

MAINE

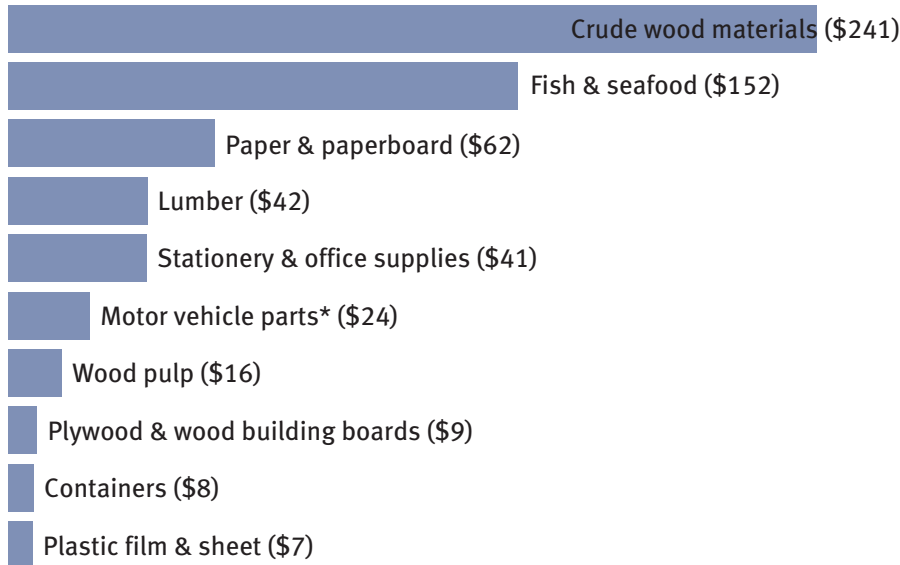
➤➤ 24,000 Maine jobs supported by Canada–U.S. trade

- Total Canada–U.S. merchandise trade: \$411 billion
- Canada–U.S. trade supported 5.2 million U.S. jobs
- Canada supplied \$1.1 billion more in energy to Maine last year than it did in 2003
- In 2004, Maine sold more than twice as many goods to Canada as it sold to the 25 European Union member countries combined



Maine's Leading Exports to Canada

2004, in millions of U.S. dollars

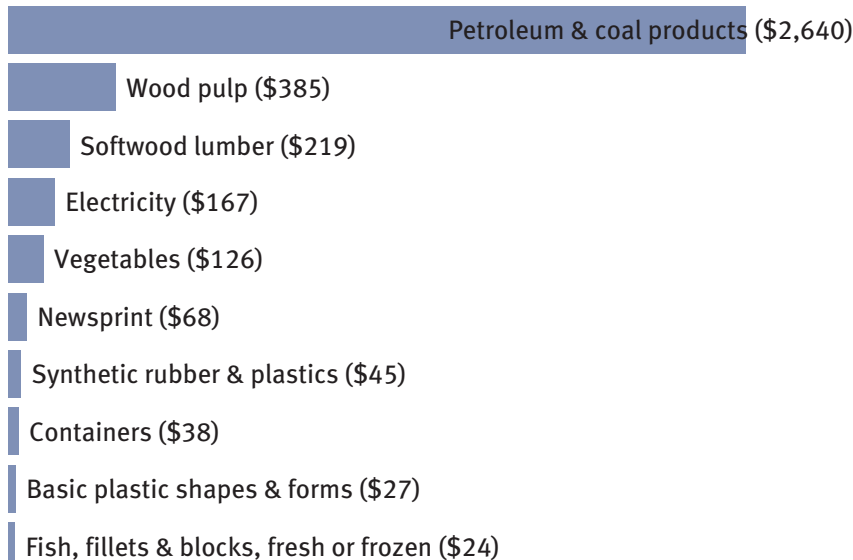


*not including engines

Total Maine exports to Canada: \$825 million

Maine's Leading Imports from Canada

2004, in millions of U.S. dollars



Total Maine imports from Canada: \$4.6 billion

Friends, neighbors, partners...

Canada received 34% of Maine's foreign-bound exports, making it the state's lead trading partner in 2004. The state sent goods totaling \$825 million north of the border last year in return for \$4.6 billion in Canadian goods. Overall, bilateral trade grew over \$1.3 billion from 2003, an increase of 33%.

