

# NEW MEXICO

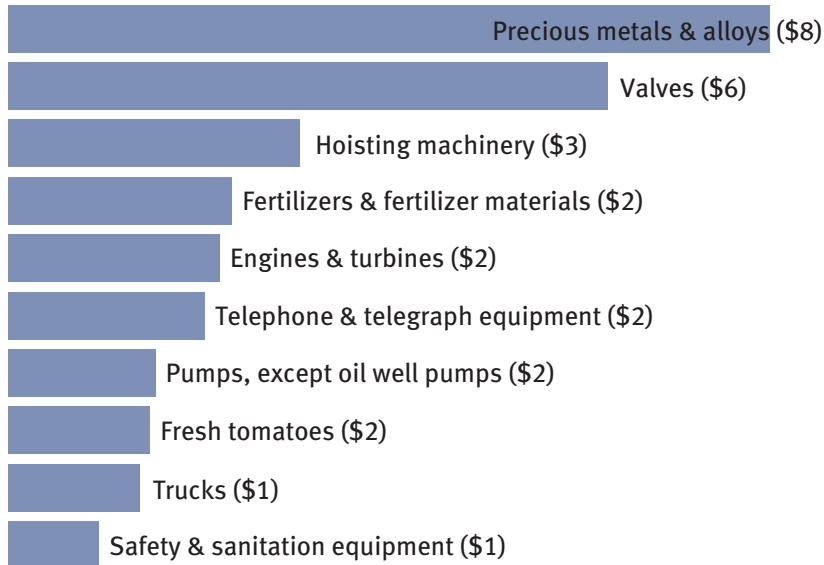
➤➤ 30,000 New Mexico jobs are supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Canada–New Mexico trade increased 20% from 2003



## New Mexico’s Leading Exports to Canada

2004, in millions of U.S. dollars



**Total New Mexico exports to Canada: \$79 million**

## New Mexico’s Leading Imports from Canada

2004, in millions of U.S. dollars



**Total New Mexico imports from Canada: \$192 million**

### Exchange in the Southwest...

Goods exchanged between Canada and New Mexico increased 20% in 2004. A total of \$271 million worth of revenue was generated from this bilateral relationship. State exports to Canada totaled \$79 million, while Canadian imports to New Mexico topped \$192 million.

### Metals reinforce trade...

While state agricultural sales to Canada decreased, sales from the metals sector rose by almost 31%. Precious metals and alloys became New Mexico’s largest exports to Canada, as sales of these products more than doubled in 2004. The Land of Enchantment also kept its northern ally supplied with plenty of valves, nickel and alloys.

Canadians reciprocated by sending \$14 million worth of metal products such as basic metal products and nickel and alloys back to New Mexico. Metal imports to the state increased as well, with New Mexicans purchasing 75% more metal products from Canada than they did in 2003.

### Equipping each other...

New Mexico ensured that its northern partner was well-protected by selling almost \$1 million worth of safety and sanitation equipment to Canada in 2004. Canada kept New Mexican businesses supplied with \$3 million worth of office machines and equipment, and \$3 million in electrical lighting equipment. 2004 saw an 8% increase in the bilateral exchange of equipment over the previous year.

### A need for trees...

New Mexico looked no farther than to its northern ally for forest products last year. Canada sold the state \$69 million

worth of forest products such as softwood lumber, newsprint, and other wood fabricated materials. In fact, the amount of forest products that New Mexico imported from Canada increased by \$26 million or 60% over 2003.

**Boosting industry...**

New Mexican manufacturers shipped \$11 million worth of machinery such as hoisting machinery, engines and turbines, and pumps (except oil well pumps) to their northern allies. Sales of these products to Canada nearly tripled since 2003.

Machinery was also a top import to the state, as Canada sold \$13 million in machinery back to New Mexico. The state's largest Canadian import from this sector was mining machinery.

**Show me the way to Santa Fe...**

Canadians visited the Land of Enchantment 58,600 times in 2004, spending \$19 million while there. Residents of New Mexico left the desert to visit Canada some 30,300 times and spent \$24 million touring their World Next Door.

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# New Mexico–Canada Facts at a Glance:



## Top Three Canadian Employers

- ★ Onex Corporation
  - ★ Clientlogic Corporation
- ★ Hub International Limited
  - ★ Talbot Financial Corporation
- ★ ATS Automation Tooling Systems Inc.
  - ★ Matrix Solar Technologies Inc.

State jobs supported by Canada–U.S. trade: 30,000

New Mexico's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		New Mexico's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Metals	\$17	Forest Products	\$69
Equipment	\$12	Equipment	\$28
Machinery	\$11	Metals	\$14
Agriculture	\$11	Transportation	\$13
Telecommunications	\$7	Machinery	\$13
Transportation	\$6	Agriculture	\$10
Chemicals	\$4	Chemicals	\$8
Forest Products	\$3	Household Goods	\$8
Household Goods	\$3	Energy	\$5
Other	\$6	Other	\$25

## New Mexico Trade

Exports to Canada:	\$79 million
Imports from Canada:	\$192 million
Bilateral trade:	\$271 million
Largest export market:	Mexico

## New Mexico Tourism

Visits by Canadians:	58,600
\$ spent:	\$19 million
Visits to Canada:	30,300
\$ spent:	\$24 million

## Canada–New Mexico Success Stories

Bombardier Transportation will supply 10 commuter rail cars for New Mexico's new commuter rail line, the New Mexico Rail Runner Express. Service will begin by the end of 2005, with the first Bombardier BiLevel vehicle delivered in the fall. Bombardier's BiLevel vehicle was chosen for its service proven design and low implementation costs. Currently eleven different public transit authorities in North America are using more than 750 Bombardier BiLevel cars in their daily operations.

**For more information on Canada's trade with New Mexico, please contact:**

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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.