

# DELAWARE & CANADA

## An integrated economy



In response to the COVID-19 crisis, DuPont's Kingston, Ontario Technology Centre produced and donated hand sanitizer. Photo: DuPont

### Canada is key to DuPont's continued growth

Headquartered in Wilmington, **DuPont** delivers cutting-edge solutions and future technologies to the industrial, transportation, electronics, and medical industries, producing well-known brands like Kevlar®, Styrofoam™, and Corian®. Canada is a major component of their global business, driving nearly \$1 billion of the company's annual revenues and supporting 3,500 employees in Delaware.

Canada plays a key role among DuPont's strategic investments, with substantial manufacturing facilities focused on their textile, interior, performance coating, packaging and industrial polymers, and one of only ten global R&D hubs. These sites are essential to DuPont's continued growth, allowing them to more readily serve end-users with products that make life easier.



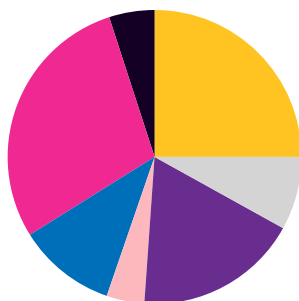
96 Canadian-owned companies employ **26,650 workers** in Delaware



**Delaware sells more goods to Canada** (its #1 export market) than to its next two largest foreign markets combined – the UAE & China

### Delaware

**exports \$856 million**  
in goods to Canada annually



#### Goods exports by industry

- Agriculture (25%)
- Apparel & textiles (5%)
- Chemicals (29%)
- Equipment & machinery (11%)
- Minerals & metals (4%)
- Plastics & rubbers (18%)
- Other (8%)

### Delaware exports \$281 million in services to Canada, including

Financial services.....	\$182 million
Business services.....	\$48 million
Travel (including for education).....	\$17 million
Insurance services.....	\$15 million
Charges for the use of intellectual property.....	\$14 million

### Top Delaware goods exports to Canada

<span style="color: yellow;">■</span> Fruits & nuts.....	\$158 million
<span style="color: purple;">■</span> Plastics & plastic articles.....	\$157 million
<span style="color: magenta;">■</span> Pharmaceutical products.....	\$148 million
<span style="color: pink;">■</span> Paints, pigments, varnishes, dyestuffs & inks..	\$42 million
<span style="color: darkblue;">■</span> Rope, twine, yarn & felt.....	\$27 million
<span style="color: blue;">■</span> Heating, cooling & refrigeration equipment...	\$24 million
<span style="color: pink;">■</span> Iron & steel tubes, pipes & sheets.....	\$21 million
<span style="color: yellow;">■</span> Animal meats.....	\$20 million
<span style="color: magenta;">■</span> Inorganic chemicals.....	\$18 million
<span style="color: blue;">■</span> Optical, medical & precision instruments.....	\$15 million



Photo: Ultrachem

## Ultrachem counts Canada as its #1 export destination

Founded in 1965 in New Castle, **Ultrachem, Inc.** produces high-quality specialty synthetic lubricants for the original equipment manufacturer and industrial maintenance markets. Used primarily in air compressors and vacuum pumps, its unique premium high-grade oils have many applications, from transportation to gears, hydraulics and industrial food production. Ultrachem is an experienced exporter, with shipments to at least 32 different countries. For three decades, Ultrachem has sold lubricants to customers in many sectors across Canada, making Canada its longest tenured and most significant export destination.



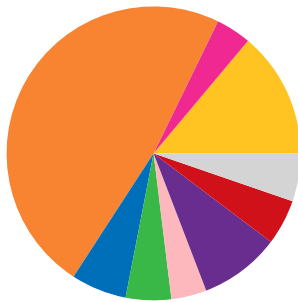
Photo: Miles Scientific

## Miles Scientific exports to Canada

Since 1961, Newark-based **Miles Scientific Corporation** has been manufacturing high-quality chromatography products and is North America's only manufacturer of thin layer chromatography plates and accessories, which are essential tools for analytical chemistry. Its products are used in diverse areas of application including clinical, forensic, pharmaceutical, and food sciences. The company is heavily engaged in international trade and exports over one-third of its products. Canada is its largest export market and Canadian customers include pharmaceutical and life-science companies along with universities and research institutions.

## Delaware

# imports \$861 million in goods from Canada annually



- Agriculture (14%)
- Chemicals (4%)
- Energy (48%)
- Equipment & machinery (6%)
- Forest products (5%)
- Minerals & metals (4%)
- Plastics & rubbers (9%)
- Transportation (5%)
- Other (5%)

## Top Delaware goods imports from Canada

- Crude petroleum..... \$354 million
- Plastics & plastic articles.....\$78 million
- Animal meats.....\$43 million
- Fuel oil.....\$32 million
- Vegetables.....\$30 million
- Paper & paperboard.....\$26 million
- Furniture & bedding.....\$24 million
- Aircraft & parts.....\$23 million
- Petroleum coke & bitumen.....\$17 million
- Iron & steel tubes, pipes & sheets..... \$10 million

March 2024

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2023 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2024 release). **Trade Partnership:** 2022 services trade (2/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (12/2023 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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