

# DELAWARE & CANADA

## An integrated economy



### 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.

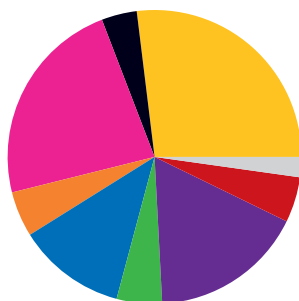


90 Canadian-owned companies employ 6,600 workers in Delaware



Canada is the #1 export market for Delaware

Delaware  
exports \$825 million  
in goods to Canada annually



#### Goods exports by industry

- Agriculture (27%)
- Apparel & textiles (4%)
- Chemicals (23%)
- Energy (5%)
- Equipment & machinery (12%)
- Forest products (5%)
- Plastics & rubbers (17%)
- Transportation (5%)
- Other (2%)

### Delaware exports \$328 million in services to Canada, including

Financial services.....	\$209 million
Business services.....	\$51 million
Travel (including for education).....	\$27 million
Insurance services.....	\$18 million
Charges for the use of intellectual property.....	\$13 million

### Top Delaware goods exports to Canada

Fruits & nuts.....	\$146 million
Plastics & plastic articles.....	\$138 million
Pharmaceutical products.....	\$99 million
Fuel oil.....	\$37 million
Animal meats.....	\$34 million
Wood pulp.....	\$33 million
Aircraft & parts.....	\$29 million
Heating, cooling & refrigeration equipment.....	\$27 million
Paints, pigments, varnishes, dyestuffs & inks.....	\$24 million
Rope, twine, yarn & felt.....	\$22 million



## 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.

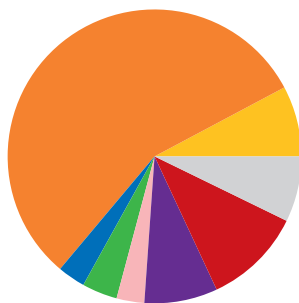
## Canada invests in Delaware

Trade with Canada supports **38,300 employees in Delaware** in addition to the **6,600 employees** at Canadian-owned businesses across the state. In addition, Delaware exports \$1.2 billion in goods and services to Canada.

Canadian-owned companies, including **RBC, Zenith Home Corp, ZWD Products** and **Stackadapt US**, are major contributors to Delaware's economy. They employ residents in every sector and contribute to the local economy with salary dollars, paying local taxes, and the purchase of goods and services in their supply chain.

## Delaware

## imports \$1.4 billion in goods from Canada annually



**Goods imports by industry**

- Agriculture (8%)
- Energy (56%)
- Equipment & machinery (3%)
- Forest products (4%)
- Minerals & metals (3%)
- Plastics & rubbers (8%)
- Transportation (11%)
- Other (7%)

## Top Delaware goods imports from Canada

Crude petroleum.....	\$741 million
Plastics & plastic articles.....	\$111 million
Aircraft & parts.....	\$104 million
Animal meats.....	\$37 million
Vegetables.....	\$24 million
Paper & paperboard.....	\$21 million
Trucks.....	\$20 million
Automobiles.....	\$18 million
Fuel oil.....	\$18 million
Furniture & bedding.....	\$17 million

March 2025

Sources: All figures are in U.S. dollars. Unless otherwise specified, all figures are based on 2024 data. **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2025 release). **Trade Partnership:** 2023 services trade (12/2024 release). **Dun & Bradstreet:** Canadian-owned businesses operating in the U.S. (2/2025 release). **Business Roundtable:** state jobs from Canada-U.S. trade (2018, 10/2020 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.

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