Powering trade...

Energy imported from Canada led the exchange in 2004. The state's demand for energy goods was satisfied with Canadian supplies totaling \$2.8 billion. Petroleum and coal products worth \$2.6 billion, and \$167 million in electricity dominated the state's energy purchases. In return, Maine greased the bearings of the relationship with sales to Canada of \$2 million in lubricating oils and greases.

A fitting nickname...

Forest products constituted the Pine Tree State's largest export sector, bringing Maine \$379 million in revenue last year. Canada purchased \$241 million worth of crude wood materials from the Mainers, as well as \$62 million in paper and paperboard. In return, the state imported \$778 million in forest products, including \$385 million in wood pulp and \$219 million in softwood lumber. The forest products sector grew by \$223 million from 2003—an increase of 24% or \$1.2 billion.

A well balanced diet...

Cross-border exchanges in agricultural goods generated \$594 million, making it the third largest trading sector in 2004. Of the \$201 million in Canada-bound agricultural products, fish and seafood outswam the competition as

the state's primary agricultural export commodity with sales of \$152 million. Imports of Canadian agricultural goods totaled \$393 million and were dominated by the sale of vegetables to the Pine Tree State.

Good chemistry...

Chemicals generated \$191 million for Canada–Maine trade in 2004, an increase of \$26 million from 2003. Maine's \$19 million in chemical sales included \$7 million in plastic film and sheet. In return, Canadian chemicals worth \$172 million to the state included \$45 million in synthetic rubber and plastics.

Rest and relaxation...

Tourism revenue generated by cross-border travel totaled \$228 million last year. New England's northernmost state attracted 686,000 visits by Canadians, bringing the state \$132 million in revenue. In return, Mainers made 306,300 visits north to Canada, spending \$96 million.

August 2005

Maine's Merchandise Exports to Canada <i>2004, in millions of U.S. dollars</i>		Maine's Merchandise Imports from Canada <i>2004, in millions of U.S. dollars</i>	
Forest Products	\$379	Energy	\$2,808
Agriculture	\$201	Forest Products	\$778
Household Goods	\$52	Agriculture	\$393
Transportation	\$40	Chemicals	\$172
Machinery	\$31	Machinery	\$59
Chemicals	\$19	Equipment	\$59
Metals	\$17	Transportation	\$53
Equipment	\$15	Household Goods	\$46
Telecommunications	\$6	Metals	\$40
Other	\$65	Other	\$191

Canada–Maine Success Stories

In 2004, TD Bank Financial Group offered to purchase 51% of the shares of Banknorth Group. The transaction received final approval from regulatory authorities and shareholders in February 2005. Headquartered in Portland, Maine, Banknorth has assets of around US\$29 billion and over 77,000 employees. It serves 1.3 million households in Maine, Vermont, Connecticut, Massachusetts, New Hampshire and New York. In a publicity coup, TD Banknorth has secured the rights to the name of the Fleet Center in Boston, successor to the Boston Garden and host to the 2004 Democratic National Convention. It will now be known as the TD Banknorth Garden.

Brascan Corporation was recently awarded the Foreign Investor of the Year Award by the Maine International Trade Center. The Foreign Investor of the Year Award is given to foreign owned companies that have made the strategic decision to invest in Maine. The Maine International Trade Center's award recognizes the dramatic impact of Brascan's purchase of the Great Northern Mills and woodlands in Millinocket. Brascan, a global asset management company focusing on property, power, and infrastructure assets, is one of the lowest cost producers of hydroelectric power in North America.



Top Three Canadian Employers

- ★ Norbord Inc
- ★ Nexfor (USA) Inc.
- ★ Domtar Inc.
- ★ Georgia-Pacific Corporation
- ★ McCain Foods Group Inc.
- ★ McCain Foods USA Inc.

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

Maine Trade

Exports to Canada: \$825 million
 Imports from Canada: \$4.6 billion
 Bilateral trade: \$5.4 billion
 Largest export market: Canada

Maine Tourism

Visits by Canadians: 686,000
 \$ spent: \$132 million
 Visits to Canada: 306,300
 \$ spent: \$96 million

For more information on Canada's trade with Maine, 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.