

# CANADIAN TRADE OPPORTUNITIES



APRIL, 2008  
MAINE INTERNATIONAL TRADE CENTER

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## **EXECUTIVE SUMMARY**

Canada has consistently been Maine's largest export market, representing nearly a third of all Maine exports in 2007 with \$890 million of Maine products sold. This represents approximately \$2.4 million in sales per day. The leading exports to Canada are primarily in the natural resource products sectors with: wood in the rough, logs and fuel wood, and wood sawn or chipped representing approx. \$230 million; live lobster exports valued at \$123 million; and paper products representing \$113.8 million of exports. Other top ten exports included cars and car parts, and prepared and preserved chicken.

This report presents at provincial-level trade data from Maine top trading partners, and discusses which industries can expect the greatest market opportunities. The data is separated into three sections. The first section includes Maine's traditional markets in the east- Quebec, New Brunswick, which have long been the #1 and #2 export destinations for Maine goods representing \$374 million of exports and \$365 million respectively. Nova Scotia represents a distant eighth export province with \$1.35 million exported. These markets are dominated by sales of Maine's natural resource based products, which are often further processed and subsequently sold back into the US.

The second section of the report includes the more "untapped" provinces of central and western Canada including Alberta, British Columbia and Ontario which are geographically less accessible and there has been less trade outreach. (Maine had Gubernatorial missions to Halifax in 1999 and Quebec in 2004). Central and Western Canadian markets are buying a much more diverse range New England goods including value added food products, medical supplies, aircraft components, and precision metal products. One area of note is the opportunity for Maine's boat building and marine products industry which seems to find success regardless of the province. In fact, the total value of Canada's boating industry was valued at \$12.3 billion in 2006. Major boat dealers in the pleasure boating industry have seen a 15% increase in sales in the past year.

The last section of the report covers Canadian foreign direct investment in Maine. Canada is Maine's largest foreign investment partner with approximately 54% of Maine's foreign investment coming from Canada. New Brunswick, Quebec, and

Ontario are the leading provinces in terms of their companies investing in Maine. Again, much of the investment is in the natural resource products industries including wood products, pulp/paper, and food, but there is some diversity from the information technology and service industries.

In conclusion, Canada appears to have untapped opportunities in both the mature Eastern provinces as well as the Central and Western provinces. As for the Eastern provinces, MITC and other Maine trade organizations will continue to develop industry specific missions through its outreach in New Brunswick, Quebec, and Nova Scotia. New initiatives in Eastern Canada might be considered in supplying components for the LNG and energy production facilities, technology transfer, and supplying the medical/biotech sectors.

**WISERTrade at HCC  
State Exports by HS Database**

From State: **Maine**

Commodity: **Total all commodities**

Destination: **Canada**

Rows selected: **TOP 25**

Series: **Origin of Movement**

HS Code: **ALL**

Order: **Desc**

User Name: **metrade**

Unit: **Total dollar value**

Sorted by: **2007**

Runtime: **11:23:10 AM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007	%2007- 2008
		<b>TOTAL ALL COMMODITIES</b>	900,511,516	922,204,620	890,723,487	2.41	-3.41	17.12
1	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	196,529,418	195,794,166	144,169,808	-0.37	-26.37	-20.60
2	306	Crustcns Lve Frsh Etc, Ckd Etc.; Flrs Mls H Cnsump	143,255,834	136,775,671	126,682,396	-4.52	-7.38	59.24
3	4810	Paper & Paperboard, Coated With Kaolin Etc, Rl Etc	75,979,061	69,805,409	64,004,365	-8.13	-8.31	55.20
4	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	28,100,841	40,165,966	49,873,125	42.94	24.17	4.47
5	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	27,167,865	26,972,821	47,172,649	-0.72	74.89	31.21
6	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	45,775,230	48,032,877	38,996,122	4.93	-18.81	14.79
7	8703	Motor Cars & Vehicles For Transporting Persons	7,315,855	12,705,512	30,769,170	73.67	142.17	344.04
8	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	17,080,617	21,111,415	20,268,683	23.60	-3.99	-31.62
9	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	18,732,552	19,160,240	19,872,880	2.28	3.72	0.33
10	302	Fish, Fresh Or Chilled (No Fillets Or Other Meat)	19,312,378	15,618,476	14,360,261	-19.13	-8.06	654.47
11	4706	Pulps Of Fibers From Recovered Ppr, Oth Cell Matl	14,378,129	10,362,793	12,772,266	-27.93	23.25	-19.43
12	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	6,443,926	11,228,415	11,827,442	74.25	5.33	163.75
13	4707	Waste And Scrap Of Paper Or Paperboard	5,427,130	2,111,953	11,567,760	-61.09	447.73	654.82
14	4819	Cartons Etc Paper; Office Box Files Etc, Paper Etc	5,711,493	8,177,744	10,174,500	43.18	24.42	24.82
15	810	Fruit Nesoi, Fresh	10,175,665	10,135,826	10,135,206	-0.39	-0.01	0.nan
16	4703	Chemical Woodpulp, Soda Or Sulfate, Not Dissoly Gr	30,495,491	11,735,497	8,994,953	-61.52	-23.35	-43.42
17	8701	Tractors (Other Than Works Trucks Of Heading 8709)	4,932,175	6,472,620	7,880,440	31.23	21.75	14.24
18	2004	Vegetables Nesoi Prepared Or Preserv Nesoi, Frozen	2,994,988	7,557,439	7,348,843	152.34	-2.76	-51.33
19	3921	Plates, Sheets, Film, Foil & Strip Nesoi, Plastics	7,388,734	8,609,561	7,297,970	16.52	-15.23	-8.39
20	4408	Veneer Sheets Etc, Not Over 6 Mm Thick	7,950,554	8,584,182	6,807,248	7.97	-20.70	-22.25
21	7019	Glass Fibers & Articles Thereof (Yarn Etc.)	4,032,308	3,334,167	6,480,486	-17.31	94.37	45.25
22	4410	Particle Board & Similar Board Of Wood Etc.	4,088,223	7,219,557	6,349,660	76.59	-12.05	-64.84
23	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	3,298,005	4,732,717	6,270,593	43.50	32.49	26.68
24	7204	Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	3,886,047	6,640,027	5,953,693	70.87	-10.34	-69.05
25	8413	Pumps For Liquids; Liquid Elevators; Parts Thereof	4,700,929	5,221,211	5,567,447	11.07	6.63	12.54

WISERTrade: State Exports by HS Database

Source: <http://www.wisertrade.org>, data from U.S. Census Bureau Foreign, Trade Division.

Note: The State Exports by HS data series does not contain imputations for missing states and industries.

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **All provinces**  
 HS Commodity: **Total all Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **12 (all rows)**

Trade flow: **Imports**  
 HS Code: **TOTAL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **11:57:44 AM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL PROVINCES</b>	905,572,701	932,887,254	874,099,985	3.02	-6.30
1	24	Quebec	412,180,072	420,207,166	373,943,709	1.95	-11.01
2	13	New Brunswick	373,636,561	386,688,877	364,708,661	3.49	-5.68
3	35	Ontario	99,944,658	101,610,354	111,643,256	1.67	9.87
4	48	Alberta	6,912,774	7,853,937	8,275,688	13.61	5.37
5	59	British Columbia	6,275,063	6,962,682	8,210,046	10.96	17.91
6	46	Manitoba	5,200,563	4,607,673	3,882,110	-11.40	-15.75
7	47	Saskatchewan	707,114	1,570,738	1,724,953	122.13	9.82
8	12	Nova Scotia	532,362	1,535,088	1,349,902	188.35	-12.06
9	10	Newfoundland Labrador	61,219	303,262	222,168	395.37	-26.74
10	11	Prince Edward Is.	122,315	1,547,477	139,492	1165.16	-90.99
11	60	Yukon	0	0	0	0.nan	0.nan
12	61	Northwest Terr.	0	0	0	0.nan	0.nan

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

## **Section I: Eastern Canada - Mature Trading Partners**

The list of Maine exports to Atlantic Canada (AC) demonstrates the strength of Maine's natural resource exports to Canada – nine of the top ten exports to AC from Maine are natural resource based products. In contrast, AC primarily exports energy to Maine; four of its top ten exports are forms of energy.

### **QUEBEC**

#### **Rankings**

Maine:	1 <sup>st</sup> largest provincial market (\$374.0 million)
New England:	1 <sup>st</sup> (\$3.5 billion)
United States:	2 <sup>nd</sup> (\$19.6 billion)

#### **Current Quebec Imports**

##### *Maine:*

Nine of Maine's top ten products to Quebec were **wood, paper, or wood pulp** related. Maine also sold \$4.1 million in glass fibers. Its 16<sup>th</sup> largest export was **yachts and boats for pleasure**, with \$2.1 million in sales in 2007.

##### *New England:*

New England's top export in 2007 was **electronic integrated circuits**, with \$722.1 million in sales. This was followed by **waste and scrap of precious metal**, and **parts of turbojets and turbo propellers**.

##### *United States:*

The top US export to Quebec was **parts of turbojets, turbo propellers and other gas turbines**, at \$1.2 billion. It also sold \$987 million in **aircraft, spacecraft and launch vehicles** and \$454 million in their **parts**.

### **Best Prospects for Maine Exports:**

Paper/paperboard; industrial machinery including computers; wood; optic and medical/surgical instruments; cosmetics and toiletries; some biotech; and parts for aerospace production.

