural commodities in 2006. Overall, Montana's grain exports are very important to the Canadian agriculture and food industry. One major wheat product – pasta – is Montana's top agri-food export to Canada, with sales valued at \$3.8 million in 2006. Additionally, 2006 sales to Canada of barley were \$1.4 million, and of rape seed were \$1.1 million; exports of animal feed were also substantial.
- Total sales in grains and oilseeds often fluctuate as farms rotate their crops each year. In 2006, Canadian sales of canola seed oil-cake and solid residue were \$12.3 million, while forage, alfalfa and clover seeds accounted for \$5.5 million. Canada also exported animal food preparations worth \$5.4 million and further; \$2.5 million worth of canola oil to Montana in 2006.
- In 2006, Canada imported \$2.6 million worth of live animals from Montana, predominantly horses. In the same year, Canadian exports of live horses, asses, mules and hinnies to Montana were around \$937,000. Furthermore, Canadian sales of swine to Montana were 1.8 million in 2006.

TRADE SUPPORTS MONTANA'S FAMILIES

Canada's population is slightly less than the population of the state of California, but the face of agriculture remains the same for both Canada and the United States. Both in Canada and the United States, 98 percent of farms are family operations. Montana produces and exports agricultural products worldwide. The state's farm cash receipts totaled \$2.2 billion in 2006. The state's agricultural exports worldwide reached an estimated \$590 million in 2006. Agricultural exports help boost farm prices and income, while supporting about 7,000 jobs both on the farm and off the farm in food processing, storage, and transportation. Exports are important to Montana's agricultural and statewide economy. Measured as exports divided by farm cash receipts, the state's reliance on agricultural exports was 27 percent in 2006.

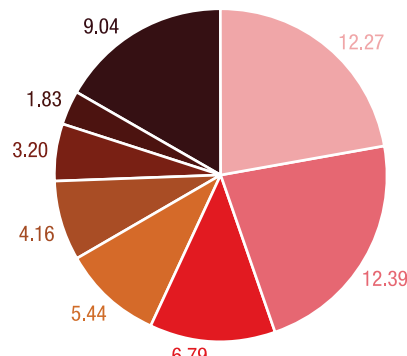
A SHARED HISTORY

Today's Canadian cattle industry is directly linked to the end of the American civil war. In the 1850s and 1860s, the U.S. contracted cattle producers to push herds of Texas longhorns north toward Canada, to make up for the receding bison population that was leaving many in the plains regions hungry. When some of the herd stopped in Montana, they formed the backbone of a new ranching industry, which was to remain a staple of Montana life. In no time, quality herds were also being moved out of Montana, thus firmly establishing ranching in neighboring regions.



Exports to Canada \$19.10 million

- Baking Related
- Miscellaneous Grain and Seed
- Vegetables
- Horses, Asses, Mules, Etc.
- Cereals
- Animal Feed Preparation
- Soybean Residues
- Sheep and Goats
- Other



Imports from Canada \$55.12 million

- Misc. Grain, Seed
- Other Solid Residue
- Cereals
- Animal Feed Preparation
- Fats and Oils
- Pork
- Swine
- Other

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Pie Chart Data Source: World Trade Atlas (WTA), product group: Agri-food and Seafood, retrieved July 2007. Canada-US state trade data sourced from WTA, product group: Agri-food and Seafood, retrieved Oct. 2007. Additional sources include: USDA.

**Variations in pie chart data and general trade information may occur due to dates when data was retrieved.

