

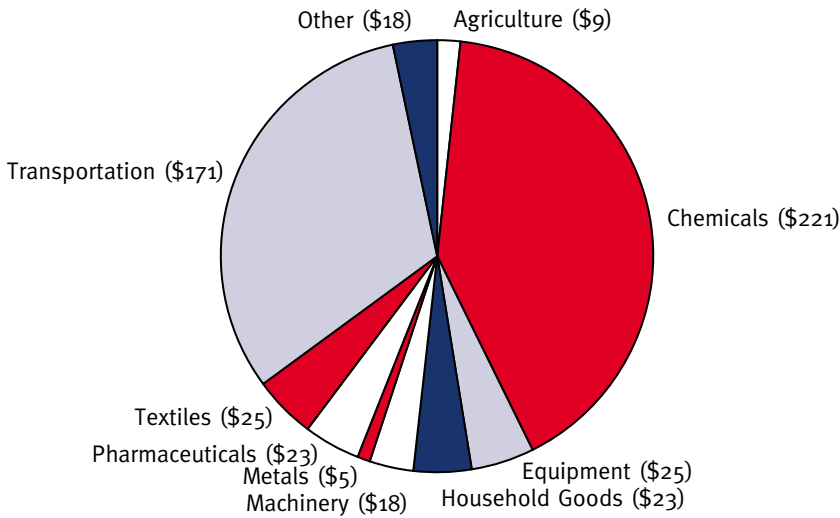


DELAWARE

In 1989, the Canada-U.S. Free Trade Agreement went into effect, phasing out all tariffs and many non-tariff barriers to trade. Beginning in 1994, the North American Free Trade Agreement (NAFTA) opened the Mexican market to Canada and the United States. Evidence of the benefits of free trade are clear as two-way trade in goods, services and income between Canada and the United States totalled \$449 billion in 2001, the largest bilateral exchange in the world.

Delaware's Merchandise Exports to Canada

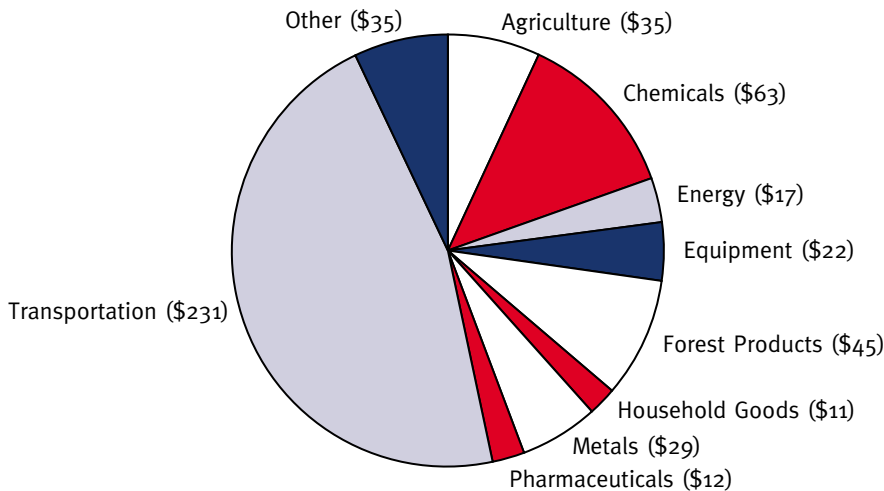
2001, in millions of U.S. dollars



Total Delaware exports to Canada: \$538 million

Delaware's Merchandise Imports from Canada

2001, in millions of U.S. dollars



Total Delaware imports from Canada: \$499 million

Canada is Delaware's leading export market.

Totalling \$538 million, Delaware sent a third of its exports to its northern neighbor in 2001. Canada supplied the First State with \$499 million worth of goods. The bilateral trade, which exceeded a billion dollars in 2001, provided vital products and supported thousands of jobs on both sides of the border.

Canada and Delaware have chemistry...

Chemicals comprised Delaware's largest export to Canada. In 2001, the state sold \$221 million worth, including \$83 million in unshaped plastics, \$26 million in synthetic and reclaimed rubber, \$25 million worth of plastic film and sheet, and \$25 million worth of organic chemicals.

Trains, planes, and automobiles...

Transportation helped drive trade between Delaware and Canada as the state sold \$171 million worth of transportation equipment in 2001. Transportation sales accounted for nearly a third of the state's total exports and included \$123 million worth of automobiles, the state's number-one export. Other exports included \$28 million worth of trucks, and \$18 million worth of aircraft.

Delaware supplies Canadians with household goods.