### **QUEBEC: ADDITIONAL PROSPECTS**

#### **Excerpts from the U.S. Department of Commerce's Market Reports:**

*Quebec is the second largest economic region after Ontario. 80% of its 7.6 million people are French-speaking. Quebec's economy is driven by the **information technology sector, aerospace production, pharmaceuticals, and biotechnology.***

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Quebec**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **12:11:53 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	412,180,072	420,207,166	373,943,709	1.95	-11.01
1	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	174,971,271	178,107,990	132,088,464	1.79	-25.84
2	4810	Paper & Paperboard, Coated With Kaolin Etc, Rl Etc	57,722,908	51,460,411	44,385,281	-10.85	-13.75
3	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	18,095,596	27,159,554	31,370,814	50.09	15.51
4	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	16,757,241	15,100,382	22,280,393	-9.89	47.55
5	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	24,321,512	23,630,470	19,332,701	-2.84	-18.19
6	4706	Pulps Of Fibers From Recovered Ppr, Oth Cell Matl	13,173,626	10,026,663	12,132,658	-23.89	21.00
7	4819	Cartons Etc Paper; Office Box Files Etc, Paper Etc	5,193,454	7,778,536	9,634,325	49.78	23.86
8	4707	Waste And Scrap Of Paper Or Paperboard	4,669,561	4,580,471	8,188,513	-1.91	78.77
9	4703	Chemical Woodpulp, Soda Or Sulfate, Not Dissoly Gr	14,172,087	8,399,601	7,346,527	-40.73	-12.54
10	7019	Glass Fibers & Articles Thereof (Yarn Etc.)	1,318,603	2,085,239	4,109,245	58.14	97.06
11	7204	Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	3,702,813	4,842,717	3,302,869	30.78	-31.80
12	8531	Electric Sound Or Visual Signaling Apparatus, Pts	4,235,794	5,130,397	2,617,929	21.12	-48.97
13	8431	Parts For Machinery Of Headings 8425 To 8430	1,378,451	2,026,282	2,476,827	47.00	22.24
14	4805	Paper & Paperboard, Uncoat, Nesoi, Rolls Or Sheets	149,086	57,692	2,372,402	-61.30	4012.19
15	8413	Pumps For Liquids; Liquid Elevators; Parts Thereof	70,074	645,345	2,167,368	820.95	235.85
16	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	1,178,429	2,122,215	2,141,651	80.09	0.92
17	2523	Portland Cement, Aluminous Cement, Slag Cement Etc	2,018,248	1,746,990	1,980,034	-13.44	13.34
18	8701	Tractors (Other Than Works Trucks Of Heading 8709)	1,571,699	1,176,067	1,873,754	-25.17	59.32
19	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	545,258	1,453,566	1,847,808	166.58	27.12
20	4012	Retread Or Used Pneu Tires, Solid Tires Etc, Rubbr	1,508,029	1,895,105	1,828,690	25.67	-3.50
21	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	4,921,873	3,091,733	1,775,386	-37.18	-42.58
22	6301	Blankets And Traveling Rugs	375,408	1,425,663	1,734,430	279.76	21.66
23	7404	Copper Waste And Scrap	292,738	1,268,272	1,729,914	333.24	36.40
24	8439	Machinery For Making Pulp & Making Etc Paper, Pts	2,212,271	1,704,119	1,623,079	-22.97	-4.76
25	7602	Aluminum Waste And Scrap	1,660,907	2,468,276	1,615,820	48.61	-34.54

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Quebec**

HS Commodity: **All Commodities**

Partner State/Country: **NEW ENGLAND**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	3,539,414,954	3,398,357,417	3,509,378,367	-3.99	3.27
1	8542	Electronic Integrated Circuits & Microassembl, Pts	1,367,431,480	775,812,653	722,052,413	-43.26	-6.93
2	7112	Waste & Scrap Of Prec Metal Or Other Cont Prec Mtl	134,482,701	402,566,371	485,103,872	199.34	20.50
3	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	113,425,705	143,648,458	216,493,570	26.65	50.71
4	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	233,461,829	233,810,139	180,923,443	0.15	-22.62
5	4810	Paper & Paperboard, Coated With Kaolin Etc, Rl Etc	92,497,721	91,793,874	99,716,113	-0.76	8.63
6	7408	Copper Wire	15,340,397	34,039,310	81,072,487	121.89	138.17
7	4707	Waste And Scrap Of Paper Or Paperboard	38,018,367	41,229,839	54,204,866	8.45	31.47
8	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	31,714,653	45,136,782	51,537,758	42.32	14.18
9	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	56,548,568	55,996,169	48,242,608	-0.98	-13.85
10	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	50,480,716	114,039,944	44,214,300	125.91	-61.23
11	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	39,086,654	41,070,833	42,117,316	5.08	2.55
12	8477	Machinery For Working Rubber & Plast Etc Nesoi, Pt	7,133,971	8,332,676	37,995,057	16.80	355.98
13	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	17,523,479	19,976,338	34,002,436	14.00	70.21
14	3903	Polymers Of Styrene, In Primary Forms	28,568,602	33,703,873	33,511,790	17.98	-0.57
15	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	25,822,090	23,499,022	32,503,385	-9.00	38.32
16	7326	Articles Of Iron Or Steel, Nesoi	19,223,302	26,485,246	32,204,515	37.78	21.59
17	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	19,259,052	24,519,675	29,581,912	27.32	20.65
18	4819	Cartons Etc Paper; Office Box Files Etc, Paper Etc	19,227,675	23,408,029	28,255,048	21.74	20.71
19	7204	Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	19,793,105	24,803,554	28,020,577	25.31	12.97
20	1806	Chocolate & Other Food Products Containing Cocoa	24,674,242	24,523,683	25,114,500	-0.61	2.41
21	3907	Polyethers, Exopoxides & Polyesters, Primary Forms	19,413,887	23,561,664	25,109,711	21.37	6.57
22	8480	Molding Boxes For Metal Foundry; Mold Bases Etc	41,700,603	45,454,822	24,949,827	9.00	-45.11
23	3923	Containers (Boxes, Bags Etc), Closurers Etc, Plast	22,235,371	34,186,848	24,452,848	53.75	-28.47
24	3920	Plates, Sheets, Film Etc No Ad, Non-Cel Etc, Plast	24,920,797	27,122,908	23,195,518	8.84	-14.48
25	9504	Articles For Arcade, Table Or Parlor Games, Parts	20,083,864	23,993,197	23,004,314	19.47	-4.12

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Quebec**

HS Commodity: **All Commodities**

Partner State/Country: **ALL U.S. STATES**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	15,439,245,077	16,387,254,681	19,608,603,049	6.14	19.66
1	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	867,138,929	793,811,747	1,207,988,607	-8.46	52.18
2	8802	Aircraft, Powered; Spacecraft & Launch Vehicles	119,107,256	162,067,999	987,371,690	36.07	509.23
3	8542	Electronic Integrated Circuits & Microassembl, Pts	1,502,671,685	906,381,114	851,587,344	-39.68	-6.05
4	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	278,735,944	405,993,327	826,598,473	45.66	103.60
5	7112	Waste & Scrap Of Prec Metal Or Other Cont Prec Mtl	214,988,798	550,750,892	774,174,791	156.18	40.57
6	9999	Postal Services And Low Value Couriers Shipments	427,084,850	495,570,216	457,929,996	16.04	-7.60
7	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	319,383,309	335,641,953	454,571,413	5.09	35.43
8	3004	Medicaments Nesoi, Mixed Or Not, In Dosage Etc Fm	595,446,254	663,969,923	423,652,165	11.51	-36.19
9	8703	Motor Cars & Vehicles For Transporting Persons	511,726,144	288,142,694	354,009,151	-43.69	22.86
10	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	85,067,115	203,849,084	332,662,288	139.63	63.19
11	8534	Printed Circuits	399,772,456	366,564,691	312,151,423	-8.31	-14.84
12	2933	Heterocyclic Comp, Nit Hetero-Atoms Only	110,698,281	125,662,574	306,320,630	13.52	143.76
13	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	304,159,755	293,097,005	245,700,500	-3.64	-16.17
14	2902	Cyclic Hydrocarbons	182,370,313	177,520,254	239,822,969	-2.66	35.10
15	7108	Gold (Incl Plat Plated), Unwr, Semimfr Or Powder	2,841,999	62,315,560	235,143,556	2092.67	277.34
16	2713	Petroleum Coke, Petroleum Bitumen & Other Residues	144,428,954	193,255,201	234,101,254	33.81	21.14
17	9014	Direction Finding Compasses & Navig Inst Etc, Pts	161,153,341	163,879,305	230,413,636	1.69	40.60
18	8471	Automatic Data Process Machines; Magn Reader Etc	223,883,105	204,684,454	210,951,390	-8.58	3.06
19	2818	Artfl Corundum W/Nt Chem Defnd Alum Oxid/Hydroxide	193,347,474	228,081,121	197,959,054	17.96	-13.21
20	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	146,233,705	144,758,713	184,587,722	-1.01	27.51
21	7408	Copper Wire	17,209,009	41,374,487	183,609,113	140.42	343.77
22	3901	Polymers Of Ethylene, In Primary Forms	121,475,994	149,566,957	175,728,487	23.12	17.49
23	2716	Electrical Energy	207,590,483	132,593,655	168,218,674	-36.13	26.87
24	4810	Paper & Paperboard, Coated With Kaolin Etc, RI Etc	129,718,721	141,508,166	151,780,197	9.09	7.26
25	8517	Electric Apparatus For Line Telephony Etc, Parts	107,239,305	120,022,671	150,856,338	11.92	25.69

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

## NEW BRUNSWICK

### Rankings

Maine:	2 <sup>nd</sup> largest provincial market (\$365 million)
New England:	3 <sup>rd</sup> (\$524 million)
United States:	7 <sup>th</sup> (\$1.9 billion)

### Current New Brunswick Imports

#### *Maine:*

Maine's top export to New Brunswick in 2007 was **live/fresh crustaceans**, with \$125 million in sales. The next three products exported to New Brunswick were all wood products: **wood in the rough**, **fuel wood** and **sawn lumber** which made \$46 million, \$31 million, and \$17 million, respectively, in sales.

#### *New England:*

The top exports from New England to New Brunswick were driven by Maine's exports. \$155 in **Live/fresh crustaceans** were sold in 2007, \$125 million of these were from Maine. Commodities 2-4 on the list of the top ten exports to New Brunswick are also the same as Maine's exports: **wood in the rough**, **fuel wood** and **sawn lumber** which made \$47 million, \$31 million, and \$19 million respectively. New England also exported \$17 million in **motor cars**.

#### *United States:*

The top US export to New Brunswick was also **live/fresh crustaceans** at \$155 million in 2007. It also sold \$69 million in **synthetic rubber** and \$65 million in **compounded rubber**.

### Best Prospects for Maine Exports:

Seafood/lobster; wood; pulp/paper; vehicles; energy production components

## **NEW BRUNSWICK: ADDITIONAL PROSPECTS**

### **Excerpts from the U.S. Department of Commerce's Market Reports and**

[http://www.gnb.ca/0398/investment/Business\\_Climate/Economic\\_Conditions/index-e.asp](http://www.gnb.ca/0398/investment/Business_Climate/Economic_Conditions/index-e.asp)

*New Brunswick is the only Atlantic province that borders a U.S. state (Maine), and it is therefore one of the principal entry points for American-made goods. This most eastern Canadian region is known for its resource sectors, notably the major energy projects, and the diverse industries represented in its four, economically independent provinces. Historically, the Atlantic Provinces have been net importers of finished products, and exporters of resource-based and semi-processed materials and services. This traditional mix has changed over recent years as services, IT products, and assorted finished goods are exported from the region, along with fishery and forestry products, and natural gas.*

- Statistics Canada estimates capital investment in New Brunswick will report the strongest performance among the provinces in 2007, with a 12.7 % increase to a record level of nearly \$5.6 billion. Retail sales recorded their strongest growth since 1999, up 5.9 %.
- Employment increased 1.4 %, or 4,900 net new jobs, posting the strongest growth rate east of Ontario.
- Strong growth in business investment is expected from the construction of the LNG terminal in Saint John, the refurbishment of the Point Lepreau nuclear power plant and the second oil refinery.
- The Department of Finance is forecasting real GDP growth to be within the range of private sector forecasters, at 2.3 % for 2007.
- In 2006, NB's exports were valued at \$10.4 billion, compared to a record-breaking \$9.4 billion in 2004. NB exports surpass those of Nova Scotia, Prince Edward Island and Newfoundland put together. In fact, nearly half (49%) of all Atlantic Canadian exports come from New Brunswick.
- 90% of NB exports go to the U.S.; which continues to be its largest trading partner. Exports represent 41% of provincial GDP. This figure positions New Brunswick as Canada's most trade-active province. 56% of exports are energy products, nearing Alberta's 70% figure; NB is a major eastern North American energy player.

