



**MONTANA**  
DEPARTMENT OF COMMERCE

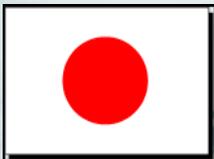
# **OFFICE OF TRADE & INTERNATIONAL RELATIONS**

*Helping Montanans Compete at Home and Around the Globe*

**[WWW.EXPORTMONTANA.COM](http://WWW.EXPORTMONTANA.COM)**

# MONTANA TRADE OFFICE RESOURCES

- Protocol and Diplomatic Relations
- Trade Office in Kumamoto, Japan
- Made in Montana Marketing Programs
- Trade Show Assistance Programs
- **Export Assistance and Training**



# MONTANA'S EXPORTS 2012

\$2.49 BILLION IN TOTAL COMBINED EXPORTS

## MONTANA'S TOP EXPORT PARTNERS

FIGURES EXCLUDE BULK WHEAT EXPORTS

\$638M

CANADA

### MONTANA'S TOP MARKET

Canada is Montana's top export market, and 26% of Montana's total exports were shipped to Canada during 2012. Exports to Canada also represented 1.57% of Montana's \$40,422 billion gross domestic product (GDP) in 2012.

### KEY PHARMACEUTICAL EXPORTS

From 2011-2012 Montana's exports to Belgium increased by 159%, predominantly due to pharmaceutical product shipments. In 2012 Belgium was Montana's fourth largest export market.

BELGIUM

\$83M

### MINERAL FUEL EXPORTS

In 2008 Korea became one of Montana's top five export markets. From 2010-2012 Korea continued to prevail as Montana's second top export partner, largely due to mineral fuel exports.

\$173M

REPUBLIC OF KOREA

CHINA

\$106M

### EXPORTS TO CHINA INCREASE

Since 2003 Montana's exports to China have seen a gradual increase. By 2007 China became one of Montana's top five export markets. From 2010-2012 Montana exported more than \$348.3 million in tangible exports to this market.

# 2012 TOP TANGIBLE EXPORT PRODUCTS

IN MILLIONS OF DOLLARS

\$915.32

## BULK WHEAT

Bulk wheat is Montana's largest export commodity, which is shipped to Pacific Northwest grain handling facilities destined for export. This commodity increased by \$33.5 million (2011-2012) due to a gain in both value and bushels.

\$397.68

## MINERAL FUEL

Mineral fuel is comprised largely of coal and oil exports, principally delivered to Canada and the Republic of Korea. This category has gradually increased since 2006. In 2012 mineral fuel was the second highest export category for the state.

\$241.13

## INORGANIC CHEMICALS

Examples of inorganic chemicals include cupric oxide and silicon. This has been one of Montana's top three export categories since 2003. In 2012 the majority of this category was shipped to China and the Republic of Korea.

\$221.68

## INDUSTRIAL MACHINERY

Industrial machinery, including computers has been one of Montana's top export sectors since 1996. Since 2007 the leading commodity has included manufacturing equipment for the semiconductor industry for markets in Canada, the Republic of Korea and Taiwan.

# WHERE OUR WHEAT GOES

In 2012, Montana sent 117.2 million bushels of wheat to exporting facilities in the U.S.

According to the Montana Wheat & Barley Committee, **Japan purchases over 50% of Montana's wheat.**

