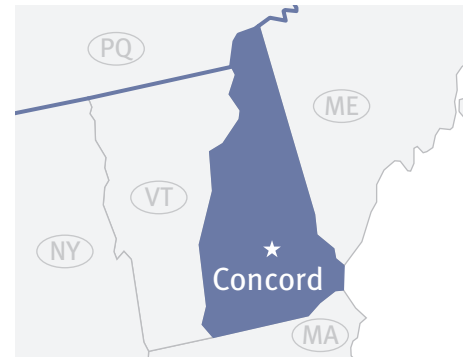


# NEW HAMPSHIRE

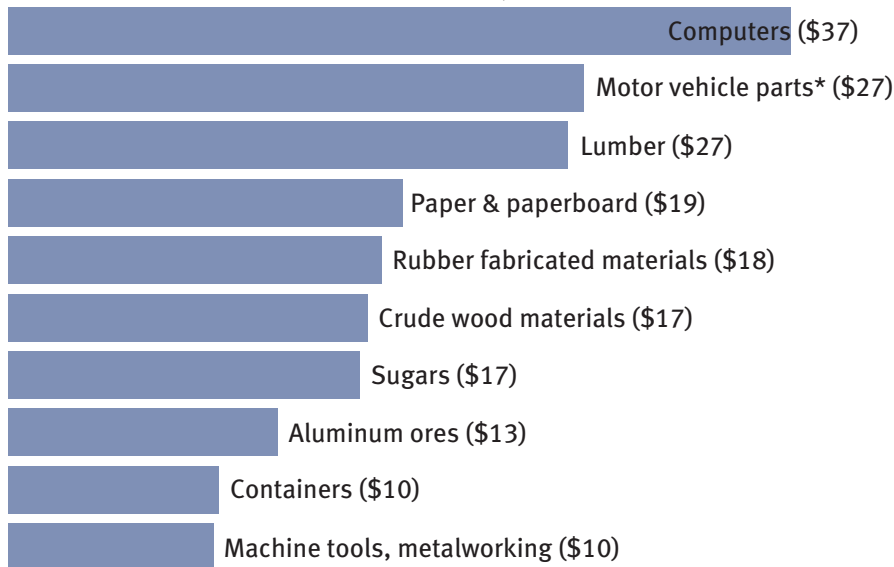
☒ 24,000 New Hampshire jobs supported by Canada–U.S. trade

- ☒ Total Canada–U.S. merchandise trade: \$411 billion
- ☒ Canada–U.S. trade supported 5.2 million U.S. jobs
- ☒ Sweeten the deal—New Hampshire sold \$17 million in sugars to Canada last year
- ☒ New Hampshire-Canada trade in transportation goods reached \$93 million last year, \$27 million of which was in sales of motor vehicle parts excluding engines



## New Hampshire's Leading Exports to Canada

2004, in millions of U.S. dollars

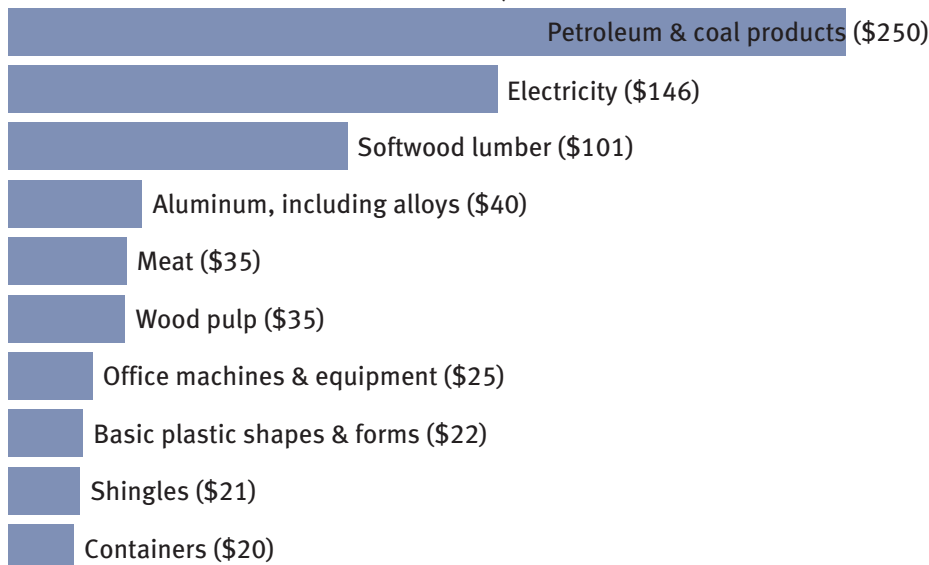


\*not including engines

**Total New Hampshire exports to Canada: \$506 million**

## New Hampshire's Leading Imports from Canada

2004, in millions of U.S. dollars



**Total New Hampshire imports from Canada: \$1.4 billion**

### Top export destination...

Canada was the Granite State's primary export market in 2004, receiving 24% of the state's foreign-bound goods. With sales exceeding \$500 million, the state sent more goods to its northern neighbor than to its next three largest export markets combined. New Hampshire imports from Canada grew by 14% last year, reaching \$1.4 billion. Moreover, bilateral trade increased by \$167 million to \$1.9 billion, resulting in an increase of 13% from 2003.