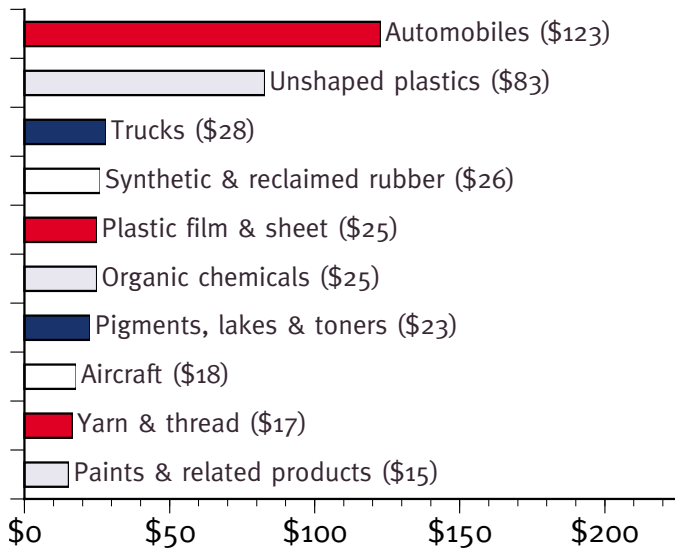
The First State sold \$23 million worth of household goods in 2001. Exports included \$9 million worth of photo film and \$6 million worth of furniture and fixtures.

Helping to keep Canada healthy...

Delaware exported \$23 million worth of pharmaceuticals to Canada, including \$14 million worth of medicine in dosage, and \$9 million in medical, ophthalmic and orthopedic supplies.

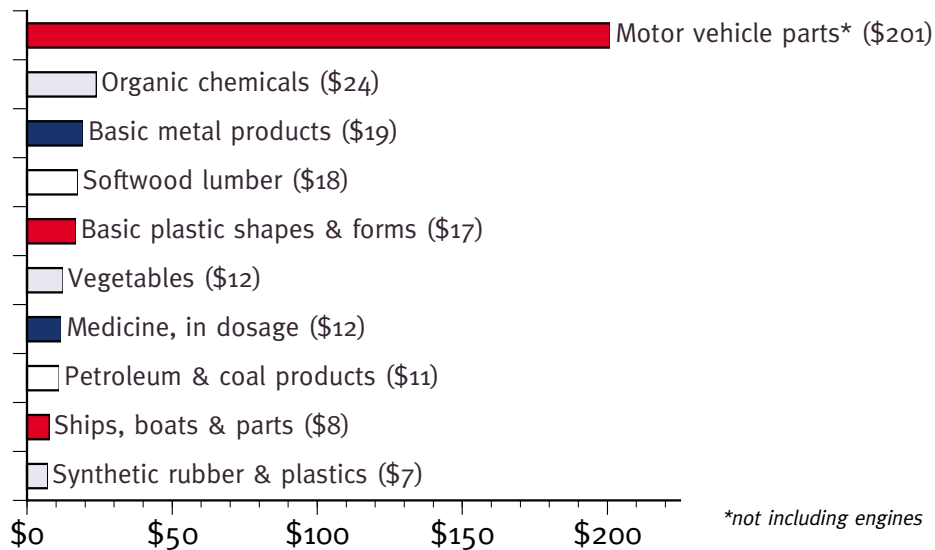
Delaware's Leading Exports to Canada

2001, in millions of U.S. dollars



Delaware's Leading Imports from Canada

2001, in millions of U.S. dollars



Canada supplies the First State with transportation equipment. Close to 50% of Canada's exports to Delaware consisted of transportation equipment. Leading the sales was \$201 million worth of motor vehicle parts, excluding engines. Other exports included \$8 million worth of ships, boats and parts, and \$4 million in trucks.

Chemicals are the catalysts for trade. Delaware imported \$63 million worth of chemicals in 2001, the state's second largest category of imports from Canada. Sales included \$24 million worth of organic chemicals and \$17 million in basic plastic shapes and forms.

Canada's forests supply Delaware... The First State purchased \$45 million worth of forest products in 2001, including \$18 million worth of softwood lumber and \$4 million worth of newsprint. These essential imports helped keep costs low in other sectors of Delaware's economy.

Tourism brings millions to both economies. In 2001, Canadians made over 48,000 visits to Delaware and spent nearly \$3 million. Residents of Delaware traveled to Canada nearly 63,000 times and spent nearly \$24 million.

July 2002

All figures are in U.S. dollars. Merchandise trade and tourism figures are from Statistics Canada, converted at the rate of US\$1.00=C\$1.5484. Canada's export ranking is from the Massachusetts Institute for Social and Economic Research (MISER). Figures may not add up due to rounding.

For more information on Canada's trade with Delaware, please contact:

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