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **New Brunswick**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	373,636,561	386,688,877	364,708,661	3.49	-5.68
1	306	Crustcns Lve Frsh Etc, Ckd Etc.; Flrs Mls H Cnsump	141,648,744	134,482,341	125,009,661	-5.06	-7.04
2	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	61,481,967	57,515,786	46,038,400	-6.45	-19.96
3	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	12,414,384	18,776,804	31,468,333	51.25	67.59
4	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	18,083,108	21,260,738	17,583,786	17.57	-17.29
5	302	Fish, Fresh Or Chilled (No Fillets Or Other Meat)	20,807,994	17,353,450	14,697,751	-16.60	-15.30
6	810	Fruit Nesoi, Fresh	10,140,582	9,764,707	9,814,384	-3.71	0.51
7	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	8,086,186	9,473,404	9,345,469	17.16	-1.35
8	8703	Motor Cars & Vehicles For Transporting Persons	1,525,570	2,870,949	7,835,240	88.19	172.91
9	4810	Paper & Paperboard, Coated With Kaolin Etc, RI Etc	10,721,812	8,699,501	7,228,615	-18.86	-16.91
10	4707	Waste And Scrap Of Paper Or Paperboard	5,234,480	6,113,592	7,184,357	16.79	17.51
11	4408	Veneer Sheets Etc, Not Over 6 Mm Thick	7,078,481	8,253,168	6,407,136	16.60	-22.37
12	4410	Particle Board & Similar Board Of Wood Etc.	3,065,378	6,352,227	5,825,508	107.22	-8.29
13	2004	Vegetables Nesoi Prepared Or Preserv Nesoi, Frozen	1,742,795	5,206,527	5,778,203	198.75	10.98
14	4806	Veg Parchment, Greaseproof Papers Etc, Rolls Etc	585,048	2,037,977	3,028,782	248.34	48.62
15	8701	Tractors (Other Than Works Trucks Of Heading 8709)	705,302	1,211,594	2,895,524	71.78	138.98
16	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	3,037,284	13,645,859	2,578,500	349.28	-81.10
17	7204	Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	1,395,125	2,470,082	2,454,345	77.05	-0.64
18	9405	Lamps & Lighting Fittings & Parts Etc Nesoi	4,883,233	3,427,342	2,420,141	-29.81	-29.39
19	8704	Motor Vehicles For Transport Of Goods	745,068	847,441	2,254,685	13.74	166.06
20	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	1,204,439	1,408,918	2,112,980	16.98	49.97
21	701	Potatoes (Except Sweet Potatoes), Fresh Or Chilled	758,653	1,938,294	2,026,776	155.49	4.56
22	811	Fruit & Nuts (Raw Or Cooked By Steam Etc), Frozen	3,236,828	2,280,380	1,880,526	-29.55	-17.53
23	1004	Oats	2,086,964	2,064,023	1,680,248	-1.10	-18.59
24	1901	Malt Ext; Food Prep Of Flour Etc Un 40% Cocoa Etc	1,328,205	1,460,751	1,525,179	9.98	4.41
25	8431	Parts For Machinery Of Headings 8425 To 8430	1,305,789	959,024	1,414,170	-26.56	47.46

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **New Brunswick**

HS Commodity: **All Commodities**

Partner State/Country: **NEW ENGLAND**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	508,425,083	543,818,856	523,735,086	6.96	-3.69
1	306	Crustcns Lve Frsh Etc, Ckd Etc.; Flrs Mls H Cnsump	165,144,678	163,750,976	155,204,295	-0.84	-5.22
2	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	61,953,108	58,545,912	47,268,980	-5.50	-19.26
3	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	12,414,384	18,776,804	31,474,105	51.25	67.62
4	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	20,548,599	23,295,652	19,052,374	13.37	-18.21
5	8703	Motor Cars & Vehicles For Transporting Persons	4,294,253	8,029,835	17,157,451	86.99	113.67
6	302	Fish, Fresh Or Chilled (No Fillets Or Other Meat)	22,141,567	18,153,672	16,977,665	-18.01	-6.48
7	4810	Paper & Paperboard, Coated With Kaolin Etc, Rl Etc	11,295,899	10,199,233	12,313,934	-9.71	20.73
8	810	Fruit Nesoi, Fresh	10,157,397	9,774,086	9,829,772	-3.77	0.57
9	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	8,144,898	9,476,841	9,401,950	16.35	-0.79
10	4707	Waste And Scrap Of Paper Or Paperboard	7,416,991	6,348,622	7,564,491	-14.40	19.15
11	4408	Veneer Sheets Etc, Not Over 6 Mm Thick	7,550,613	8,338,873	6,407,136	10.44	-23.17
12	4410	Particle Board & Similar Board Of Wood Etc.	3,068,441	6,352,653	5,965,470	107.03	-6.09
13	2004	Vegetables Nesoi Prepared Or Preserv Nesoi, Frozen	1,746,698	5,222,580	5,779,366	199.00	10.66
14	511	Animal Products Nesoi; Dead Animals, Inedible Etc.	6,741,639	6,228,455	5,319,242	-7.61	-14.60
15	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	2,546,140	3,260,688	5,063,423	28.06	55.29
16	4804	Kraft Paper & Paperboard, Uncoat Nesoi, Rolls Etc	3,832,183	6,432,700	4,956,112	67.86	-22.95
17	6309	Worn Clothing And Other Worn Textile Articles	3,830,559	4,326,142	4,660,641	12.94	7.73
18	8704	Motor Vehicles For Transport Of Goods	1,408,326	2,312,073	4,585,264	64.17	98.32
19	7314	Cloth, Grill Etc Ir Or St; Expand Metal, Ir Or St	3,457,413	3,716,848	4,167,096	7.50	12.11
20	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	3,415,488	2,309,886	3,639,314	-32.37	57.55
21	8705	Special Purpose Motor Vehicles Nesoi	699,116	2,719,700	3,344,288	289.02	22.97
22	307	Molluscs & Aqua Invert Nesoi, Lve Etc.; Flours Etc	3,266,744	4,080,445	3,295,758	24.91	-19.23
23	4806	Veg Parchment, Greaseproof Papers Etc, Rolls Etc	625,783	2,040,082	3,032,691	226.00	48.66
24	8701	Tractors (Other Than Works Trucks Of Heading 8709)	752,330	1,324,233	3,023,360	76.02	128.31
25	4808	Paper And Paperboard, Corrugated Etc, Rolls Etc	1,905,057	3,033,117	2,905,629	59.21	-4.20

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **New Brunswick**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **ALL U.S. STATES**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	2,069,142,139	1,818,827,860	1,953,923,449	-12.10	7.43
1	306	Crustcns Lve Frsh Etc, Ckd Etc.; Flrs Mls H Cnsump	165,322,039	164,010,227	155,401,211	-0.79	-5.25
2	4002	Synth Rubber & Factice, Inc Nat-Syn Mix, Pr Fm Etc	56,503,799	59,070,489	69,004,968	4.54	16.82
3	4005	Compounded Rubber, Unvulcanised, Primary Forms Etc	45,849,418	51,957,101	65,409,657	13.32	25.89
4	8701	Tractors (Other Than Works Trucks Of Heading 8709)	93,734,320	71,205,263	57,703,073	-24.04	-18.96
5	8703	Motor Cars & Vehicles For Transporting Persons	21,821,323	28,135,797	52,419,261	28.94	86.31
6	4403	Wood In The Rough, Stripped Or Not Of Sapwood Etc	62,808,155	59,852,009	48,246,032	-4.71	-19.39
7	8429	Self-Propelled Bulldozers, Graders, Scrapers Etc	47,659,472	50,271,330	46,952,225	5.48	-6.60
8	8704	Motor Vehicles For Transport Of Goods	24,413,146	25,056,155	40,589,297	2.63	61.99
9	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	19,453,970	28,334,272	39,523,439	45.65	39.49
10	2716	Electrical Energy	3,050,885	23,668,472	33,860,157	675.79	43.06
11	7326	Articles Of Iron Or Steel, Nesoi	31,631,706	30,100,902	33,489,409	-4.84	11.26
12	4401	Fuel Wood In Logs Etc; Wood In Chips, Etc.	12,465,721	18,919,060	31,542,899	51.77	66.73
13	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	47,806,144	16,492,280	30,856,067	-65.50	87.09
14	3907	Polyethers, Expoxides & Polyesters, Primary Forms	12,492,579	18,979,043	27,720,827	51.92	46.06
15	2815	Sodium Hydrox; Potass Hydrox; Sod Or Potass Perox	20,466,551	26,964,584	25,936,577	31.75	-3.81
16	9306	Bombs, Grenades Etc; Cartridges Etc And Parts	1,648,440	13,839,364	24,556,735	739.54	77.44
17	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	23,181,916	25,764,496	21,366,520	11.14	-17.07
18	5402	Synthetic Filament Yarn (No Sew Thread), No Retail	12,955,569	20,495,081	19,026,837	58.20	-7.16
19	4804	Kraft Paper & Paperboard, Uncoat Nesoi, Rolls Etc	6,413,117	10,751,758	17,845,092	67.65	65.97
20	4011	New Pneumatic Tires, Of Rubber	15,508,652	14,829,737	17,129,488	-4.38	15.51
21	302	Fish, Fresh Or Chilled (No Fillets Or Other Meat)	22,160,768	18,159,473	17,040,242	-18.06	-6.16
22	8431	Parts For Machinery Of Headings 8425 To 8430	27,353,470	26,582,577	16,643,088	-2.82	-37.39
23	2009	Fruit Juice Nt Frffd W Vit/Mnl Veg Juice No Spirit	12,041,841	12,328,382	15,887,759	2.38	28.87
24	9999	Postal Services And Low Value Couriers Shipments	11,730,862	12,517,314	15,367,404	6.70	22.77
25	3815	Reaction Initiators & Acceler & Catalyt Prep Nesoi	14,167,390	11,740,754	15,129,626	-17.13	28.86

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

## NOVA SCOTIA

### **Rankings**

Maine: **8<sup>th</sup>** largest provincial market (\$1.3 million)

New England: **8<sup>th</sup>** (\$9.9 million)

United States: **8<sup>th</sup>** (\$324 million)

### **Current Nova Scotia Imports:**

#### *Maine:*

Maine's \$1.3 million of exports to Nova Scotia in 2007 were diverse. They were led by **yachts and pleasure boats** (\$478,827). Other major product categories include **spirits, primarily liqueurs and cordials** (\$147,531) and **live animals** (\$70,353).