### Incoming energy powers the state...

New Hampshire imported energy worth \$397 million from north of the 49th Parallel last year, making this sector the largest in the bilateral trade partnership. The Granite State's purchase of petroleum and coal products accounted for 63% of the energy imports, and 13% of total bilateral trade in 2004. The state also purchased \$146 million in Canadian electricity. In return, New Hampshire sent small amounts of lubricating oils and greases, petroleum and coal products, and crude bituminous substances north of the border last year.

### Forests provide a trade haven...

Forest products represented the second largest trade sector between New Hampshire and Canada last year, with sales totaling \$321 million. The Granite State sent \$67 million worth of forest products—including \$27 million in lumber and \$19 million in paper and paperboard—to Canada in 2004. In return, the state imported \$254 million worth of forest products from its northern neighbor, including \$101 million in softwood lumber and \$35 million in wood pulp.

### Machinery moves the market...

Sales of machinery—New Hampshire’s primary export sector to Canada—increased 11% from 2003, bringing the state \$69 million in revenue last year. The state’s primary machinery exports to Canada included \$10 million in machine tools (metalworking) and \$8 million in bearings. In return, Canadian-made mining machinery worth \$13 million and pulp and paper industries machinery worth \$12 million flowed south to the Granite State, contributing to the total \$67 million in machinery that was imported from Canada in 2004.

### Tools of the trade...

The cross-border exchange of equipment generated \$163 million in trade revenue in 2004, marking a growth rate of 13% from the previous year. The state exported equipment worth \$68 million north of the 49th Parallel last year in exchange for \$95 million in Canadian equipment products.

### Travel and tourism...

Canadians spent \$53 million during their 328,700 trips to the Granite State last year. In exchange, the 300,300 visits from New Hampshire residents contributed \$88 million to the Canadian tourism industry.

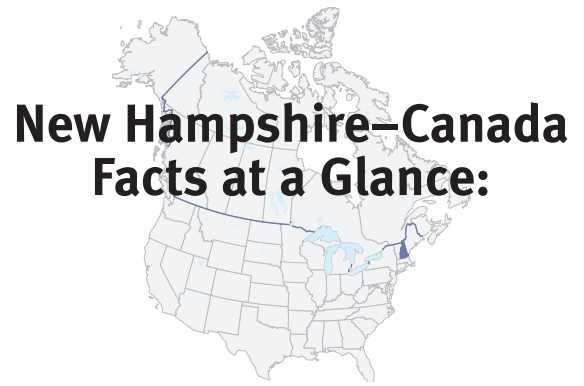
August 2005

New Hampshire’s Merchandise Exports to Canada		New Hampshire’s Merchandise Imports from Canada	
<i>2004, in millions of U.S. dollars</i>		<i>2004, in millions of U.S. dollars</i>	
Machinery	\$69	Energy	\$397
Equipment	\$68	Forest Products	\$254
Forest Products	\$67	Agriculture	\$171
Telecommunications	\$60	Equipment	\$95
Metals	\$47	Metals	\$91
Transportation	\$42	Machinery	\$67
Textiles	\$31	Chemicals	\$62
Household Goods	\$29	Transportation	\$51
Chemicals	\$26	Household Goods	\$45
Other	\$65	Other	\$139

## Canada–New Hampshire Success Stories

High Liner Foods Inc., a publicly traded company in Canada, has its U.S. headquarters in Portsmouth, NH. Employing 230 workers, High Liner Food’s Portsmouth headquarters oversees all frozen seafood production and distribution for the retail markets in the U.S. and Mexico. High Liner Foods is a processor and marketer of superior quality seafood and frozen pasta products under the High Liner, Fisher Boy, Gina Italian Village and Floresta brands. High Liner Foods sells to most major retail chains in North America, and nearly 50 percent of High Liner Foods sales are in the United States.

Goodfellow Inc. is a leading timber importer and hardwood floor sales company with offices in Manchester, New Hampshire. Goodfellow Inc. is Eastern Canada’s largest independent re-manufacturer and distributor of lumber products and is also the largest distributor of hardwood flooring in Canada. Employing 20 workers in their Manchester office, Goodfellow Inc. also has offices located in New York and Washington State.



## Top Three Canadian Employers

- ✦ Celestica Inc.
  - ★ Celestica Corporation
- ✦ High Liner Foods Incorporated
  - ★ National Sea Products, Limited
- ✦ 98362 Canada Inc
  - ★ Maxi Drug Inc

State jobs supported by Canada–U.S. trade: 24,000

## New Hampshire Trade

Exports to Canada: \$506 million  
 Imports from Canada: \$1.4 billion  
 Bilateral trade: \$1.9 billion  
 Largest export market: Canada

## New Hampshire Tourism

Visits by Canadians: 328,700  
 \$ spent: \$53 million  
 Visits to Canada: 300,300  
 \$ spent: \$88 million

For more information on Canada’s trade with New Hampshire, please contact:

### Consulate General of Canada

3 Copley Place, Suite 400  
 Boston, MA 02116  
 Phone: (617) 262-3760 • Fax: (617) 262-3415  
[www.boston.gc.ca](http://www.boston.gc.ca)

### Canadian Embassy / Ambassade du Canada

501 Pennsylvania Avenue, NW • Washington, DC 20001  
[www.canadianembassy.org](http://www.canadianembassy.org)

Sources: Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.3015. Job numbers are based on 2001 data from a 2003 study by **Trade Partnership Worldwide** commissioned by the Canadian Embassy. Canada’s export ranking is from the **World Institute for Strategic Economic Research (WISER)**. All figures are in U.S. dollars. Figures may not add up due to rounding.