

Minnesota Trades with Australia

Australia is the 12th largest market for Minnesota goods exports, worth over \$363.5 million in 2007. Minnesota's major exports to Australia include medical equipment, plastic products, spray guns and passenger motor vehicles.

Product	Value (\$)	Percent
Machinery Manufactures	83,883,070	23.1
Computers & Electronic Products	69,897,297	19.2
Miscellaneous Manufactures	47,340,603	13.0
Transportation Equipment	46,533,759	12.8
Paper Products	26,336,437	7.2
Chemical Manufactures	18,636,676	5.1
All Others	70,912,066	19.5
TOTAL	363,539,908	100%

Source: US Department of Commerce 2007 CY

Australia invests in Minnesota

- **Ellex**, which designs and manufactures ophthalmic laser systems and other therapies for treating blindness, has its US office in Minneapolis.
- **Global Ethanol Holdings**, an Australia-based ethanol producer with production plants in the United States, has its US office in Minneapolis.
- **Hubbard Feeds Inc.**, a subsidiary of Australia's Ridley Corporation, manufactures and distributes a range of animal nutrition products and feed solutions and is based in Mankato.
- **Macquarie CountryWide Trust**, a leading property trust with investments in grocery-anchored shopping centers around the world, owns 2 such sites across Minnesota. **Macquarie DDR Trust** owns another 2 shopping centers around the state.

Did you know?

- Minneapolis-based **Cargill** is a major marketer of grain and oilseeds in Australia where it maintains several offices in Victoria and New South Wales.
- Minnesota company **3M** markets notepads, tapes, carpet cleaners, health and safety products and pharmaceuticals through its branches in all Australian states.
- Minnesota, with the other US Great Lakes states, has an **international trade office in Sydney**.
- During the 2005-2006 academic year, almost 550 Minnesota college students participated in **study abroad programs in Australia**, an increase of around 11% on the previous year.

Australia: Strong economy, important trading partner

- Total trade between Australia and the United States was \$44 billion in 2007, with US exports to Australia amounting to \$29 billion. Australia ranks in the top 10 export markets for 14 states and the top 25 markets for 48 states.
- Australia is among the most highly developed and economically successful countries in the world with a gross domestic product (GDP) of \$1 trillion for the 2007/08 financial year.
- Australia has one of the world's most open and innovative economies. The OECD's 2008 annual review of economic reform assesses that Australia's economy is the least regulated among OECD member countries and imposes the least impact on economic behaviour.

AUSFTA

The **Australia-US Free Trade Agreement (FTA)** came into force on 1 January 2005. The FTA gives US businesses price advantages and preferential access over international competitors in the Australian market. The FTA eliminates 99% of Australia's manufacturing tariffs, giving US firms a 5% average cost advantage over their international competitors in the Australian market. Additionally the FTA:

- Grants enhanced preferential access for American service exporters to Australia.
- Grants tariff-free access to Australia's agricultural market for US exporters.
- Removes foreign investment screening for a range of foreign investment activities, including establishment of all new businesses in Australia.

For more information: www.usa.embassy.gov.au

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Australian Government