#### *New England:*

Exports from New England totaled \$9.9 million and included **parts of balloons, aircrafts and spacecrafts** (\$1.6 million). It also exported \$1.6 million in **yachts and pleasure boats** and \$1.3 million in **automatic data processing machines**.

#### *United States:*

**Oil** (\$95 million) and **coal** (\$51 million) dominate the United States' exports to Nova Scotia.

**Best Prospects for Maine Exports:** Yachts and pleasure boats; beverages; vehicles and automotive components; medical/surgical instruments.

### **Nova Scotia Statistics**

Population	935,106 (October 1, 2007)
Employment	452,200 (January 2008)
Unemployment Rate	8.0% (December 2007)
Income (per capita)	\$29,459 (2006)
GDP (\$millions)	\$31,966 (2006)
CPI	3.1% (December 2007)

**Business Statistics in Millions (year-to-date):**

- Retail: \$10,667.6 (November 2007)
- Wholesale: \$6,290.7 (November 2007)
- Construction (Building Permits): \$1,286.5 (December 2007)
- Imports: \$6,590 (December 2005)
- Exports (Domestic): \$5,680 (December 2005)
- Re-Exports: \$149.3 (December 2005)
- Information Technology (GDP 1997): \$1,192.0 (December 2002)
- Culture (Total Employment): \$21,765 (December 1996)
- Tourism (Tourism Receipts in Billions): \$1.3 (December 2004)

**Key Sectors 2006, chained to 2002:**

- Community, Business & Personal Services 29.6%
- Finance, Insurance, Real Estate and Renting & Leasing 20.8%
- Trade 11.2%
- Public Administration 10.6%
- Manufacturing 10.1%
- Resource Industries 7.5%
- Construction 6.5%
- Transportation and warehousing 4.2%

<http://www.novascotiabusiness.com/en/home/locate/keyfacts/novascotiastatistics.aspx>

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Nova Scotia**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	532,362	1,535,088	1,349,902	188.35	-12.06
1	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	94,897	964,549	478,827	916.42	-50.36
2	2208	Ethyl Alcohol, Undenat, Und80% Alc; Spirit Beverag	149,705	121,415	147,531	-18.90	21.51
3	106	Animals, Live, Nesoi	49,385	56,931	70,353	15.28	23.58
4	4821	Labels Of Paper Or Paperboard, Printed Or Not	4,429	0	66,498	-100.00	0.inf
5	8703	Motor Cars & Vehicles For Transporting Persons	9,207	20,149	60,820	118.84	201.85
6	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	470	10,307	54,011	2092.98	424.02
7	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	44,951	2,612	27,946	-94.19	969.91
8	6910	Ceramic Sinks, Washbasins, Water Closet Bowls Etc	0	4,341	26,327	0.inf	506.47
9	8473	Parts Etc For Typewriters & Other Office Machines	0	435	25,840	0.inf	5840.23
10	7308	Structures Nesoi & Parts Thereof, Of Iron Or Steel	1,026	0	23,324	-100.00	0.inf
11	7007	Safety Glass, Of Tempered Or Laminated Glass	0	0	23,142	0.nan	0.inf
12	8517	Electric Apparatus For Line Telephony Etc, Parts	0	0	22,771	0.nan	0.inf
13	9022	X-Ray Etc Apparatus; Tubes, Panels, Screen Etc, Pt	0	0	20,594	0.nan	0.inf
14	7419	Articles Of Copper Nesoi	0	0	17,825	0.nan	0.inf
15	8501	Electric Motors And Generators (No Sets)	15,518	405	16,014	-97.39	3854.07
16	7317	Nails, Tacks, Drawing Pins Etc Of Iron Or Steel	3,891	7,296	15,937	87.51	118.43
17	8483	Transmission Shafts, Bearings, Gears Etc; Parts	5,912	7,609	15,636	28.70	105.49
18	8453	Machinery For Work Leather Etc & Footwear Etc, Pts	2,203	3,975	15,299	80.44	284.88
19	8471	Automatic Data Process Machines; Magn Reader Etc	6,964	5,540	14,495	-20.45	161.64
20	8504	Elec Trans, Static Conv & Induct, Adp Pwr Supp, Pt	0	8,122	12,896	0.inf	58.78
21	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	1,521	6,042	11,635	297.24	92.57
22	7019	Glass Fibers & Articles Thereof (Yarn Etc.)	7,862	4,626	11,224	-41.16	142.63
23	8529	Parts For Television, Radio And Radar Apparatus	7,975	12,641	11,192	58.51	-11.46
24	9032	Automatic Regulating Or Control Instruments; Parts	956	3,965	10,327	314.75	160.45
25	8532	Electric Capacitors, Fixed, Var Or Adj (Preset) Pt	0	5,704	9,196	0.inf	61.22

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Nova Scotia**

HS Commodity: **All Commodities**

Partner State/Country: **NEW ENGLAND**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	32,114,191	10,279,925	9,885,019	-67.99	-3.84
1	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	1,777,468	849,035	1,603,178	-52.23	88.82
2	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	147,321	1,060,962	1,580,842	620.17	49.00
3	8471	Automatic Data Process Machines; Magn Reader Etc	675,350	1,073,224	1,297,449	58.91	20.89
4	9015	Survey, Hydrogr, Meteor Etc Inst; Rangef Etc, Pts	418,163	392,888	569,167	-6.04	44.87
5	8703	Motor Cars & Vehicles For Transporting Persons	45,585	58,764	543,680	28.91	825.19
6	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	293,660	145,748	368,236	-50.37	152.65
7	8431	Parts For Machinery Of Headings 8425 To 8430	16,143	48,990	244,784	203.48	399.66
8	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	294,761	149,774	206,428	-49.19	37.83
9	8414	Air Or Vac Pumps, Compr & Fans; Hoods & Fans; Pts	1,423	44,416	201,487	3021.29	353.64
10	8473	Parts Etc For Typewriters & Other Office Machines	496,815	445,709	150,932	-10.29	-66.14
11	2208	Ethyl Alcohol, Udenat, Und80% Alc; Spirit Beverag	149,705	121,415	147,531	-18.90	21.51
12	9014	Direction Finding Compasses & Navig Inst Etc, Pts	53,948	6,680	140,329	-87.62	2000.73
13	8409	Parts For Engines Of Heading 8407 Or 8408	104,931	375	116,690	-99.64	31017.33
14	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	126,094	337,974	114,084	168.03	-66.24
15	8534	Printed Circuits	44,695	5,843	108,048	-86.93	1749.19
16	8517	Electric Apparatus For Line Telephony Etc, Parts	258,546	153,373	84,017	-40.68	-45.22
17	302	Fish, Fresh Or Chilled (No Fillets Or Other Meat)	0	0	83,588	0.nan	0.inf
18	8419	Machinery Etc For Temp Chang Treat Mat; W Heat, Pt	17,345	9,869	80,999	-43.10	720.74
19	8543	Electrical Mach Etc, With Ind Functions Nesoi, Pts	30,934	81,125	79,713	162.25	-1.74
20	106	Animals, Live, Nesoi	50,787	57,436	72,198	13.09	25.70
21	4821	Labels Of Paper Or Paperboard, Printed Or Not	6,347	2,692	66,498	-57.59	2370.21
22	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	92,015	7,561	63,703	-91.78	742.52
23	8479	Machines Etc Having Individual Functions Nesoi, Pt	24,356	10,183	63,687	-58.19	525.42
24	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	352,606	148,846	61,162	-57.79	-58.91
25	7308	Structures Nesoi & Parts Thereof, Of Iron Or Steel	34,902	22,464	59,295	-35.64	163.96

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Nova Scotia**

HS Commodity: **All Commodities**

Partner State/Country: **ALL U.S. STATES**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	381,646,485	267,897,221	324,166,904	-29.80	21.00
1	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	10,465,947	59,571,282	95,167,576	469.19	59.75
2	2701	Coal; Briquettes, Ovoids Etc. Mfr From Coal	17,279,306	35,679,449	51,002,261	106.49	42.95
3	8802	Aircraft, Powered; Spacecraft & Launch Vehicles	107,940,270	12,724,185	13,437,939	-88.21	5.61
4	2713	Petroleum Coke, Petroleum Bitumen & Other Residues	15,899,851	23,837,250	13,046,837	49.92	-45.27
5	9999	Postal Services And Low Value Couriers Shipments	7,727,491	9,748,835	10,832,152	26.16	11.11
6	8429	Self-Propelled Bulldozers, Graders, Scrapers Etc	1,880,295	648,079	10,725,838	-65.53	1555.02
7	8703	Motor Cars & Vehicles For Transporting Persons	51,041,914	12,074,386	10,153,436	-76.34	-15.91
8	8471	Automatic Data Process Machines; Magn Reader Etc	8,269,871	9,845,491	9,545,869	19.05	-3.04
9	8517	Electric Apparatus For Line Telephony Etc, Parts	2,527,464	6,611,888	7,280,465	161.60	10.11
10	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	6,331,495	3,922,226	4,631,721	-38.05	18.09
11	2716	Electrical Energy	5,837,871	1,314,522	4,279,110	-77.48	225.53
12	2204	Wine Of Fresh Grapes; Grape Must Nesoi	2,633,500	3,091,751	4,146,065	17.40	34.10
13	9014	Direction Finding Compasses & Navig Inst Etc, Pts	1,521,304	1,039,071	4,134,042	-31.70	297.86
14	7216	Angles, Shapes & Sections Of Iron & Nonalloy Steel	2,125,639	3,045,987	3,613,698	43.30	18.64
15	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	1,590,311	990,163	2,627,740	-37.74	165.38
16	8704	Motor Vehicles For Transport Of Goods	7,158,770	1,073,590	2,615,573	-85.00	143.63
17	304	Fish Fillets & Oth Fish Meat, Fresh, Chill Or Froz	153,588	2,173,514	2,476,614	1315.16	13.95
18	2811	Inorganic Acids & Inorganic Oxy Nonmet Comp Nesoi	1,359,156	3,920,191	2,432,811	188.43	-37.94
19	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	3,579,312	2,401,027	2,394,884	-32.92	-0.26
20	7208	FI-RI Iron & Na Steel Nun600mm Wd Hot-RI, Not Clad	289,506	336,658	2,245,454	16.29	566.98
21	303	Fish, Frozen (No Fish Fillets Or Other Fish Meat)	5,246,738	3,499,794	2,244,955	-33.30	-35.85
22	7214	Bars & Rods, Iron & Na Steel Nesoi, H-R Etc	0	27,859	2,166,084	0.inf	7675.17
23	4804	Kraft Paper & Paperboard, Uncoat Nesoi, Rolls Etc	217	1,186,312	2,139,306	546587.56	80.33
24	8207	Interchange Tools For Hand- Or Machine-Tools, Bmpt	1,903,111	2,526,315	2,069,693	32.75	-18.07
25	2208	Ethyl Alcohol, Udenat, Und80% Alc; Spirit Beverag	935,572	1,106,895	1,956,330	18.31	76.74

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

## Section II: Central/Western Canadian Trade Opportunities

### ALBERTA

#### **Rankings**

Maine: 4<sup>th</sup> largest provincial market (\$8.3 million)  
New England: 6<sup>th</sup> (\$148.0 million)  
United States: 4<sup>th</sup> (\$11.8 billion)

#### **Current Alberta Imports:**

##### *Maine:*

Maine's \$8.3 million in exports to Alberta in 2007 were led by **prepared or preserved poultry** (\$2.1 million) and **liqueurs** (\$1.7 million). There has been an enormous increase in sales of **parts of machines having individual functions**, with \$869,742 in 2007. **Live animals, X-ray parts, and vehicle and aircraft parts** were other top exports.

