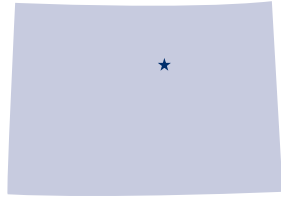


The World's Largest Trading Relationship

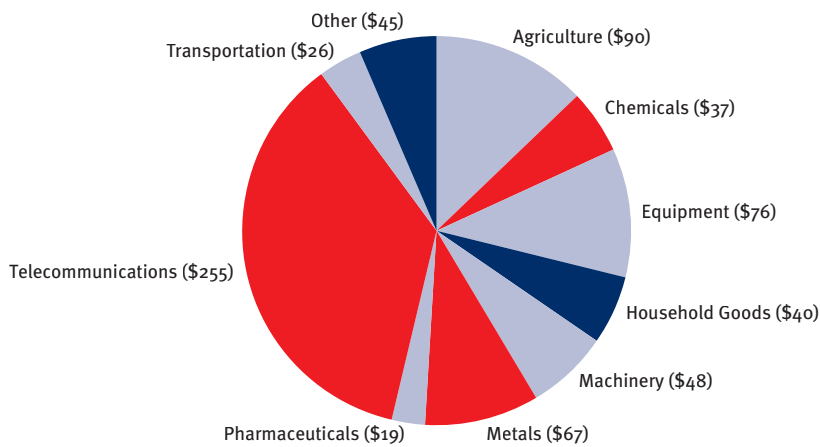


# COLORADO

In 1989, the Canada-U.S. Free Trade Agreement went into effect, phasing out all tariffs and many non-tariff barriers to trade. Evidence of the benefits of free trade are clear as two-way trade in goods and services between Canada and the United States totaled \$440 billion in 2002, the largest bilateral exchange in the world. Furthering the benefits of free trade, the 1994 North American Free Trade Agreement (NAFTA) opened the Mexican market to Canada and the United States.

## Colorado's Merchandise Exports to Canada

2002, in millions of U.S. dollars



Total Colorado exports to Canada: \$704 million

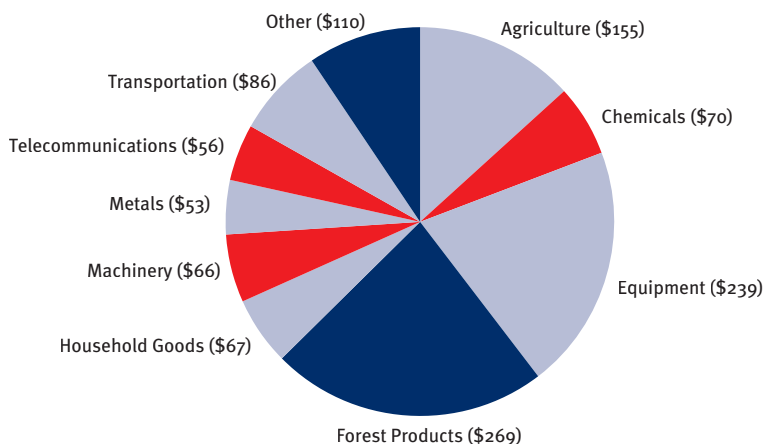
Canada is Colorado's #1 export market. Totalling \$1.9 billion, bilateral trade dependence was a pivotal force in each economy. The state exported \$704 million in goods to Canada, or almost 26% of its total foreign bound exports.

The wave of the future... Telecommunications was Colorado's largest export sector, totaling \$255 million and more than doubling from 2001. This sector was a dominating force because it represented 36% of Colorado's export total. Computer exports, with a value in excess of \$65 million, allowed Canadians to remain in touch with family and friends all over the world through email.

The farmer's market... Agriculture exports comprised Colorado's second largest export sector. Canadians purchased \$90 million worth of products from the state's farms and ranches, including \$61 million worth of meat and \$4 million in sugar, refined sugar, molasses and syrups. Colorado, in turn, imported \$155 million worth of Canadian agricultural products.