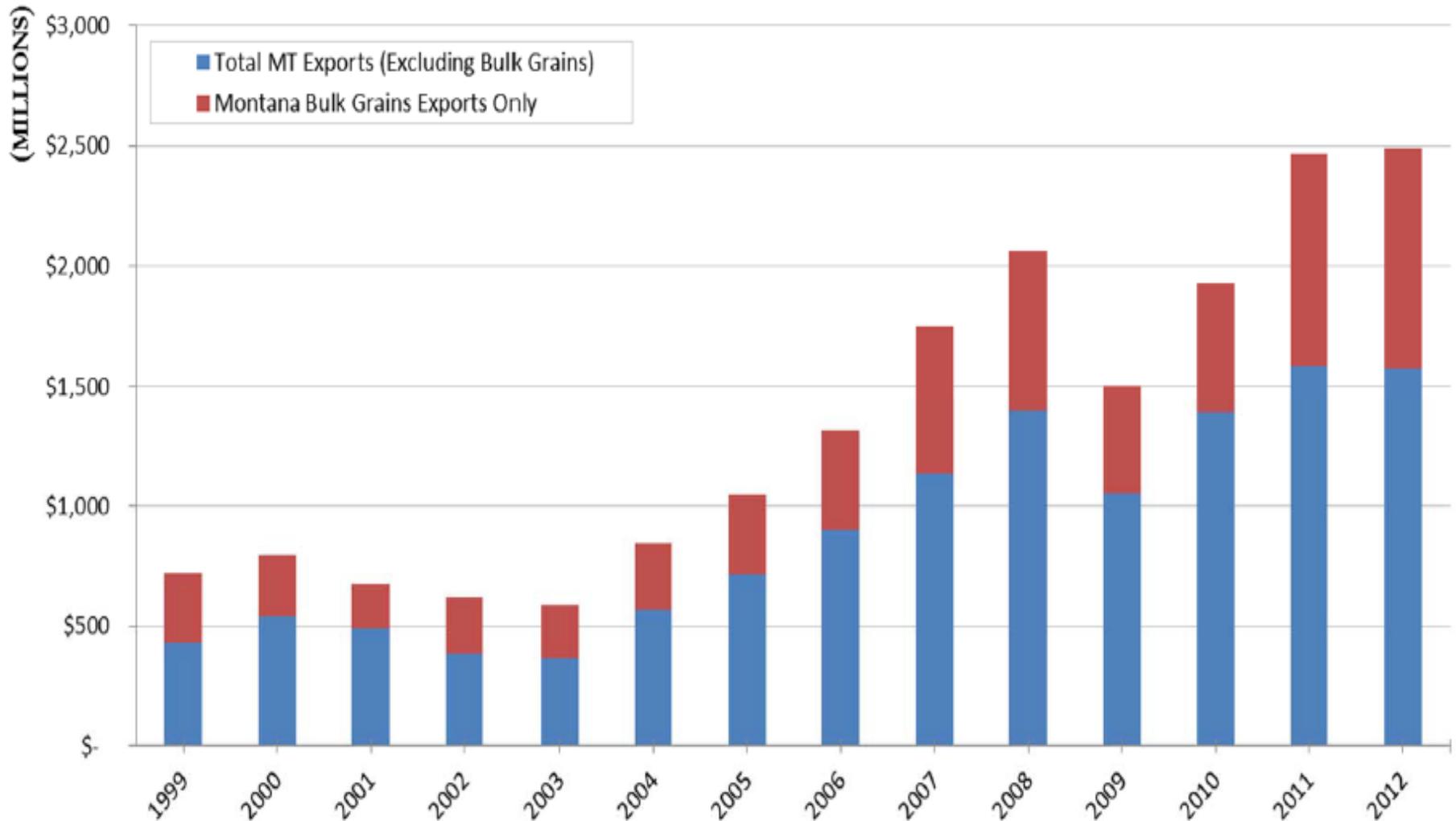


**Secondary markets** include Taiwan, South Korea, The Philippines and Indonesia.



# TOTAL VALUE OF MONTANA'S EXPORTS, 1999 - 2012

(FIGURES ARE NOT ADJUSTED FOR INFLATION)



Source: Bulk Grains - National Agricultural Statistics Service (NASS); All Other Exports Data - WISERTrade (figures for prior periods may be revised due to more current data releases).  
Compiled 4/1/2013 by the Census & Economic Information Center, MT Department of Commerce ([www.ceic.mt.gov](http://www.ceic.mt.gov))