##### *New England:*

New England's exports to Alberta consisted primarily of **medical, surgical, dental or veterinarian equipment** (\$8.4 million) and **instruments for physical and chemical analysis** for checking flow, level, etc. In addition, sales of parts – for aircraft, line telephones or engines were top export categories.

##### *United States:*

The region's top export to Alberta in 2007 was \$1.12 billion of **petroleum gases**. **Aircraft, bulldozers, cars and iron** filled out the remaining top five.

#### **Best Prospects for Maine Exports:**

Paper/paperboard; hides and leather; optic and medical/surgical instruments; biotech products; energy production components; composites; seafood/scallops.

## **ALBERTA: ADDITIONAL PROSPECTS**

### **Excerpts from the U.S. Department of Commerce's Market Reports:**

*As a major producer of fossil fuels, Alberta's economy is booming. The energy sector has fueled other aspects of the economy, including **construction, manufacturing, transport equipment and food-processing.***

- In Alberta, the oil industry is expected to see \$125 billion dollars of investment from 2006 – 2021. Growth in this area should continue as the investment into oil sands is expected to drive Canada to the fourth largest producer of oil in the world by 2015. This should create long term opportunities in such related areas as **oil and gas field machinery, pipes, valves and fittings, refinery equipment, mining equipment, construction equipment, and building materials and precision milling products.**

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Alberta**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	6,912,774	7,853,937	8,275,688	13.61	5.37
1	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	2,557,114	2,527,534	2,120,302	-1.16	-16.11
2	2208	Ethyl Alcohol, Undenat, Und80% Alc; Spirit Beverag	1,484,796	2,140,048	1,681,851	44.13	-21.41
3	8479	Machines Etc Having Individual Functions Nesoi, Pt	0	4,276	869,742	0.inf	20240.08
4	106	Animals, Live, Nesoi	368,635	360,891	360,781	-2.10	-0.03
5	9305	Parts & Accessories Of Arms Of Head 9301 To 9304	500,341	237,969	307,598	-52.44	29.26
6	9022	X-Ray Etc Apparatus; Tubes, Panels, Screen Etc, Pt	16,412	1,616	305,468	-90.15	18802.72
7	8483	Transmission Shafts, Bearings, Gears Etc; Parts	91,965	119,032	231,008	29.43	94.07
8	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	5,514	49,816	219,182	803.45	339.98
9	9403	Furniture Nesoi And Parts Thereof	1,037	8,391	152,163	709.16	1713.41
10	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	244,752	104,391	150,742	-57.35	44.40
11	8431	Parts For Machinery Of Headings 8425 To 8430	6,161	17,403	148,691	182.47	754.40
12	9706	Antiques Of An Age Exceeding One Hundred Years	0	0	132,581	0.nan	0.inf
13	7019	Glass Fibers & Articles Thereof (Yarn Etc.)	0	35,019	131,909	0.inf	276.68
14	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	42,961	80,253	130,844	86.80	63.04
15	8704	Motor Vehicles For Transport Of Goods	0	0	126,207	0.nan	0.inf
16	8413	Pumps For Liquids; Liquid Elevators; Parts Thereof	192,520	128,822	74,100	-33.09	-42.48
17	9902	Repairs	0	0	72,753	0.nan	0.inf
18	8484	Gaskets & Similar Joints Of Metal Sheeting	20,092	24,036	68,295	19.63	184.14
19	7304	Tubes, Pipes Etc, Seamless, Iron Nesoi & Steel	30,189	191,021	64,064	532.75	-66.46
20	8703	Motor Cars & Vehicles For Transporting Persons	0	9,109	57,228	0.inf	528.26
21	3105	M Or Ch Fertiliz, Nun2of3el; Fert Nesoi; Fert Pack	0	0	44,957	0.nan	0.inf
22	8471	Automatic Data Process Machines; Magn Reader Etc	49,085	84,287	44,877	71.72	-46.76
23	8705	Special Purpose Motor Vehicles Nesoi	0	0	44,560	0.nan	0.inf
24	8436	Agri Etc & Poultry Etc Equip, Inc Incubators, Pts	0	0	44,374	0.nan	0.inf
25	9401	Seats (Except Barber, Dental, Etc), And Parts	3,760	152	37,352	-95.96	24473.68

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Alberta**

HS Commodity: **All Commodities**

Partner State/Country: **NEW ENGLAND**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	181,439,989	146,748,461	147,994,455	-19.12	0.85
1	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	2,610,557	3,101,095	8,413,027	18.79	171.29
2	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	7,079,515	8,567,309	7,928,326	21.02	-7.46
3	8517	Electric Apparatus For Line Telephony Etc, Parts	3,980,294	2,630,279	7,193,025	-33.92	173.47
4	8471	Automatic Data Process Machines; Magn Reader Etc	8,631,261	9,372,675	6,392,702	8.59	-31.79
5	9902	Repairs	1,327,927	2,495,022	4,851,502	87.89	94.45
6	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	774,452	1,031,614	4,713,719	33.21	356.93
7	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	3,265,263	4,058,013	3,810,760	24.28	-6.09
8	9026	Inst Etc Measure Or Check Flow, Level Etc, Pts Etc	2,221,065	2,315,114	3,290,877	4.23	42.15
9	8523	Prepared Unrecorded Media (No Film) For Sound Etc.	66,006	30,961	3,073,064	-53.09	9825.60
10	8407	Spark-Ignition Recip Or Rotary Int Comb Piston Eng	17,148	7,716	2,828,402	-55.00	36556.32
11	3926	Articles Of Plastics (Inc Polymers & Resins) Nesoi	1,758,397	1,765,557	2,703,254	0.41	53.11
12	3901	Polymers Of Ethylene, In Primary Forms	2,250,456	3,216,924	2,594,908	42.95	-19.34
13	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	1,697,697	3,647,039	2,528,221	114.82	-30.68
14	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	2,557,114	2,527,534	2,120,302	-1.16	-16.11
15	3822	Composite Diagnostic/Lab Reagents, Exc Pharmaceut	1,403,622	1,466,645	2,053,035	4.49	39.98
16	8479	Machines Etc Having Individual Functions Nesoi, Pt	593,912	617,073	2,020,203	3.90	227.38
17	8512	Electric Light Etc Equip; Windsh Wipers Etc, Parts	733,985	2,461,785	1,932,839	235.40	-21.49
18	8506	Primary Cells & Batteries, Parts	1,583,342	1,939,800	1,890,865	22.51	-2.52
19	8473	Parts Etc For Typewriters & Other Office Machines	1,795,002	1,493,137	1,867,433	-16.82	25.07
20	2208	Ethyl Alcohol, Udenat, Und80% Alc; Spirit Beverag	1,946,397	2,482,561	1,854,986	27.55	-25.28
21	8421	Centrifuges; Filter Etc Mach For Liq Or Gases; Pts	1,095,826	860,847	1,771,432	-21.44	105.78
22	9032	Automatic Regulating Or Control Instruments; Parts	1,095,919	2,246,970	1,665,943	105.03	-25.86
23	8504	Elec Trans, Static Conv & Induct, Adp Pwr Supp, Pt	976,537	1,529,559	1,656,631	56.63	8.31
24	9401	Seats (Except Barber, Dental, Etc), And Parts	807,520	1,236,214	1,569,454	53.09	26.96
25	8543	Electrical Mach Etc, With Ind Functions Nesoi, Pts	431,501	629,962	1,556,523	45.99	147.08

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Alberta**

HS Commodity: **All Commodities**

Partner State/Country: **ALL U.S. STATES**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **12:20:57 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005-2006	%2006-2007
		<b>TOTAL ALL COMMODITIES</b>	9,524,993,178	11,150,847,667	11,788,518,251	17.07	5.72
1	2711	Petroleum Gases & Other Gaseous Hydrocarbons	684,239,428	656,291,034	1,124,949,865	-4.08	71.41
2	8802	Aircraft, Powered; Spacecraft & Launch Vehicles	741,554,747	811,697,654	601,099,022	9.46	-25.95
3	8429	Self-Propelled Bulldozers, Graders, Scrapers Etc	180,454,631	307,935,016	425,427,881	70.64	38.16
4	8703	Motor Cars & Vehicles For Transporting Persons	270,110,690	272,316,532	302,324,160	0.82	11.02
5	7208	Fl-RI Iron & Na Steel Nun600mm Wd Hot-RI, Not Clad	250,667,047	267,564,320	294,104,569	6.74	9.92
6	8413	Pumps For Liquids; Liquid Elevators; Parts Thereof	209,925,023	264,710,167	247,167,977	26.10	-6.63
7	8471	Automatic Data Process Machines; Magn Reader Etc	289,943,370	273,230,160	242,726,983	-5.76	-11.16
8	2709	Crude Oil From Petroleum And Bituminous Minerals	152,353,007	160,783,181	238,003,572	5.53	48.03
9	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	116,201,012	205,113,893	230,633,227	76.52	12.44
10	8431	Parts For Machinery Of Headings 8425 To 8430	135,813,449	203,149,401	227,848,862	49.58	12.16
11	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	202,085,182	234,135,077	204,099,983	15.86	-12.83
12	8704	Motor Vehicles For Transport Of Goods	162,464,287	210,011,304	180,704,496	29.27	-13.95
13	8207	Interchange Tools For Hand- Or Machine-Tools, Bmpt	153,395,466	181,440,800	146,058,156	18.28	-19.50
14	7216	Angles, Shapes & Sections Of Iron & Nonalloy Steel	68,908,834	74,849,368	140,969,897	8.62	88.34
15	2901	Acyclic Hydrocarbons	105,717,033	148,232,866	138,882,753	40.22	-6.31
16	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	95,479,948	102,370,871	132,282,179	7.22	29.22
17	7304	Tubes, Pipes Etc, Seamless, Iron Nesoi & Steel	125,296,151	168,776,639	123,993,568	34.70	-26.53
18	8701	Tractors (Other Than Works Trucks Of Heading 8709)	129,885,477	198,880,721	123,271,581	53.12	-38.02
19	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	64,531,631	81,580,761	117,551,864	26.42	44.09
20	8517	Electric Apparatus For Line Telephony Etc, Parts	80,110,302	81,047,000	117,519,541	1.17	45.00
21	4011	New Pneumatic Tires, Of Rubber	69,914,419	85,510,663	105,950,023	22.31	23.90
22	8502	Electric Generating Sets And Rotary Converters	8,940,275	12,187,628	91,596,994	36.32	651.56
23	9015	Survey, Hydrogr, Meteor Etc Inst; Rangef Etc, Pts	72,136,021	89,239,805	91,131,664	23.71	2.12
24	8418	Refrigerators, Freezers Etc; Heat Pumps Nesoi, Pts	65,192,368	71,785,736	89,794,009	10.11	25.09
25	7307	Tube Or Pipe Fittings, Of Iron Or Steel	431,501	629,962	1,556,523	45.99	147.08

