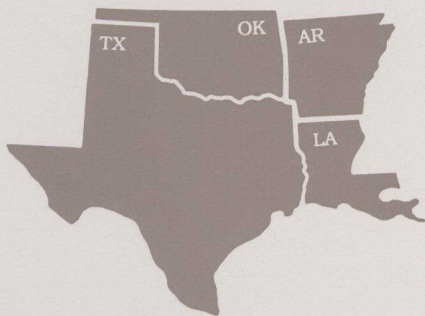




CANADA - UNITED STATES

Partners in Prosperity



Texas, Louisiana and Oklahoma

Canada has a fine southwestern exposure.

It did \$3.9 billion worth of business with the four central southern states in 1986.

It was their largest foreign customer—it bought more than \$2 billion worth of goods from them—and their largest foreign supplier—it sold them \$1.7 billion worth.

Everyone benefited from the exchange—each bought what it needed and sold what it had in surplus.

Canada buys across the board.

It has a lot in common with the four-state region. Each has uncluttered space. Each produces petroleum and chemicals. Both have skilled people that manufacture high-tech products. Canada bought \$201 million worth of computers and electronic equipment from the four states. It bought \$253 million worth of ground and air transportation equipment and \$277 million worth of industrial and agricultural machinery.

It sold the four states \$17 million worth of crude petroleum, \$104 million worth of paper and paperboard, \$378 million worth of autos and auto parts and \$98 million worth of telecommunications equipment.

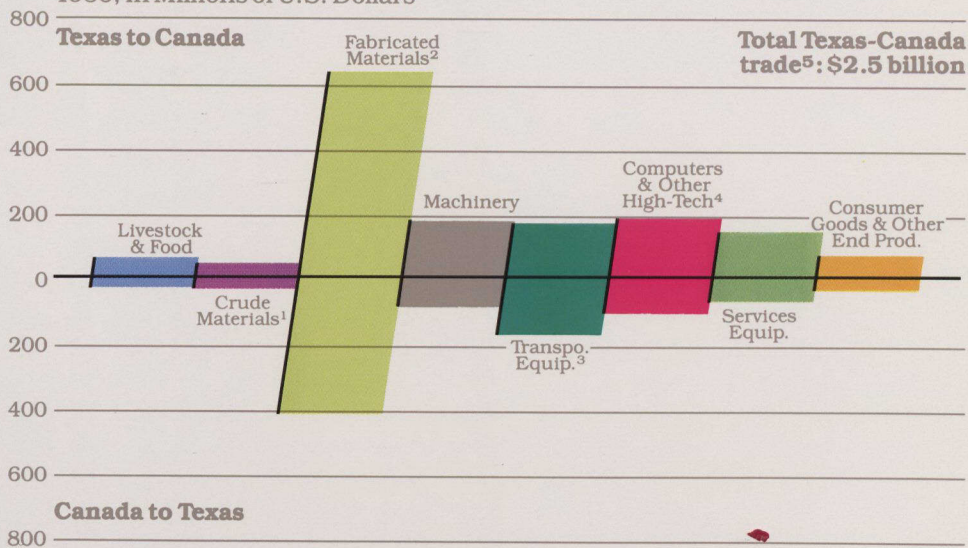
Trade with Canada means jobs at home.

Sales to Canada generated 49,000 jobs in Texas, Louisiana, Arkansas and Oklahoma in 1986, fifty-eight percent of them in manufacturing.

The Southwest

TEXAS' MERCHANDISE TRADE WITH CANADA

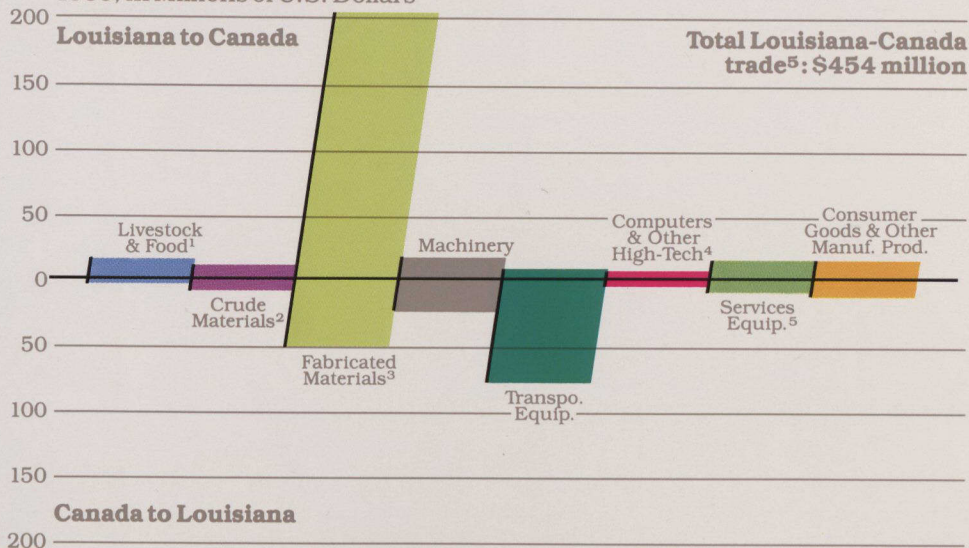
1986, In Millions of U.S. Dollars



¹Exports to Canada are mostly metal ores; imports, mostly petroleum.
²Exports to Canada are mostly chemicals; imports, mostly wood products.
³Exports to Canada are mostly aircraft; imports, mostly motor vehicles.
⁴For imports from Canada only, includes other office machines.
⁵Includes special transactions (packaging, returned goods).
 Source: Statistics Canada

LOUISIANA'S MERCHANDISE TRADE WITH CANADA

1986, In Millions of U.S. Dollars



¹Exports to Canada are mostly seafood.
²Exports to Canada are mostly metal ores.
³Exports to Canada are mostly chemicals; imports, paper and chemicals.
⁴For imports from Canada only, includes other office machines.
⁵Includes special transactions (packaging, returned goods).
 Source: Statistics Canada