

# Queensland's trade with North America

## Trade relationship

- The North American market<sup>1</sup> is one of Queensland's largest merchandise trade partners by value.
- Queensland's two-way trade with the North American market was valued at \$5.6 billion<sup>2</sup> in 2010–11<sup>P</sup>, representing 6.8 per cent of Queensland's two-way trade with the world.
- The Australia–United States Free Trade Agreement (AUSFTA) entered into force on 1 January 2005.

## Merchandise exports

- Queensland's merchandise exports<sup>3</sup> to North America were valued at \$1.377 billion in 2010–11<sup>P</sup>, representing 2.8 per cent of Queensland's total merchandise exports to the world.
- Knowledge-intensive merchandise exports to North America were valued at \$232 million in 2010–11<sup>P</sup>, representing 10.8 per cent of Queensland's total global knowledge-intensive merchandise exports.
- In 2008–09, Queensland exports of mining equipment, technology and services (METS)<sup>3</sup> to North America were valued at \$216 million, representing 20.3 per cent of the total Queensland overseas exports of METS for the year.
- Queensland's major merchandise exports to North America in 2010–11 were:

Merchandise exports	Value
Meat and meat preparations	\$492 million
Non-ferrous metals	\$260 million
Specialised industrial machinery	\$66 million
Professional and scientific instruments and apparatus	\$32 million
Transport equipment (excl. road vehicles)	\$29 million

<sup>1</sup> Comprising the United States and Canada.

<sup>2</sup> Australian Bureau of Statistics Foreign Trade unpublished data.

<sup>3</sup> Australian Bureau of Agricultural and Resource Economics, Bureau of Rural Sciences (2010), *An economic survey of companies in the Australian mining technology services and equipment sector, 2006–07 to 2008–09*, Research report 10.07.

<sup>P</sup> Preliminary data.



## Merchandise imports

- Queensland's merchandise imports from North America were valued at \$4.237 billion<sup>2</sup> in 2010–11<sup>3</sup>, representing 13 per cent of Queensland's total merchandise imports from the world.
- Queensland's major merchandise imports from North America in 2009–10 were:

Merchandise imports	Value
Road vehicles	\$914 million
Specialised industrial machinery	\$600 million
General industrial machinery	\$387 million
Power generating machinery and equipment	\$298 million
Electrical machinery and appliances	\$249 million

## Services exports

In 2009–10, services exports from Australia to North America were valued at \$6.1 billion.

Queensland received 199 000 visitors from the United States and Canada in 2010–11, representing 10 per cent of international visitors for the year and one of Queensland's largest tourism markets.

Between January and June 2011, Queensland received 3634 international student enrolments from North America, representing a 5.2 per cent share of Queensland's total of 69 697 international student enrolments.

## Areas with export potential for Queensland

- Advanced manufacturing
- Aviation and aerospace
- Biotechnology, life sciences and pharmaceutical products
- Clean technologies and alternative fuels
- Creative industries (music, film, gaming, design, fashion and visual arts)
- Financial services and investment
- Information and communication technology
- Mining, energy, oil and gas
- Transportation and rail
- Water management

## Official links

- Queensland has active government-to-government agreements with the Canadian provinces of British Columbia and Manitoba and the American states of Washington, South Carolina and Texas.
- The Queensland Government has been actively involved in the annual G'day USA Australia Week promotion since its inception in 2004. In 2011, the event generated considerable exposure for Queensland, showcasing the state's innovation in science, water management, tourism, fashion and trade.

## Queensland's recent successes in North America—a snapshot

- In June 2011, the Premier of Queensland led a delegation of over 70 people to the 2011 BIO International Convention in Washington DC. The Premier also met with senior representatives from the US investment community in New York and hosted a lunch in Houston, Texas, for over 200 key representatives from the US oil, gas and energy industries.
- During this mission, the Premier signed a Statement of Intent with the Governor of Texas to promote greater collaboration and cooperation between Queensland and the Texan oil, gas and energy industries. The establishment of the agreement and the recent appointment of the Queensland Government's Senior Liquefied Natural Gas Advisor, based in Houston, will promote greater investment into Queensland's coal seam gas and liquefied natural gas industries.

Trade and Investment Queensland has representation in Santiago, Chile, which is supported by a Brisbane team of market specialists and a statewide network of regional export advisors.

Email us at [tradeinfo@qld.gov.au](mailto:tradeinfo@qld.gov.au) or phone 3224 4035 to find out more about exporting to North America.