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

## BRITISH COLUMBIA

### Rankings

Maine: 5<sup>th</sup> largest provincial market (\$8.2 million)  
New England: 4<sup>th</sup> (\$229.8 million)  
United States: 3<sup>rd</sup> (\$14.9 billion)

### Current British Columbia Imports:

#### *Maine:*

Maine's \$8.2 million of exports to British Columbia in 2007 were very diverse. They were led by **prepared and preserved chicken** (\$2.4 million) and by **yachts and boats for pleasure** (\$1.1 million). Other major product categories included **centrifuges** (\$582,306), **liqueurs and cordials** (\$405,037), **parts of airplanes, parts of medical or laboratory sterilizers, and machines for kneading, mixing and crushing.**

#### *New England:*

Exports from New England totaled \$229.8 million and included **parts for aircraft, vehicles, and machines.** It also exported \$6.9 million in **medical, surgical, dental or veterinarian instruments,** and \$6.3 million in **knitted or crocheted pile fabrics.**

#### *United States:*

**Oil** (\$1.2 billion), and commodities such as **zinc** (\$525 million), **electrical energy** (\$342 million) and **lead** (\$181 million) dominated the country's exports to British Columbia. **Vehicles, aircraft** (\$266 million), and **yachts and pleasure boats** (\$191 million) completed the top categories.

### Best Prospects for Maine Exports:

Semiconductors; wood; pulp/paper; optic and medical products; biotech products; frozen seafood and food/beverage products; maritime/navigational instruments; luxury boats; metal products; chemical products; defense products; education/universities.

## **BRITISH COLUMBIA: ADDITIONAL PROSPECTS**

### **Excerpts from the U.S. Department of Commerce's Market Reports:**

*British Columbia (BC) is known for its natural resources and diverse population. It has a large economy (\$142.8 billion GDP in 2005) and a business friendly government. BC is viewed as a gateway for business development into the Asia Pacific region. The major city in BC, Vancouver, has over 2 million residents and will be hosting the 2010 Winter Olympics.*

- British Columbia has a large number of healthcare workers and infection control products are in high demand. This includes **surgical drapes and gowns, hand sanitizers, disinfectants, autoclaves and air filtration systems.**

- The import of **high-tech goods** in British Columbia Continues to grow. In 2006, approximately 35% of BC imports originated from the United States, as it continues to import over five times the amount exported. Opto-electronics, computers, and telecommunications goods offer excellent prospects for trade as BC persistently runs a severe trade deficit in these goods.

([http://www.bcstats.gov.bc.ca/data/bus\\_stat/busind/hi\\_tech/HTPcurr.pdf](http://www.bcstats.gov.bc.ca/data/bus_stat/busind/hi_tech/HTPcurr.pdf))

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **British Columbia**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	6,275,063	6,962,682	8,210,046	10.96	17.91
1	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	1,880,263	2,148,786	2,431,534	14.28	13.16
2	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	15,179	607,861	1,124,912	3904.62	85.06
3	8421	Centrifuges; Filter Etc Mach For Liq Or Gases; Pts	636,843	516,299	582,306	-18.93	12.78
4	2208	Ethyl Alcohol, Undenat, Und80% Alc; Spirit Beverag	319,744	496,161	405,037	55.17	-18.37
5	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	29,904	253,318	386,735	747.1	52.67
6	106	Animals, Live, Nesoi	278,101	287,133	326,621	3.25	13.75
7	8479	Machines Etc Having Individual Functions Nesoi, Pt	1,322	44,265	234,969	3248.34	430.82
8	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	54,357	74,399	205,667	36.87	176.44
9	9401	Seats (Except Barber, Dental, Etc), And Parts	304	39,009	178,046	12731.91	356.42
10	8419	Machinery Etc For Temp Chang Treat Mat; W Heat, Pt	114,677	126,428	172,380	10.25	36.35
11	8428	Lifting, Handling, Loading & Unload Machines Nesoi	68,703	0	158,758	-100	0.inf
12	8471	Automatic Data Process Machines; Magn Reader Etc	18,856	92,750	102,579	391.89	10.6
13	811	Fruit & Nuts (Raw Or Cooked By Steam Etc), Frozen	50,890	0	88,662	-100	0.inf
14	4411	Fiberboard Of Wood Or Other Ligneous Materials	39,743	3,683	86,865	-90.73	2258.54
15	6403	Footwear, Outer Sole Rub, Plast Or Lea & Upper Lea	0	236	59,300	0.inf	25,027.12
16	9022	X-Ray Etc Apparatus; Tubes, Panels, Screen Etc, Pt	0	9,323	57,398	0.inf	515.66
17	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	15,139	12,076	56,430	-20.23	367.29
18	4810	Paper & Paperboard, Coated With Kaolin Etc, RI Etc	79,011	381,478	53,511	382.82	-85.97
19	8516	Elec Water, Space & Soil Heaters; Hair Etc Dry, Pt	44,495	30,694	52,862	-31.02	72.22
20	8907	Floating Structures Nesoi, Rafts, Tanks, Buoys Etc	10,544	6,033	49,991	-42.78	728.63
21	9026	Inst Etc Measure Or Check Flow, Level Etc, Pts Etc	71,927	55,526	49,180	-22.8	-11.43
22	7616	Articles Of Aluminum Nesoi	53,877	27,112	48,839	-49.68	80.14
23	7321	Stoves, Ranges Etc, Nonel Domest & Pts, Ir & Steel	27,333	440	44,297	-98.39	9967.5
24	3002	Human Blood; Animal Blood; Antisera, Vaccines Etc	36,939	39,305	42,847	6.41	9.01
25	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	39,065	56,448	42,577	44.5	-24.57

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **British Columbia**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **NEW ENGLAND**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	234,278,516	232,249,095	229,867,371	-0.87	-1.03
1	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	17,703,631	21,014,266	22,206,725	18.7	5.67
2	8483	Transmission Shafts, Bearings, Gears Etc; Parts	4,552,942	6,715,919	12,536,683	47.51	86.67
3	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	7,186,832	4,586,117	7,831,312	-36.19	70.76
4	8482	Ball Or Roller Bearings And Parts	4,270,350	4,590,947	7,411,529	7.51	61.44
5	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	7,120,652	7,045,148	6,987,290	-1.06	-0.82
6	6001	Pile Fabrics, Knitted Or Crocheted	8,505,916	6,892,461	6,290,734	-18.97	-8.73
7	8471	Automatic Data Process Machines; Magn Reader Etc	5,594,085	6,131,346	5,856,025	9.6	-4.49
8	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	2,772,785	3,516,288	4,005,635	26.81	13.92
9	7110	Platinum, Unwrought, Semimfr Forms Or In Powder Fm	899,055	861,467	3,405,166	-4.18	295.28
10	7318	Screws, Bolts, Nuts, Washers Etc, Iron Or Steel	1,936,621	2,363,029	3,322,459	22.02	40.6
11	3903	Polymers Of Styrene, In Primary Forms	2,119,974	1,797,843	3,283,003	-15.2	82.61
12	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	7,074,628	2,505,426	2,937,725	-64.59	17.25
13	4901	Books, Brochures & Similar Printed Matter	1,243,094	1,036,486	2,906,127	-16.62	180.38
14	3902	Polymers Of Propylene Or Other Olefins, Prim Forms	1,285,899	1,749,934	2,820,461	36.09	61.18
15	8523	Prepared Unrecorded Media (No Film) For Sound Etc.	28,034	27,446	2,810,858	-2.1	10,141.41
16	3926	Articles Of Plastics (Inc Polymers & Resins) Nesoi	2,925,752	3,219,535	2,742,253	10.04	-14.82
17	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	2,092,786	2,618,774	2,696,483	25.13	2.97
18	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	1,938,544	2,148,900	2,503,871	10.85	16.52
19	3901	Polymers Of Ethylene, In Primary Forms	2,063,755	2,836,820	2,405,623	37.46	-15.2
20	8421	Centrifuges; Filter Etc Mach For Liq Or Gases; Pts	2,818,240	3,770,325	2,293,413	33.78	-39.17
21	3822	Composite Diagnostic/Lab Reagents, Exc Pharmaceut	1,795,190	1,905,092	2,266,082	6.12	18.95
22	8536	Electrical Apparatus For Switching Etc, Nov 1000 V	1,396,924	1,407,135	2,010,482	0.73	42.88
23	4016	Articles Nesoi Of Unharded Vulcanized Rubber	1,473,127	1,866,949	1,980,696	26.73	6.09
24	2309	Preparations Used In Animal Feeding	1,276,950	1,594,496	1,969,755	24.87	23.53
25	8473	Parts Etc For Typewriters & Other Office Machines	2,048,378	2,066,590	1,948,396	0.89	-5.72