## Colorado's Merchandise Imports from Canada

2002, in millions of U.S. dollars



Total Colorado imports from Canada: \$1.2 billion

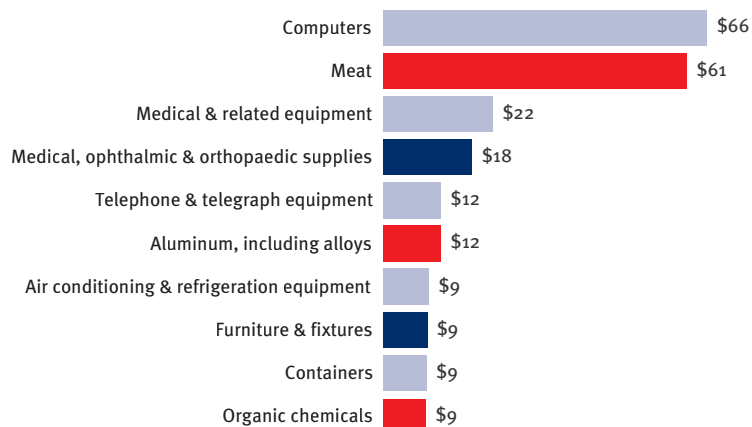
Number three is equipment... Colorado's exports totaled \$76 million and were led by over \$22 million worth of medical and related equipment, an increase of 5% from 2001. In return, Canada supplied Colorado with \$239 million worth of equipment including \$20 million worth of electrical lighting equipment representative of a 27% increase over the previous year.

And metals... Colorado's metal exports increased 3% over last year for a total of \$67 million. Included in this total were \$18 million in other iron, steel and alloys and \$4 million in valves. Canada sold Colorado \$53 million worth of metal products in 2002. Dominating this sector was \$20 million worth of other non-ferrous metals and alloys.

Colorado relied on Canadian forestry imports... Included in the total of \$269 million was \$70 million worth of newsprint and \$67 million worth of softwood lumber.

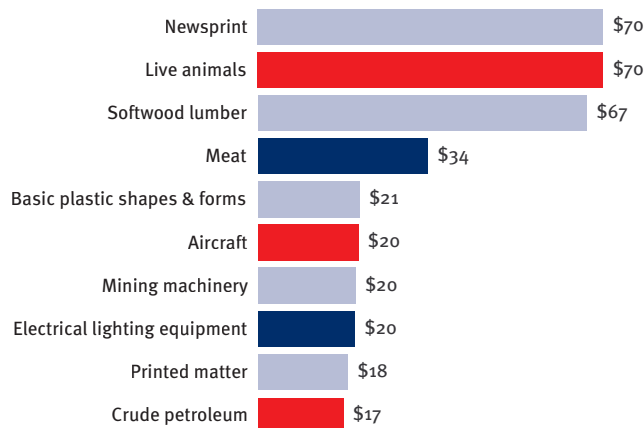
## Colorado's Leading Exports to Canada

2002, in millions of U.S. dollars



## Colorado's Leading Imports from Canada

2002, in millions of U.S. dollars



**Driving up the trade...** Bilateral trade of transportation products totaled \$112 million in 2002. Colorado exported a total of \$26 million, including \$8 million worth of motor vehicle parts, excluding engines. In return, Canada turned these motor vehicle parts into \$20 million in aircraft, \$9 million in railway trains and \$5 million worth of automobiles.

**Rest and relaxation...** Residents of Colorado made over 183,000 visits to their northern neighbor in 2002 and spent nearly \$80 million. Canadians made nearly 112,000 visits to Colorado and spent over \$56 million, a 24% increase over 2001.

June 2003

## Trade, Security & the Border

In 1996, Canada and the United States implemented a comprehensive Shared Border Accord to deepen cooperation on border management issues. Since the September 11th attacks on the United States, Canada and the United States have accelerated those efforts to protect the security and enhance the prosperity of their citizens. The two governments continue to expand threat information sharing, upgrade their crisis response abilities and ensure that the Canada-U.S. border remains secure with an efficient flow of trade. The 30-point Smart Border Action Plan, enacted in December 2001, takes aggressive steps toward building a smart border for the 21st century – a border open for business but closed to terrorists.

### Top Canada-U.S. Land Border Crossings

Total imports from Canada, in billions of U.S. dollars

Windsor, Ontario	➤ Detroit, MI	\$66.6
Sarnia, Ontario	➤ Port Huron, MI	\$60.7
Fort Erie, Ontario	➤ Niagara Falls, NY	\$50.2
Lacolle, Quebec	➤ Champlain, NY	\$16.7
Lansdowne, Ontario	➤ Alexandria Bay, NY	\$11.0
Surrey, British Columbia	➤ Blaine, WA	\$9.9
Emerson, Manitoba	➤ Pembina, ND	\$7.7
St. Armand, Quebec	➤ Highgate Springs, VT	\$6.8
Coutts, Alberta	➤ Sweetgrass, MT	\$6.6
North Portal, Sask.	➤ Portal, ND	\$5.7

All figures are for 2002 and are in US dollars. Merchandise trade and tourism figures are from Statistics Canada, converted at the rate of US\$1.00=C\$1.5704. 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 Colorado, please contact:**

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