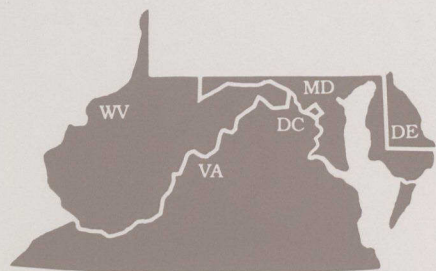




CANADA - UNITED STATES

Partners in Prosperity



Delaware, Maryland, Virginia, West Virginia and the District of Columbia

Canada did \$3.3 billion worth of business with the Upper Southeast in 1986.

It was the region's best foreign customer—Canada bought \$1.5 billion worth of goods. It was its largest foreign supplier—it sold it \$1.8 billion worth.

Canada bought a rich variety of goods from Delaware, Maryland, Virginia, West Virginia and the District of Columbia.

It bought \$627 million worth of paper, paperboard, plastics and refined metals and chemicals.

It bought \$658 million worth of manufactured products, including \$93 million worth of industrial and agricultural machinery; \$244 million worth of autos and aircraft and parts; and \$204 million worth of computers and electronic, telecommunications and other high-tech equipment.

It was a vigorous, growing, two-way trade.

Canada sold the region \$83 million worth of industrial and agricultural machinery, \$250 million worth of telecommunications and other electronic and high-tech equipment, and \$263 million worth of autos and auto parts.

Exports to Canada mean jobs at home.

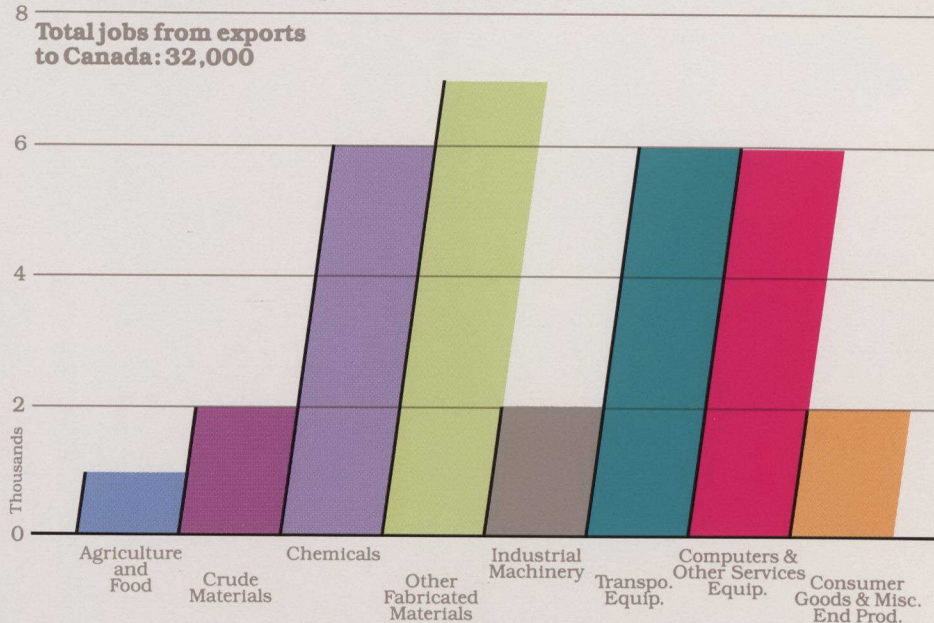
Sales to Canada in 1986 supported over 32,000 jobs in Delaware, Maryland, Virginia, West Virginia and the District of Columbia.

All figures are in U.S. dollars.

The Upper Southeast

UPPER SOUTHEAST JOBS SUPPORTED BY EXPORTS TO CANADA

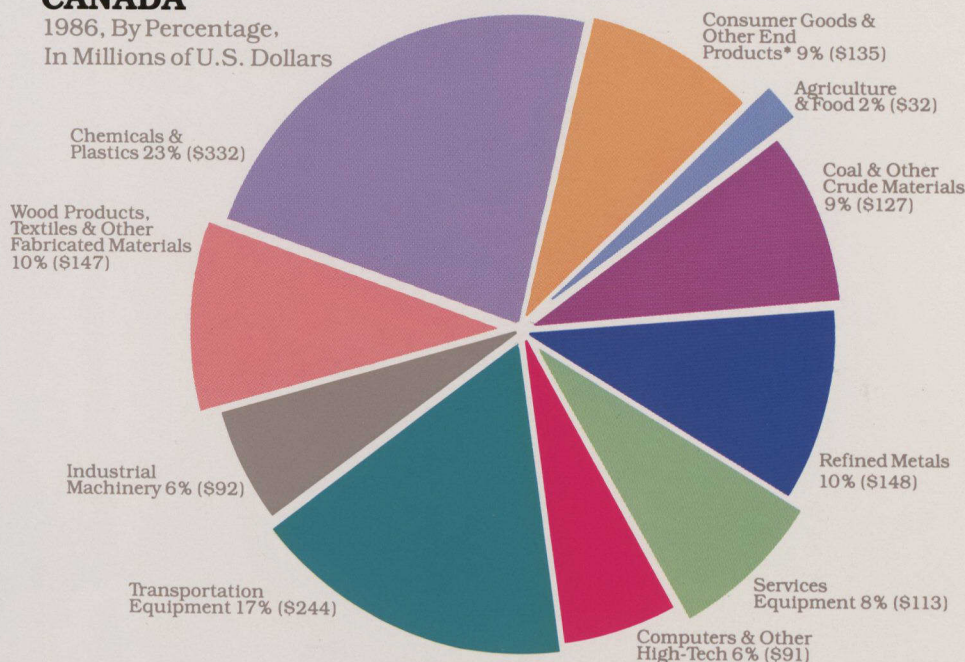
1986, Direct and Indirect, In Thousands of Jobs



Source: Exports to jobs ratio derived from U.S. Bureau of Labor Statistics Employment Requirements Table. Export values from Statistics Canada.

UPPER SOUTHEAST'S MERCHANDISE EXPORTS TO CANADA

1986, By Percentage, In Millions of U.S. Dollars



*Includes \$18 million of special transactions (packaging and returned goods).
Source: Statistics Canada

Total exports to Canada: \$1.5 billion