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **British Columbia**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **ALL U.S. STATES**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	11,702,214,270	13,678,220,628	14,854,748,763	16.89	8.6
1	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	973,405,057	1,150,319,459	1,200,492,060	18.17	4.36
2	8703	Motor Cars & Vehicles For Transporting Persons	459,084,050	397,097,114	525,225,662	-13.5	32.27
3	2608	Zinc Ores And Concentrates	142,275,659	362,790,175	521,377,014	154.99	43.71
4	2716	Electrical Energy	306,682,808	518,666,647	342,986,288	69.12	-33.87
5	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	197,961,777	289,912,980	323,002,042	46.45	11.41
6	8802	Aircraft, Powered; Spacecraft & Launch Vehicles	199,322,522	98,820,172	266,554,246	-50.42	169.74
7	8704	Motor Vehicles For Transport Of Goods	269,183,173	341,357,397	222,668,553	26.81	-34.77
8	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	97,153,458	124,485,102	191,485,185	28.13	53.82
9	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	169,266,204	197,723,633	189,654,151	16.81	-4.08
10	2607	Lead Ores And Concentrates	84,055,746	82,311,083	181,409,783	-2.08	120.4
11	7214	Bars & Rods, Iron & Na Steel Nesoi, H-R Etc	109,256,576	133,512,921	168,019,329	22.2	25.84
12	8471	Automatic Data Process Machines; Magn Reader Etc	178,977,180	179,676,173	160,471,083	0.39	-10.69
13	8701	Tractors (Other Than Works Trucks Of Heading 8709)	290,397,842	344,311,808	159,129,670	18.57	-53.78
14	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	117,549,193	129,545,475	142,978,127	10.21	10.37
15	8429	Self-Propelled Bulldozers, Graders, Scrapers Etc	88,455,626	91,018,304	141,331,050	2.9	55.28
16	4418	Builders Joinery And Carpentry Of Wood	92,263,558	103,159,593	136,793,967	11.81	32.6
17	4902	Newspapers, Journals & Periodicals	102,303,817	114,067,403	135,508,771	11.5	18.8
18	3923	Containers (Boxes, Bags Etc), Closurers Etc, Plast	92,748,008	126,277,384	129,826,699	36.15	2.81
19	8431	Parts For Machinery Of Headings 8425 To 8430	81,014,112	108,707,339	126,411,928	34.18	16.29
20	4818	Toilet Paper & Similar Household, Sanitary Items	98,059,352	116,293,208	126,172,482	18.59	8.5
21	8427	Fork-Lift Trucks; Oth Works Trucks With Lifts Etc.	58,161,931	91,343,784	123,046,398	57.05	34.71
22	8523	Prepared Unrecorded Media (No Film) For Sound Etc.	2,849,167	3,993,242	122,207,379	40.15	2960.35
23	1604	Prep Or Pres Fish; Caviar & Caviar Substitutes	83,822,461	79,199,025	94,859,660	-5.52	19.77
24	7601	Aluminum, Unwrought	54,579,971	86,511,891	94,685,477	58.5	9.45
25	9999	Postal Services And Low Value Couriers Shipments	75,947,108	83,176,067	93,105,046	9.52	11.94

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

## ONTARIO

### Rankings

Maine: 3<sup>rd</sup> largest provincial market (\$111.6 million)  
New England: 2<sup>nd</sup> (\$3.2 billion)  
United States: 1<sup>st</sup> (\$141.3 billion)

### Current Ontario Imports

#### *Maine:*

Three of the top ten exports from Maine to Ontario were **paper or paperboard products**. Maine exported \$16.1 million in **prepared or preserved chicken**, \$4.4 million in **plates or sheets of plastics**, \$1.8 million in **leather**, and \$1.8 million in **yachts or boats for pleasure**.

#### *New England:*

New England's top export in 2007 was **medical/surgical dental or veterinarian instruments**, with \$126.1 million in sales. This was followed by **parts of motor vehicles** and **automatic data process machines**. NE sold \$84.9 million in **medicine in dosage form** to Ontario in 2007.

#### *United States:*

US exports to Ontario were dominated by **motor vehicles and their parts**. It sold \$1.8 billion in **medicine in dosage form** and \$1.9 billion in **petroleum gases**.

### Best Prospects for Maine Exports:

Paper/paperboard; industrial machinery including computers; wood; optic and medical/surgical instruments; cosmetics and toiletries; food/beverage/seafood; leather products; yachts and boats.

## **ONTARIO: ADDITIONAL PROSPECTS**

### **Excerpts from the U.S. Department of Commerce's Market Reports:**

*Ontario is home to 12 million people, almost 40% of Canada's total population, and is viewed as the economic engine of Canada due to its diverse industrial base. Its capital, Toronto, is Canada's commercial center, and is home to 90% of the country's international banks.*

- The Ontario market has been experiencing problems with potable water supply for its large urban centers. Due to its highly urbanized population – Toronto, for example, holds six million people in its relatively small urban watershed – the demand for **water treatment products** will continue to increase. Multiple types of components are demanded in the area, such as **membranes, valves, UV purification systems, piping, and chemicals**.
  
- By 2025, 80% of Ontario's power supply will need to be rebuilt, refurbished, or replaced. It is expected that the passage of the first Integrated Power System Plan (IPSP) in 2007 will lay the groundwork and provide direction for the rebuilding and expansion of the Ontario **energy system**. In 2005, Ontario accounted for 20% of Canadian energy exports and 45% of Canadian energy imports.
  
- Opportunities in the **smart building sector** in Ontario are developing. Government programs meant to provide incentives to build "green" buildings and retrofit existing buildings to be more energy efficient should provide opportunities for US companies specializing in this area.
  
- Ontario houses many of Canada's top Universities and is known for the research and innovation partnerships it has with these educational institutions.

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Ontario**  
 HS Commodity: **All Commodities**  
 Partner State/Country: **Maine**  
 Rows selected: **TOP 25**

Trade flow: **Imports**  
 HS Code: **ALL**  
 Sorted by: **2007**  
 User Name: **metrade**

Unit: **Total value \$US**  
 Mode: **All modes**  
 Order: **Desc**  
 Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	99,944,658	101,610,354	111,643,256	1.67	9.87
1	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	19,421,679	22,645,454	22,351,218	16.6	-1.3
2	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	12,047,210	15,476,618	16,072,615	28.47	3.85
3	4802	Paper, Uncoat, For Writing Etc, Rolls; Hndmd Paper	864,753	1,338,069	7,555,862	54.73	464.68
4	3921	Plates, Sheets, Film, Foil & Strip Nesoi, Plastics	2,625,509	3,810,215	4,437,572	45.12	16.47
5	4810	Paper & Paperboard, Coated With Kaolin Etc, RI Etc	4,772,913	4,889,453	3,797,309	2.44	-22.34
6	8413	Pumps For Liquids; Liquid Elevators; Parts Thereof	2,793,967	3,086,404	2,839,418	10.47	-8
7	4104	Bovine Or Equine Leather, No Hair Nesoi	1,432,786	854,779	1,847,157	-40.34	116.1
8	8903	Yachts & Other Vessels For Pleas Etc; Row Boat Etc	411,649	378,310	1,816,736	-8.1	380.22
9	4811	Paper, Paperboard, Wad Etc, Coat Etc Nesoi, RI Etc	885,309	1,382,875	1,616,680	56.2	16.91
10	7019	Glass Fibers & Articles Thereof (Yarn Etc.)	2,142,752	885,889	1,568,679	-58.66	77.07
11	307	Molluscs & Aqua Invert Nesoi, Lve Etc.; Flours Etc	4,484,623	2,180,887	1,549,216	-51.37	-28.96
12	9406	Prefabricated Buildings	30	1,516	1,328,609	4953.33	87539.12
13	7204	Ferrous Waste & Scrap; Remelt Scr Iron/Steel Ingot	46,862	357,557	1,291,361	663	261.16
14	8411	Turbojets, Turbopropellers & Oth Gas Turbines, Pts	649,678	1,248,837	1,155,700	92.22	-7.46
15	8428	Lifting, Handling, Loading & Unload Machines Nesoi	664,144	510,177	1,149,858	-23.18	125.38
16	4823	Paper, Paperboard, Cellul Wad To Size & Arts Nesoi	1,153,409	1,718,332	1,148,901	48.98	-33.14
17	5607	Twine, Cordage, Rope & Cables, Coated Etc Or Not	390,663	1,204,121	1,112,272	208.22	-7.63
18	8421	Centrifuges; Filter Etc Mach For Liq Or Gases; Pts	1,283,294	830,141	1,087,865	-35.31	31.05
19	8102	Molybdenum & Articles Thereof, Incl Waste & Scrap	922,660	636,931	992,322	-30.97	55.8
20	4703	Chemical Woodpulp, Soda Or Sulfate, Not Dissoly Gr	932,128	46,042	938,420	-95.06	1938.18
21	4407	Wood Sawn Or Chipped Length, Sliced Etc, Ov6mm Th	1,661,331	1,141,490	928,602	-31.29	-18.65
22	8482	Ball Or Roller Bearings And Parts	1,819,941	1,074,664	914,704	-40.95	-14.88
23	106	Animals, Live, Nesoi	600,215	681,516	902,990	13.55	32.5
24	2309	Preparations Used In Animal Feeding	416,475	656,643	873,423	57.67	33.01
25	4901	Books, Brochures & Similar Printed Matter	299,808	328,702	866,459	9.64	163.6

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division  
 Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Ontario**

HS Commodity: **All Commodities**

Partner State/Country: **NEW ENGLAND**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	<b>3,163,562,002</b>	<b>3,310,410,066</b>	<b>3,163,211,599</b>	<b>4.64</b>	<b>-4.45</b>
1	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	106,449,173	121,879,348	126,154,563	14.5	3.51
2	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	99,359,509	99,359,949	100,919,470	0	1.57
3	8471	Automatic Data Process Machines; Magn Reader Etc	99,327,952	102,281,148	99,419,375	2.97	-2.8
4	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	65,465,922	79,410,905	98,550,395	21.3	24.1
5	3004	Medicaments Nesoi, Mixed Or Not, In Dosage Etc Fm	47,609,748	45,384,678	84,857,953	-4.67	86.97
6	3907	Polyethers, Exopoxides & Polyesters, Primary Forms	74,973,652	77,150,443	74,593,569	2.9	-3.31
7	8473	Parts Etc For Typewriters & Other Office Machines	39,010,158	39,939,790	54,810,518	2.38	37.23
8	3903	Polymers Of Styrene, In Primary Forms	39,412,725	39,791,834	51,258,366	0.96	28.82
9	3920	Plates, Sheets, Film Etc No Ad, Non-Cel Etc, Plast	50,755,199	46,629,741	45,199,898	-8.13	-3.07
10	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	38,075,225	41,377,330	44,519,658	8.67	7.59
11	3926	Articles Of Plastics (Inc Polymers & Resins) Nesoi	40,481,922	42,110,765	44,367,446	4.02	5.36
12	7408	Copper Wire	18,337,708	33,821,663	42,732,095	84.44	26.35
13	2711	Petroleum Gases & Other Gaseous Hydrocarbons	105,324,109	103,553,337	42,372,776	-1.68	-59.08
14	8536	Electrical Apparatus For Switching Etc, Nov 1000 V	34,080,546	48,902,519	41,971,040	43.49	-14.17
15	4811	Paper, Paperboard, Wad Etc, Coat Etc Nesoi, RI Etc	41,719,636	49,084,630	39,784,224	17.65	-18.95
16	9027	Inst Etc For Physical Etc Anal Etc; Microtome; Pts	36,891,300	34,559,746	36,845,378	-6.32	6.61
17	2106	Food Preparations Nesoi	16,555,027	40,757,638	35,843,491	146.19	-12.06
18	8523	Prepared Unrecorded Media (No Film) For Sound Etc.	684,241	629,119	35,445,798	-8.06	5534.2
19	8803	Parts Of Balloons Etc, Aircraft, Spacecraft Etc	14,239,247	21,582,563	34,513,505	51.57	59.91
20	4901	Books, Brochures & Similar Printed Matter	29,012,325	32,933,276	33,246,331	13.51	0.95
21	9506	Artls & Equip F Genrl Physcl Exerc Etc; Pools; Pts	25,102,755	30,276,912	32,408,911	20.61	7.04
22	1602	Prepared Or Preserv Meat, Meat Offal & Blood Nesoi	25,351,564	28,149,527	32,168,689	11.04	14.28
23	9021	Orthopedic Appl; Artif Body Pts; Hear Aid; Pts Etc	22,214,999	22,474,913	30,207,345	1.17	34.4
24	4810	Paper & Paperboard, Coated With Kaolin Etc, RI Etc	21,689,123	29,953,683	29,386,718	38.1	-1.89
25	3923	Containers (Boxes, Bags Etc), Closurers Etc, Plast	31,870,004	28,513,967	29,252,171	-10.53	2.59

