



# Canada-Utah Trade



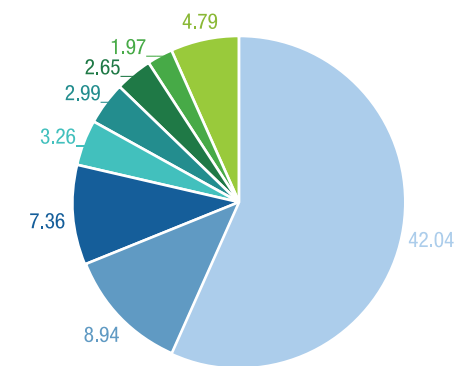
- Trade between Utah and Canada has grown steadily over the past five years, reaching \$2.7 billion in 2006. Of this total, agriculture and agri-food trade accounted for \$281.3 million.
- Canada is an important market for Utah's agricultural goods, taking in almost 16 percent of Utah's agricultural exports in 2006. Key exports derived from Utah's 15,100 farms were live animals and meat, rice and wheat, hides and skins, with the top agricultural commodities overall being prepared foods, pastas, fruit and vegetable juices.
- In 2006, Utah exported \$40.8 million in food preparation, \$5.3 million in pasta, \$3.2 million in animal feed preparations, \$2 million worth of preserved meat and fish; and \$1.3 million worth of chocolate products to Canada. Of these sales to Canada, fruit and vegetable juices saw the most growth in volume sales from the previous year. The sale of essential oils to Canada also increased over this year.
- Canadian meat sales to Utah were strong in 2006, with export values of live cattle reaching \$152 million and sales of fresh or chilled pork cuts hitting \$10 million. Canada maintained stable exports of vegetables to Utah including tomatoes, cucumbers, lettuce, carrots and turnips.

## HOW IMPORTANT IS AGRICULTURE?

In the U.S., the agriculture and agri-food industry represents roughly 5% of GDP, and is responsible for roughly 24 million jobs when you consider everything from growing the food to selling it at the local supermarket. In Canada, the agriculture and agri-food industry generates 8% of the GDP. It also employs nearly 2.1 million people, or approximately one out of every eight Canadians. Agriculture remains a central component of Canada's economy.

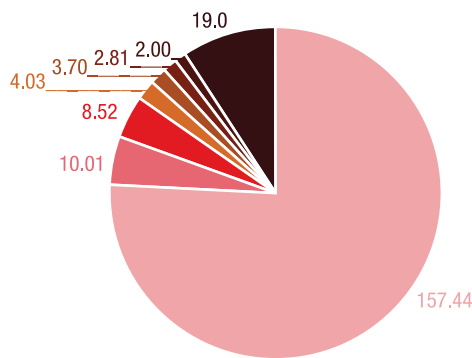
## BILATERAL TRADE IN BEEF

There are approximately 800,000 ranchmen and cattlemen in the United States. The entire U.S. beef industry is made up of nearly one million business, farm and ranches that in 2006 produced roughly 25 billion pounds of beef. On the other hand, Canada produced 3.3 billion pounds of beef on over 117,000 farms and ranches. In 2006, beef production weighed in at 3.3 billion pounds, compared to almost 25 billion pounds in the U.S. Furthermore, in 2006, there were 105.2 million head of cattle and calves in the U.S. Texas, Kansas, Nebraska, California, and Oklahoma produced the majority of cattle in the U.S. In Canada, there were roughly 14.7 million heads of cattle in 2006. The highest inventories were held by Alberta (40 percent), Saskatchewan, Ontario, Manitoba, and Quebec.



### Exports to Canada \$74.00 million

- Food Preparation
- Baking Related
- Preserved Food
- Animal Feed Preparation
- Non-Alcoholic Beverages
- Essential Oils Resinoid
- Prepared Meat, Fish
- Other



### Imports from Canada \$207.41 million

- Beef
- Baking Related
- Vegetables
- Food Preparation
- Cocoa
- Milling, Malt, Starch
- 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, Statistics Canada.

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

