

Location is another key strategic reason investors choose Canada. The Sarnia-Montreal corridor in eastern Canada—a significant chemical industry cluster in the country—is just within 12 hours trucking distance from 70 percent of all U.S. markets. In western Canada, the petrochemical industries of Alberta serve a regional market of more than 50 million consumers across North America. Access to worldwide markets is facilitated by a modern and well-maintained network of rail and road connections to modern seaports on both the Atlantic Seaboard and the Pacific Rim. Canada also offers an extensive pipeline network connecting central Canada and the United States.

Investor opportunities exist in a number of clusters of excellence, making Canada the right strategic choice for global investors. For example, Alberta is North America's low-cost ethylene producer. Enormous opportunities are also emerging with respect to petrochemicals derived from oil sands and ethane from natural gas developments across northern Canada. Investing in Nova Scotia's ethylene-based petrochemical industry shows promise as well, given the growth in gas development taking place in this eastern Canadian province.

Finally, given the high degree of complexity of the chemical industry's supply, procurement, and distribution networks, logistics and supply chain management are important issues for foreign investors. Here, Canada offers one of the most sophisticated logistics and transportation systems in the world with all of the major global logistics firms having established operations in Canada.

DUPONT: BUILDING ON A HISTORICAL RELATIONSHIP

DuPont can rightly claim to have been with Canada at the start. The company's history stretches back to 1862 when it started out as Hamilton Powder, a company whose products were used to clear the way for the railroad lines then being built to tie the nation together.

Hamilton Powder's early success attracted the attention of Lamot du Pont, who purchased shares in the company and joined its board of directors. The relationship between DuPont and Canada has grown deeper over the years, and today as many as 3,300 Canadians are employed in DuPont operations in Canada.

"Canada is the most efficient and effective location in the world to carry out market-based technology development. Canada has a bank of trained professionals, it has government support for R&D, and it is highly connected to the global business-operating infrastructure. This is the formula for business innovation," says William B. White, President of Dupont Canada.