## VALUE OF MONTANA EXPORTS TO CANADA

TOTAL ALL NON-SERVICE INDUSTRIES, 2002 - 2012



\* *Figures are in Millions of Year Dollars - Not Adjusted for Inflation*

Source: WISERTrade State NAICS Database - Current As of August 2013

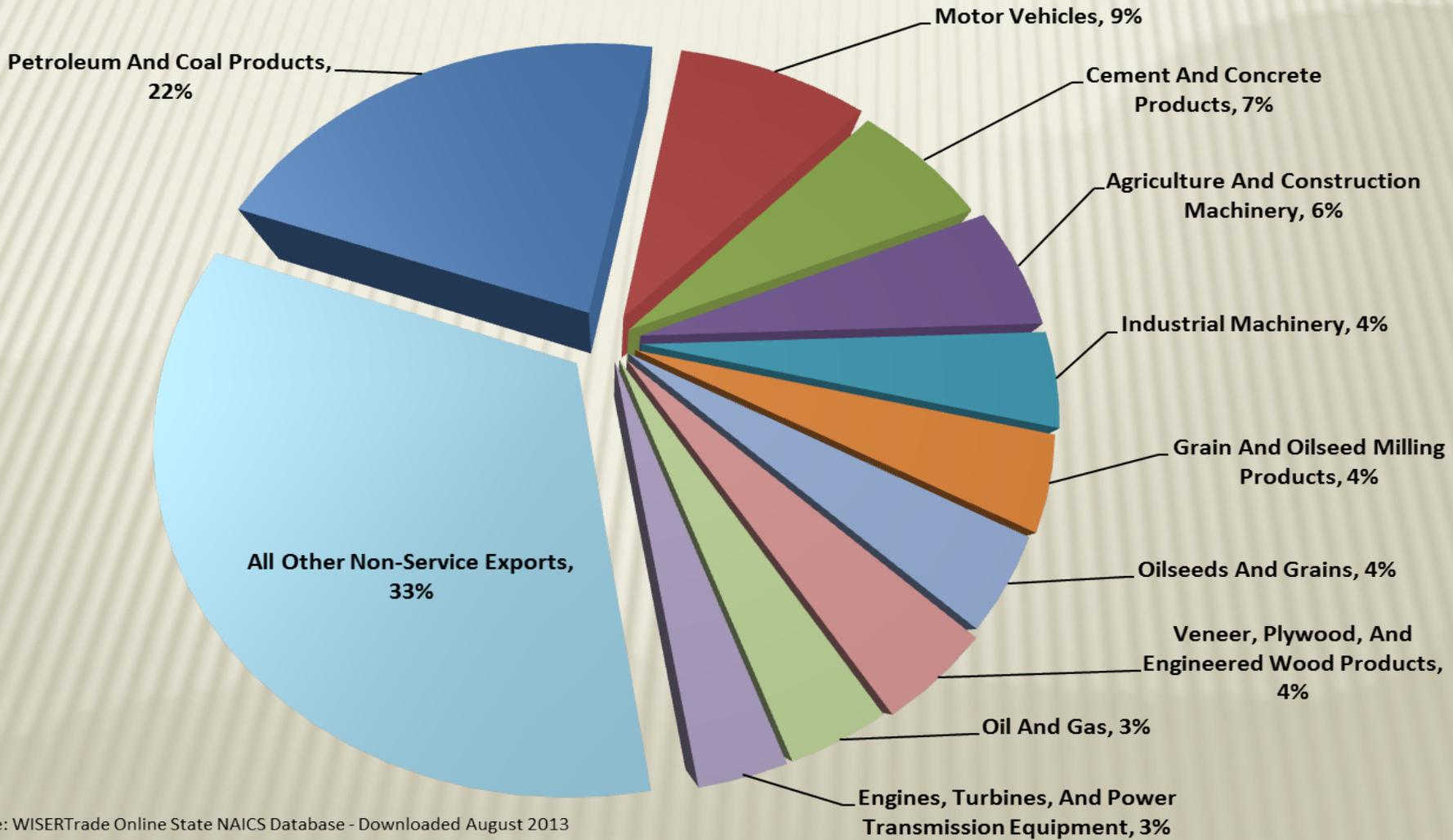
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## MONTANA EXPORTS TO CANADA BY INDUSTRY SHARE - 2012

Top 10 Industries by Value of Exports Displayed

**TOTAL VALUE: \$638.2 MILLION**



## Sources:

- **WISERTrade (World Institute for Strategic Economic Research)**
- **Montana Wheat & Barley Committee**
- **NASS (National Agricultural Statistics Service)**
- **Montana Department of Commerce**
  - **CEIC (Census and Economic Information Center)**
  - **Office of Trade and International Relations**



**MONTANA**  
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× **For Information**

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