

Trade and Transportation Overview, March 2016



I. Trade by Rail

Maine has had some exciting rail investments in the past few years: Central Maine Quebec, which took over the former Montreal Maine and Atlantic line, has invested over \$22 million upgrading its tracks and infrastructure connecting Montreal, Canada to the port of Searsport. Since their first quarter of taking over in 2014, they have increased service from 3,000 carloads per quarter to over 7,000 carloads per quarter today.



Irving has purchased the Aroostook line and has also invested heavily in infrastructure, car and building upgrades and has tripled its volume since its takeover in the northern part of the state. PanAm has also

extended its line to provide direct connections with the Port of Portland. The following chart shows the rail land ports dollar values for 2015:

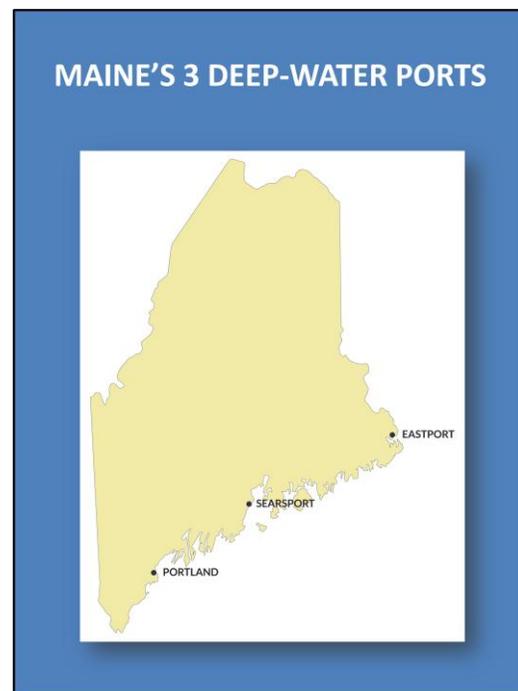
Port	Import 2015	Export 2015	Totals
Vanceboro	\$ 215,253,551	\$ 46,448,412	\$ 261,701,963
Jackman	\$ 39,979,279	\$ 5,712,844	\$ 45,692,123
Van Buren	\$ 20,250,363	\$ 8,628,275	\$ 28,878,638
Calais	\$ 508,842	\$ 8,258,279	\$ 8,767,121
Portland	-	\$ 5,458,254	\$ 5,458,254
Madawaska	\$ 61,836	\$ 2,254,846	\$ 2,316,682

II. Trade by Port

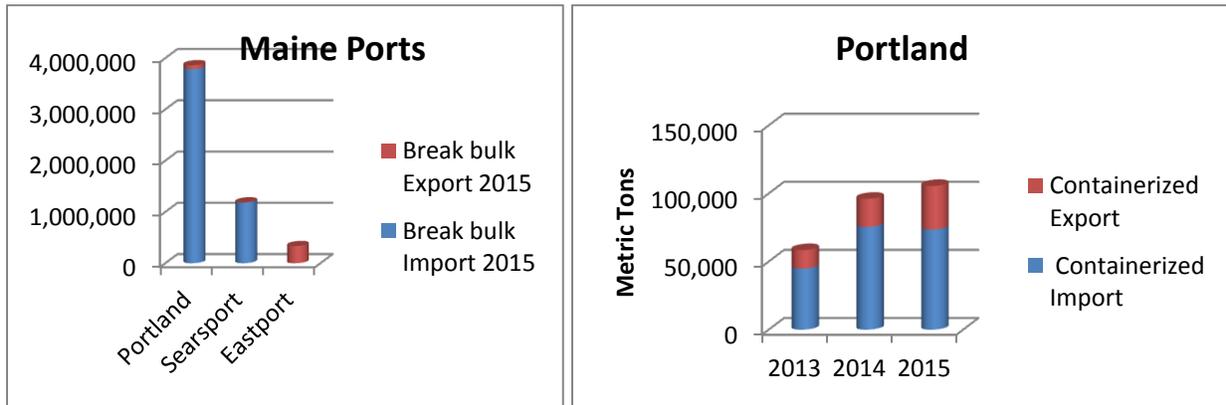
Maine’s shipments through deep water ports have started to diversify in the past few years. Eastport with 336,000 MT of break bulk cargo has traditionally shipped pulp and paper but has started lobsters and salmon as well as machinery.

The 1.2 million MT of bulk product going through Searsport is dominated by fuel imports but has also had great success adapting to the growing wind industry - importing wind blades, turbines and parts. The 3.97 million MT of cargo that comes through Portland is a mix of fuel and oil, aircraft parts, seafood, water and industrial machinery.

As for containerized freight, Eimskip’s arrival to the Port of Portland has connected Maine directly with major Eastern Canadian, European and Nordic ports. This investment has expanded what was a small barge service, to a substantial containerized direct ocean freight service. Containerized trade through the Port of Portland has increased over 1400% in the last several years (from 7,400 MT in 2011 to 105,523 MT in 2015).



The below charts display break bulk cargo imports and exports (Metric Tons) by port in 2015 and Portland’s containerized imports and exports growth.



