

NEW HAMPSHIRE INTERNATIONAL TRADE RESOURCE CENTER

STATE OF NEW HAMPSHIRE + OFFICE OF INTERNATIONAL COMMERCE + DEPARTMENT OF RESOURCES AND ECONOMIC DEVELOPMENT + U.S. DEPARTMENT OF COMMERCE
NH EXPORT FINANCE PROGRAM + SOUTHERN NH UNIVERSITY + NH INTERNATIONAL TRADE ASSOCIATION

172 PEMBROKE ROAD + CONCORD, NH 03301 USA + P.O. BOX 1856 + CONCORD, NH 03302-1856 + TEL 1-603-271-8444 + FAX 1-603-271-6784
ITRC@DRED.STATE.NH.US + WWW.EXPORTNH.ORG

2010 - New Hampshire Export Overview

In 2010, New Hampshire exceeded its all-time export sales record, and showed the highest rate of increase amongst all 50 states.

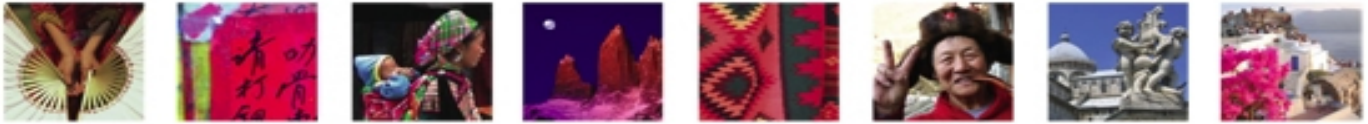
The total value of New Hampshire exports in 2010 came in at **\$ 4.4 Billion**. This constitutes an **increase of 42.72%** in foreign sales over 2009. The nation increased as a whole at 20.97%.

Interesting facts:

- 23.3% of all manufacturing workers in NH depend on exports for their jobs
- Exports linked to manufacturing support 5.6% of private sector employment
- 2,264 NH companies export
 - The majority of these (88%) are small and medium sized enterprises (SMEs), with fewer than 500 employees
- SMEs generate approximately 42% of New Hampshire's total exports of merchandise; the ninth highest share among the states and well above the national average of 31%

Mexico continues to be our #1 trading partner. Exports from N.H. to Mexico increased by 37% in 2010. Canada, with export growth of 19% in 2010, continues to be our second largest trading partner. China, which is now third in this category, saw outstanding growth in 2010, representing an increase of 95%. Other traditionally strong export markets include Germany, United Kingdom, South Korea, Hong Kong, France, Turkey, Taiwan, Australia, Brazil, and Singapore, which also posted double and triple digit increases during 2010.





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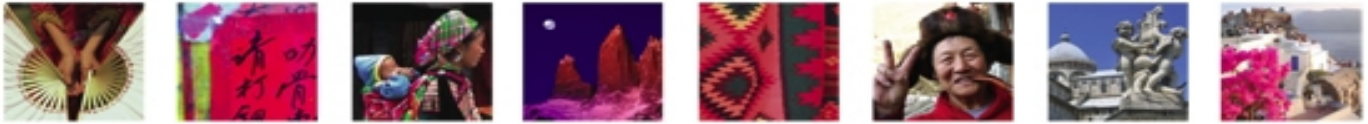
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New Hampshire's top 20 Markets in 2010 are listed below, along with each country's total export volume and rate of increase in 2010:

<u>Country</u>	<u>Export Volume 2010 (\$Million)</u>	<u>Rate of Increase 2009-2010</u>
Mexico	\$1,050 MM	37%
Canada	537	19%
China	412	95%
Germany	223	29%
United Kingdom	207	63%
Hong Kong	167	131%
South Korea	131	187%
Japan	116	(35%)
Netherlands	111	(0.5%)
France	99	42%
Portugal	97	3,523%
Oman	94	20,588%
Taiwan	83	112%
Turkey	75	66%
UAE	72	273%
Switzerland	65	7%
Australia	61	62%
Brazil	59	56%
Italy	56	12%
Singapore	53	28%





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New Hampshire exported products in 95 categories of capital goods, which can be further broken down into about 250 sub-categories. The products which ranked at the top in 2010 are:

- Electric apparatus for line telephony
- Machines for the manufacture of Boules or Wafers
- Electronic integrated circuits and Microassemblies
- Insulated wire & cable
- Printing machinery

- Parts for machine tools
- Medical instruments
- Audio-Frequency Electric Amplifiers
- Parts for typewriters and office machines
- ADP machines
- Liquid Crystal Devices

- Semi-Conductor Devices
- Electrical Machinery
- Electric filament or discharge lamps
- Electrical apparatus for switching
- Civilian aircraft, engines, and parts
- Survey equipment.

In November 2010, the TechAmerica Foundation released its annual report detailing national and state trends in the international trade of high-tech goods. The report shows that high tech exports from New Hampshire accounted for 50% of total exports, the third highest technology export concentration in the nation.

◦ Source of trade statistics is the U.S. Census Bureau from www.wisertrade.org.

◦ The TechAmerica Foundation is a non-profit, non-partisan affiliate of TechAmerica, a resource and advocacy organization for the technology industry. More information can be found at www.techamericafoundation.org.

