

Connecticut

Canada is Connecticut's best foreign customer.

In 1987 almost a third—32 percent—of Connecticut's world exports—\$824 million worth of goods—went to Canada.

Canada buys Connecticut's sophisticated goods and services.

Sixty-nine percent of Connecticut's sales to Canada were in manufactured products: aircraft, computers and other electronics, motor vehicle parts¹ and industrial machinery.

Connecticut provides Canadians with millions of dollars in insurance, engineering and other services.² It supplied an estimated 125,000 Canadian visitors with over \$10 million in retail services in 1987.

Canada sells what Connecticut needs.

Much of Connecticut's \$829 million worth of goods imported from Canada were such basics as copper and other metals, newsprint and lumber, and chemicals.

Canadian exports mean Connecticut jobs.

Connecticut's exports of goods to Canada in 1987 supported over 20,000 jobs in 1987.

New Jersey

Canada is New Jersey's best foreign customer.

New Jersey's sales to Canada have grown by 63 percent since 1984. In 1987 Canada bought \$1.47 billion worth of its goods—29 percent of its total foreign sales. More than half of New Jersey's exports to Canada in 1987 were manufactured products—machinery, telecommunications equipment and computers, motor vehicles¹ and printed matter. It sold Canadians over \$293 million worth of chemicals, petrochemicals and plastics.

Canada is a major user of New Jersey's expanding service centers.² It supplied some 400,000 Canadian visitors with \$70 million worth of retail services in 1987.

Canada sells New Jersey the things New Jersey needs.

Canada sold New Jersey \$1.74 billion worth of goods in 1987, including paper, chemicals, metals and motor vehicles.

Sales to Canada mean New Jersey jobs.

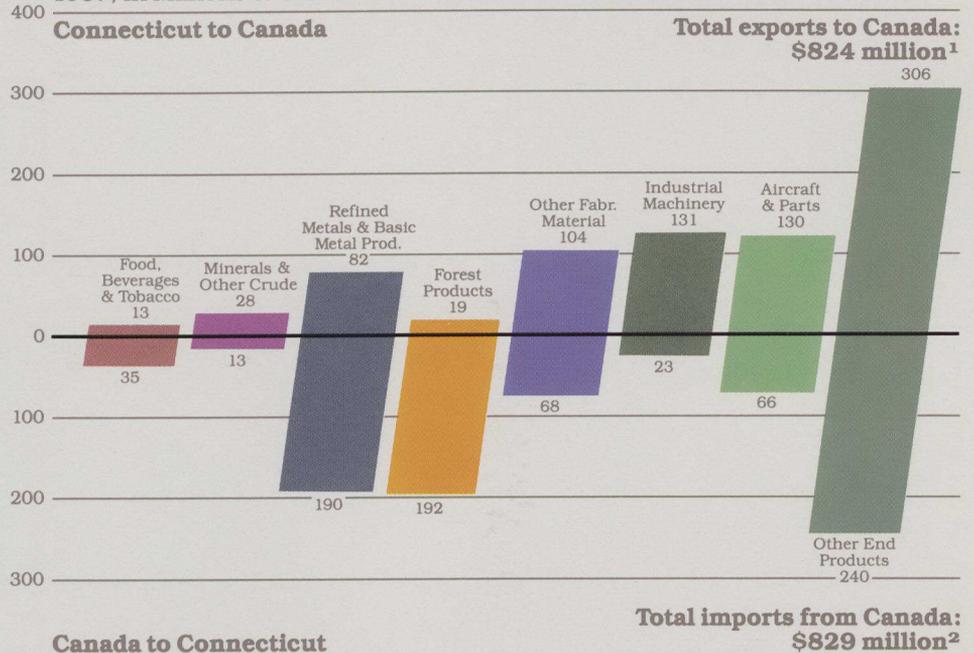
New Jersey's exports of goods to Canada supported over 36,000 jobs.

¹The Canada-United States Auto Pact provides for the free cross-border flow of the products of the major U.S. auto manufacturers, from plants in both countries.

²Services include insurance, tourism, transportation, entertainment, advertising, health care and other professional services. Together with returns on investment, they account for an estimated 30 percent of the U.S.'s total trade.

CONNECTICUT'S MERCHANDISE TRADE WITH CANADA

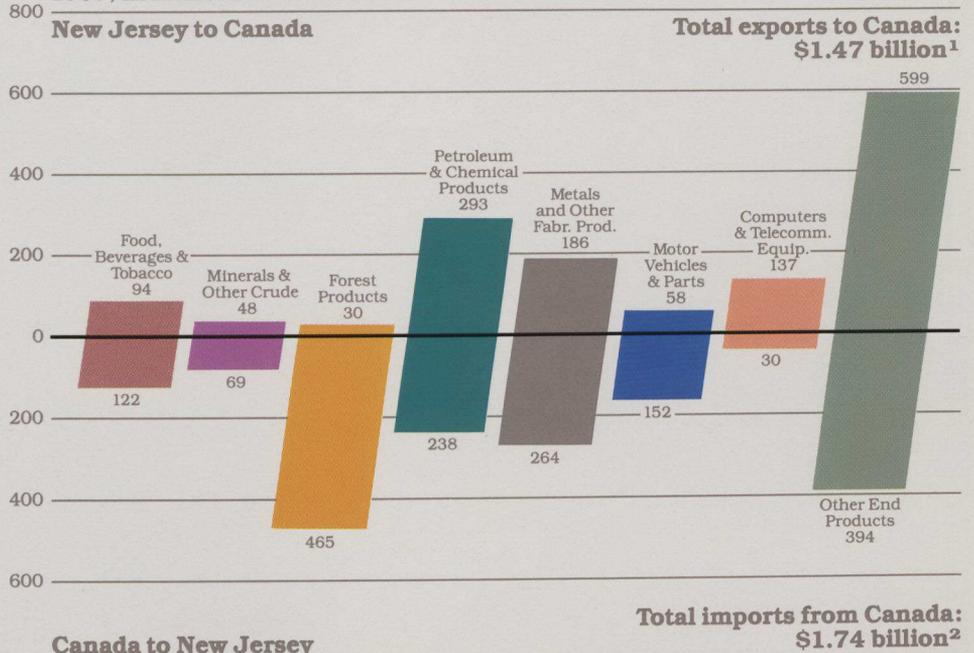
1987, In Millions of U.S. Dollars



¹Includes \$11 million of packaging and returned goods.
²Includes \$2 million of packaging and returned goods.

NEW JERSEY'S MERCHANDISE TRADE WITH CANADA

1987, In Millions of U.S. Dollars



¹Includes \$26 million of packaging and returned goods.
²Includes \$1 million of packaging and returned goods.

All figures are in U.S. dollars, converted from Canadian dollars using the exchange rate of 1.326. Statistics on world trade are from U.S. Department of Commerce; all others are from Statistics Canada.

For more information on the tri-state area's trade with Canada, please contact: Consulate General of Canada, 1251 Avenue of the Americas, New York, New York 10020-1175, Tel: (212) 586-2400 (eastern and southern counties of New York, Connecticut and New Jersey); or, Consulate of Canada, Suite 3550, One Marine Midland Centre, Buffalo, New York 14203-2884, Tel: (716) 852-1247 (western and northern counties of New York).

Canada

Canadian Embassy/Ambassade du Canada