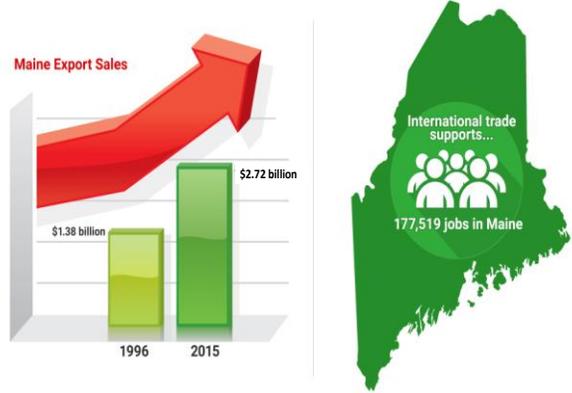
With the new PanAm rail linkage and a new Americold 100,000 square foot cold storage facility scheduled to be completed at the port in 2017, the Port of Portland is now truly an intermodal hub with more flexibility and range in the types of products it can handle. The rail link was completed in December 2015 and shipments began in February 2016 with transits three times per week to Ayer, MA.

III. Trade by Road

By dollar value, 89% of trade goes over Maine roads with Houlton, Calais and Jackman serving as the top three land-based ports- see major land based port dollar flows for 2015 below. Over 60% of Maine’s exports leave the state via the Maine Turnpike on their way to airports and seaports to our south and west.

Port/District Description	Import 2015	Export 2015	Totals
Houlton	\$ 2,170,176,901	\$ 959,439,654	\$ 3,129,616,555
Calais	\$ 1,845,319,892	\$ 1,061,586,369	\$ 2,906,906,261
Jackman	\$ 302,188,391	\$ 214,084,626	\$ 516,273,017
Van Buren	\$ 98,163,074	\$ 6,583,832	\$ 104,746,906
Madawaska	\$ 38,806,580	\$ 27,479,238	\$ 66,285,818
Portland	\$ 28,611,620	\$ 14,760,048	\$ 43,371,668

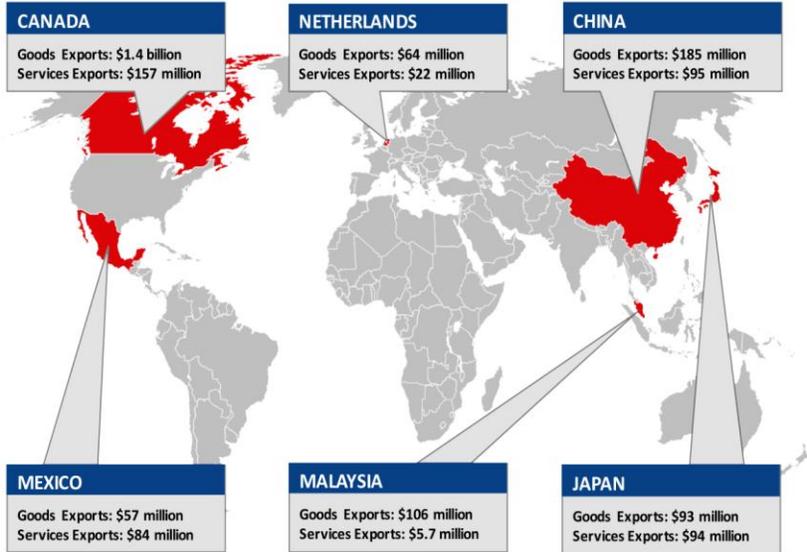
IV. Maine Export Sales and Jobs



Maine exports of goods have roughly doubled in the past 19 years since the Maine International Trade Center was established, growing from \$1.38 billion to \$2.74 billion in 2015.

Trade now supports over 180,000 jobs, representing 1 in 5 jobs in Maine. Statistically, companies that export pay up to 18% higher wages than jobs in non exporting companies and are less likely to fail, according to the Business Roundtable of Washington, D.C.

BR Business Roundtable™ In 2014, Maine companies sold their products in 183 countries and territories. Top export markets include:





North America, Asia and Europe continue to play a strong role in Maine’s export development. The chart on the left below indicates Maine’s top export partners by country for 2015.

2015 Top Maine Export Partners

Rank	Description	ANNUAL 2015
PARTNER COUNTRIES		
1	Canada	\$1,267,751,142
2	Malaysia	\$208,496,990
3	China	\$207,909,944
4	Germany	\$103,621,669
5	Japan	\$81,509,086
6	Korea, Republic Of	\$78,818,181
7	Italy	\$69,918,546
8	Mexico	\$59,512,005
9	United Kingdom	\$55,271,990
10	Netherlands	\$51,807,170

2015 Top Maine Export Products

Rank	Code	Description	ANNUAL 2015
TOTAL ALL COMMODITIES			\$2,724,103,343
1	030622	Lobsters	\$331,301,208
2	880000	Civilian Aircraft, And Parts	\$236,686,686
3	854239	Electronic Integrated Circuits	\$225,172,969
4	440320	Coniferous Wood	\$155,681,707
5	470329	Chem Woodpulp	\$133,637,886
6	481013	Paper/Paperboard	\$120,035,577
7	271121	Natural Gas	\$92,397,532
8	980110	Value Of Repair/Alter Articles Previous Imported	\$63,677,104
9	481190	Paper, Paperbd, Cellulose Wadd Etc	\$61,391,151
10	382200	Composite Diagnostic/Lab Reagents	\$49,773,560

Many of the top exported products (see chart on right) are in the natural resource industries with the number one export in 2015 being seafood-dominated by lobster exports. The forest products group in the aggregate represents over \$740 million of exports including pulp, paper and wood products. Maine has had good increases over the past few years in the electric circuit/ semiconductors, aircraft parts, and life-sciences sectors.

Maine now has 2,100 companies exporting to over 183 countries. According to the 2015 US Census figures, Maine exports grew 0.5% topping the U.S. national average, which decreased by 7% in 2015.

- **Export Statistics provided by Wisetrade.org**
- **Map graphics provided by Maine Department of Transportation, Maine Port Authority and the Business Roundtable.**