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

**WISERTrade at HCC:  
Canadian Data Harmonized Query**

Province: **Ontario**

HS Commodity: **All Commodities**

Partner State/Country: **ALL U.S. STATES**

Rows selected: **TOP 25**

Trade flow: **Imports**

HS Code: **ALL**

Sorted by: **2007**

User Name: **metrade**

Unit: **Total value \$US**

Mode: **All modes**

Order: **Desc**

Runtime: **13:02:13 PM, Thu Apr 10 2008 EDT**

Rank	Code	Description	ANNUAL 2005	ANNUAL 2006	ANNUAL 2007	%2005- 2006	%2006- 2007
		<b>TOTAL ALL COMMODITIES</b>	126,335,080,970	134,351,794,883	141,332,123,315	6.35	5.2
1	8708	Parts & Access For Motor Vehicles (Head 8701-8705)	16,433,126,778	16,014,761,368	15,968,385,047	-2.55	-0.29
2	8703	Motor Cars & Vehicles For Transporting Persons	10,627,144,308	12,151,504,519	13,248,253,190	14.34	9.03
3	8704	Motor Vehicles For Transport Of Goods	5,712,434,624	6,636,780,462	8,115,664,671	16.18	22.28
4	8407	Spark-Ignition Recip Or Rotary Int Comb Piston Eng	3,915,474,697	4,379,212,822	4,872,445,292	11.84	11.26
5	9999	Postal Services And Low Value Couriers Shipments	2,186,494,334	2,594,836,911	2,758,094,690	18.68	6.29
6	2711	Petroleum Gases & Other Gaseous Hydrocarbons	2,377,183,761	1,559,744,735	1,899,108,555	-34.39	21.76
7	3004	Medicaments Nesoi, Mixed Or Not, In Dosage Etc Fm	1,474,624,243	1,596,496,914	1,807,348,988	8.26	13.21
8	8409	Parts For Engines Of Heading 8407 Or 8408	1,779,575,436	1,579,047,484	1,679,560,499	-11.27	6.37
9	8471	Automatic Data Process Machines; Magn Reader Etc	2,105,307,876	1,912,799,907	1,661,898,298	-9.14	-13.12
10	8544	Insulated Wire, Cable Etc; Opt Sheath Fib Cables	937,361,321	1,063,715,705	1,157,139,604	13.48	8.78
11	7606	Aluminum Plates, Sheets & Strip Over .2mm Thick	1,093,123,052	1,263,980,996	1,149,974,344	15.63	-9.02
12	9401	Seats (Except Barber, Dental, Etc), And Parts	1,080,050,080	1,106,051,789	1,127,216,859	2.41	1.91
13	8716	Trailers Etc; Other Vehicles, Not Mech Propeld, Pt	807,635,827	948,314,739	1,015,579,236	17.42	7.09
14	8421	Centrifuges; Filter Etc Mach For Liq Or Gases; Pts	910,960,582	877,563,480	987,727,004	-3.67	12.55
15	8523	Prepared Unrecorded Media (No Film) For Sound Etc.	36,076,043	38,157,148	984,716,568	5.77	2,480.69
16	3923	Containers (Boxes, Bags Etc), Closurers Etc, Plast	766,595,846	806,773,826	914,358,917	5.24	13.34
17	9018	Medical, Surgical, Dental Or Vet Inst, No Elec, Pt	753,995,015	862,798,489	911,750,123	14.43	5.67
18	4011	New Pneumatic Tires, Of Rubber	912,325,380	902,893,717	882,475,213	-1.03	-2.26
19	8481	Taps, Cocks, Valves Etc For Pipes, Tanks Etc, Pts	751,762,908	817,137,530	867,908,627	8.7	6.21
20	4901	Books, Brochures & Similar Printed Matter	746,722,307	817,280,583	866,979,321	9.45	6.08
21	2710	Oil (Not Crude) From Petrol & Bitum Mineral Etc.	409,311,922	543,081,569	801,761,183	32.68	47.63
22	3920	Plates, Sheets, Film Etc No Ad, Non-Cel Etc, Plast	783,939,991	847,569,747	791,993,824	8.12	-6.56
23	9032	Automatic Regulating Or Control Instruments; Parts	963,234,075	881,392,564	766,738,685	-8.5	-13.01
24	2701	Coal; Briquettes, Ovoids Etc. Mfr From Coal	793,952,141	873,687,140	757,941,734	10.04	-13.25
25	8415	Air Conditioning Machines (Temp & Hum Change), Pts	801,635,692	809,899,850	757,491,992	1.03	-6.47

Data provided by WISER, at <http://www.wisertrade.org>, from Statistics Canada, International Trade Division

Data for 2003-2007 revised on 2/27/2008

### **Section III: Canadian Foreign Direct Investment in Maine**

Canada is by far the largest source of foreign investment in the state, representing 55% of the foreign-owned companies in Maine. New Brunswick, Quebec, and Ontario are the leading provinces in terms of their companies investing in Maine. Other major sources of Maine's foreign investment are the U.K. Switzerland, Germany, and Sweden. The US Department of Commerce estimates that Canadian investments in Maine employ about 4,000 workers and are valued at US\$1.5 billion in plant and capital equipment. These figures do not include data for TD Banknorth nor Irving Oil's retail operations and are therefore very conservative estimates. Much of the Canadian investment in Maine is in the natural resource products industries including wood products, pulp/paper, and food, but there is some diversity from the information technology and service industries.

Canada invests more in the U.S. than any other country. Canadian investment in the U.S. has increased dramatically in the last ten years, with approximately US\$72 billion invested in 1996 and approximately US\$200 billion in 2006 according to the Office of the Canadian Chief Economist.\* There was a 9% increase in Canadian investment in the U.S. in the 2005 to 2006 period alone. According 2006 Canada invested in the following U.S. industries:

40% in finance and insurance; 18.6% in services and retail; 18% in energy and metallics; 15.9% all other; 4% in machinery and transportation; and 3.5% in wood and paper.

This data is interesting to review indicating that there remains significant potential for further growth in Canadian investment in Maine particularly in the finance, insurance, and service industries as well as energy industries.

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\* C\$94 billion and C\$224 billion, respectively. US dollar estimates based on the prevailing US/Canada exchange rate on April 2, 1996 (C\$1 = US\$0.77) and April 2, 2006 (C\$1 = US\$0.89).

## Canadian FDI in Maine

<b>Company Name</b>	<b>Location</b>	<b>Parent Firm's Headquarters</b>
Dufresne-Henry	Portland	Alberta
Land Use Consultants	Portland	Alberta
Woodlot Alternatives	Topsham	Alberta
Cherryfield Foods Inc.	Cherryfield	New Brunswick
Cooke Aquaculture	Machiasport	New Brunswick
FWP Cedar Mill	Ashland	New Brunswick
Heritage Memorials Ltd.	Sanford	New Brunswick
Highland Lumber	Dixfield	New Brunswick
Irving Forest Products	Fort Kent	New Brunswick
Irving Lumber Company	Strong	New Brunswick
Irving Oil Corporation	Statewide	New Brunswick
Irving Woodlands LLC	Ashland	New Brunswick
Fraser Sawmills	Ashland	New Brunswick
Katahdin Times	Millinocket	New Brunswick
LaForest Custom Cabinets	Limestone	New Brunswick
Maine Coast Nordic Inc.	Beals	New Brunswick
McCain Fertilizers Ltd.	Presque Isle	New Brunswick
McCain Foods USA Inc.	Easton	New Brunswick
New England Grain Brokerage & Retailers	Limestone	New Brunswick
St. Croix Courier	Calais	New Brunswick
Thomas Equipment Ltd.	Mars Hill	New Brunswick
xwave	Augusta	New Brunswick
Bangor Hydro Electric Co.	Bangor	Nova Scotia
CCL Communications	Portland	Nova Scotia
Neill and Gunter Inc.	Scarborough	Nova Scotia
Albarrie Environmental Services	Lewiston	Ontario
Fraser Paper	Madawaska	Ontario
Great Lakes Hydro America, LLC	Millinocket	Ontario
Humpty Dumpty Potato Chips	Scarborough	Ontario

Katahdin Forest Management, LLC	Millinocket	Ontario
Katahdin Paper, LLC	Millinocket and East Millinocket	Ontario
Katahdin Timberlands, LLC	Millinocket	Ontario
Orion Rope Works	Winslow	Ontario
Pattison Sign Group (NE)	Limestone	Ontario
Quadic Systems Inc.	South Portland	Ontario
TD Banknorth	Statewide	Ontario
Bay Ferries Ltd. (The Cat)	Bar Harbor	Prince Edward Island
Cavendish Agri Services Ltd.	Wales	Prince Edward Island
Cavendish Farms	Presque Isle	Prince Edward Island
Padinox Inc., DBA Chaudier	Freeport	Prince Edward Island
American Steel and Aluminum Corporation	South Portland	Quebec
Boralex	Fort Fairfield	Quebec
Brooks Pharmacy	Statewide	Quebec
Domtar	Baileyville	Quebec
Douglas Brothers Stainless Steel	Portland	Quebec
Federal Marine Terminals	Eastport	Quebec
Independent Cement Corporation	Portland	Quebec
Moose River Lumber Company	Jackman	Quebec
Pepin Lumber Company	Coburn Gore	Quebec
Portbec D&G Forest Products	Bangor	Quebec
Stratton Lumber Company	Eustis	Quebec
Timber Resource Group	Farmington	Quebec
Woodtek Inc.	North Anson	Quebec