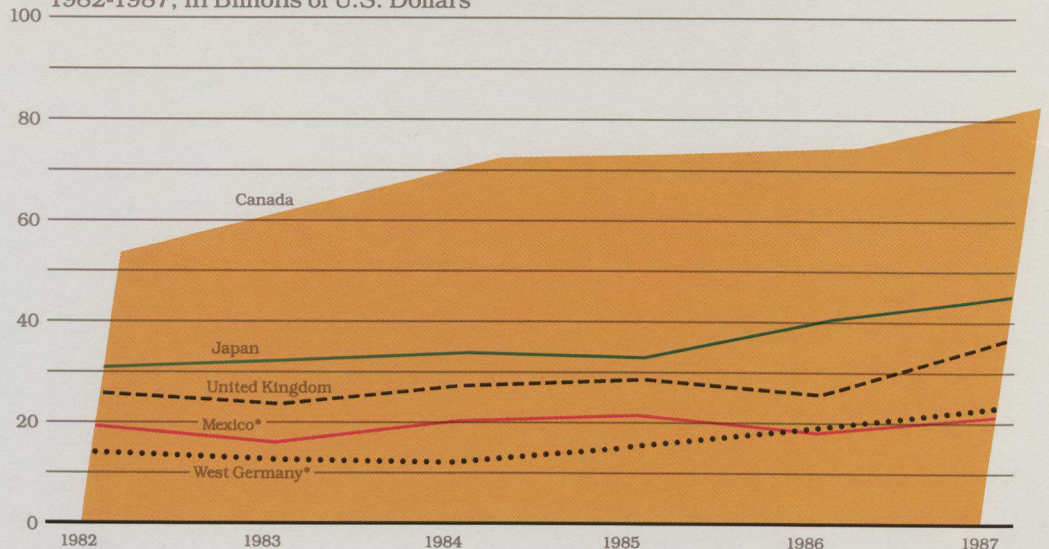


The Essential Importance of Growth

From 1982 to 1987, U.S. exports of goods and service transactions to all countries other than Canada grew by 16 percent. In the same period, exports to Canada grew by 53 percent, a growth of \$28.5 billion. In 1987 alone, U.S. exports to Canada grew by \$7.7 billion.

U.S. MERCHANDISE & NON-MERCHANDISE EXPORTS

1982-1987, In Billions of U.S. Dollars



*1987 figures are preliminary

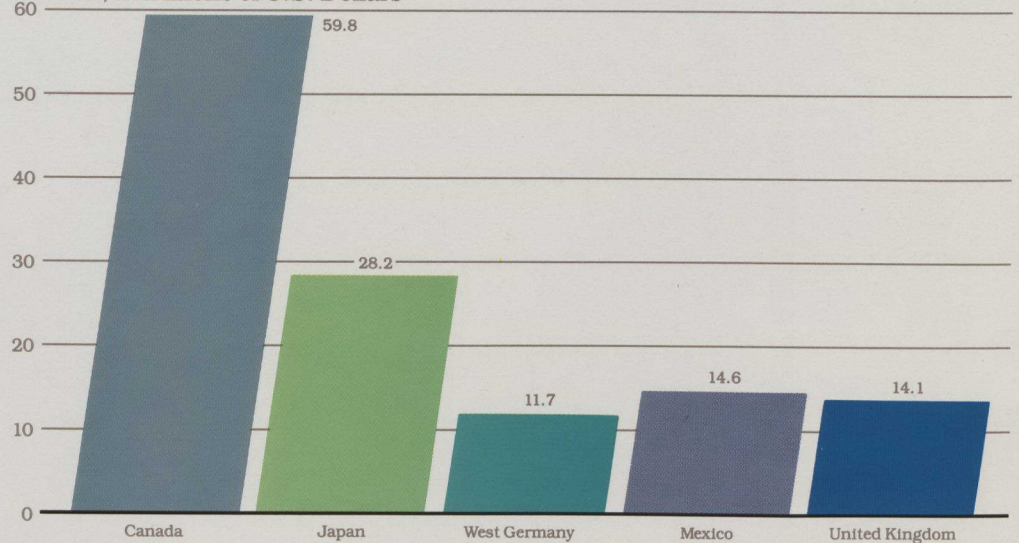
Source: Bureau of Economic Analysis, U.S. Department of Commerce

Canadians Buy Their Share of Goods

The United States sold Canada, a country with 25.8 million people, \$60 billion worth of goods in 1987. Japan, with a population almost five times as great as Canada's, bought less than half as much. The 12 countries of the European Community, which have a population more than 12 times as great as Canada's, bought only one percent more. In per capita terms, every Canadian accounted for the purchase of \$2,318 worth of American goods; every Japanese, \$231; every resident of the European Community, \$189.

U.S. MERCHANDISE EXPORTS

1987, In Billions of U.S. Dollars



Includes inland freight and insurance.

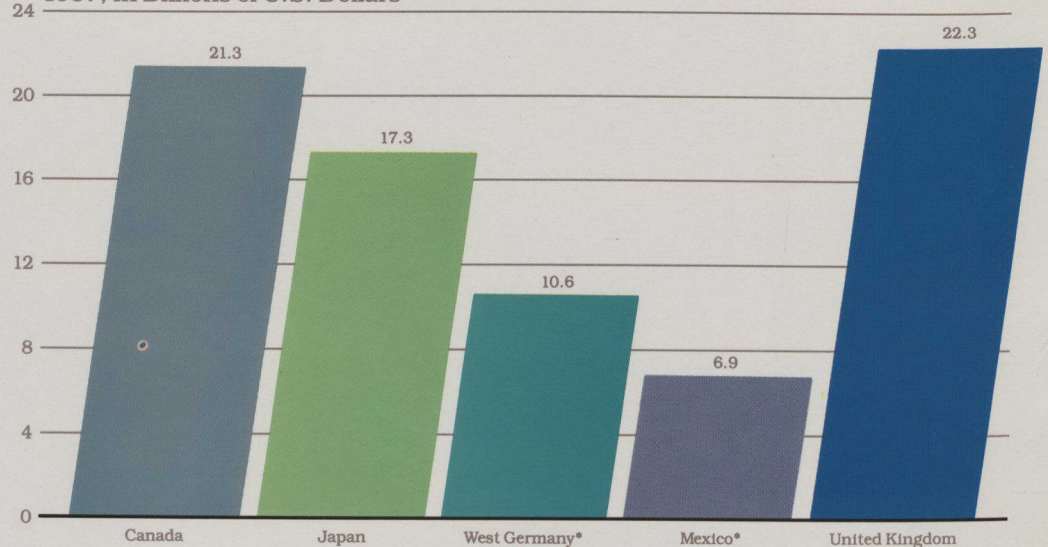
Source: Bureau of the Census, U.S. Department of Commerce

Canada Buys U.S. Services

The United States is the world's leading exporter of services. Canada is one of its best customers. In 1987 the United States furnished Canada with \$21 billion worth of services and other non-merchandise, up 17.5 percent from the year before. In recent years, Canada has had a surplus in merchandise trade; the United States one in non-merchandise.

U.S. NON-MERCHANDISE EXPORTS

1987, In Billions of U.S. Dollars



*Preliminary figures.

Source: Bureau of Economic Analysis, U.S. Department of Commerce