

NEW HAMPSHIRE: LEVELING THE PLAYING FIELD

"I believe America's workers, farmers, manufacturers and entrepreneurs can compete with anybody, anytime, anywhere, so long as the playing field is level. We want you selling New Hampshire goods not only in the United States of America, but all around the world. And my administration will give you a chance to compete in a fair way."

*-- President George W. Bush
Stratham, New Hampshire*

Trade Plays a Significant Role in New Hampshire's Growing Economy:

People from all over the world are buying New Hampshire products, which helps fuel New Hampshire's economy and create jobs. And free and fair trade has led foreign companies to invest in New Hampshire and hire New Hampshire workers.

- ✓ New Hampshire exported \$1.9 billion in goods to 157 foreign markets in 2003.
- ✓ New Hampshire's top export is computer equipment, with exports valued at \$196 million.
- ✓ More than one-fifth of all manufacturing jobs in New Hampshire depend on exports. And U.S. jobs supported by goods exports are estimated to pay wages 13% to 18% higher than the U.S. national average.
- ✓ 2,476 New Hampshire companies exported goods in 2001. Of those 84% were small and medium sized businesses.
- ✓ There are 429 foreign companies in New Hampshire employing 38,400 New Hampshire workers, and 42% of these are manufacturing jobs.

New Hampshire Benefits as President Bush Levels the Playing Field: The Bush Administration has worked aggressively to level the playing field for New Hampshire's farmers, ranchers, workers, and businesses by opening new markets, removing barriers that hurt New Hampshire's exporters, promoting New Hampshire's exports, and enforcing our trade laws and combating unfair trade practices.

- **Opening New Markets for New Hampshire:** New Hampshire's workers and businesses benefit from the Bush Administration's free trade policy which is:
 - **Opening markets and increasing intellectual property protections for New Hampshire's computer and electronic exports.** Under the Central America free trade agreement (FTA), the Administration negotiated duty-free access for New Hampshire's exports of computer and electronic products. In addition, the Administration is currently negotiating with Columbia, Peru, Ecuador and Thailand for increased market access and stronger intellectual property protections. New Hampshire exported over \$12 million in computer and electronic products to these countries in 2003.

- **Securing duty-free access to markets for New Hampshire's electronic equipment and appliances industry through free trade agreements.** New Hampshire sells over 16% of its electronic equipment and appliances to countries with which this Administration has negotiated or is negotiating free trade deals.
 - **Opening Central American markets for New Hampshire's fruit and vegetable farmers.** Under the U.S.-Central American FTA, New Hampshire's fruit and vegetable farmers will be able to sell products such as apples, pears, cherries, grapes, and sweet corn duty-free. Fruits and preparations are New Hampshire's 3rd largest agricultural export.
 - **Opening markets for New Hampshire poultry.** This Administration reopened the Mexican and Hong Kong markets to U.S. poultry after avian influenza, and negotiated a deal with Russia that will secure access to the biggest market for U.S. poultry exporters. New Hampshire poultry exporters will also benefit from increased access to the Central American and Dominican Republic markets through the FTA this Administration negotiated. Poultry is New Hampshire's 5th largest agricultural export.
- **Removing Barriers that Hurt New Hampshire's Exporters:** The Bush Administration's aggressive actions to remove barriers for American exporters help New Hampshire farmers, manufacturers, ranchers, high-tech industry and workers by:
- **Eliminating tariffs for New Hampshire's exports of information technology.** As a result of our FTA negotiations, New Hampshire exporters of information technology products, such as semiconductors, computers and telecommunications equipment, will benefit from upfront tariff elimination in Australia, Morocco, Chile, Jordan, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.
 - **Eliminating tariffs for manufacturers of industrial machinery and machine tools.** The Administration has secured duty-free access for New Hampshire manufactures exporting industrial machinery and machine tools to Australia, Morocco, Chile, Singapore, Jordan, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.
- **Promoting New Hampshire Exports:** The Administration actively works with American businesses to promote exports by leveraging the benefits of our international trade agreements. Some New Hampshire export successes include:
- **Segway LLC in Manchester, NH,** a manufacturer of personal transportation devices, approached the Administration for assistance in entering the Singapore market. In less than a week, the Department of Commerce created a number of one-on-one meetings with officials from the Singapore Police Department, University of Singapore, economic development agencies, and others. As a result, Segway made a significant export sale to Singapore.

- **Globafone in Portsmouth, NH**, is a provider of global cellular phone rental services. Globafone signed up for the Administration's export promotion services in March 2004. As a result of Administration assistance, Globafone signed a service contract with a Hong Kong partner to market Globafone's phone services to Hong Kong travelers. Globafone has also made sales to Singapore and Mexico in the past 2 years with assistance from the Administration.

➤ **Enforcing Trade Laws and Combating Unfair Trade Practices:** The Administration's enforcement of trade laws and vigorous pursuit of allegations of unfair trade have produced real results for New Hampshire, including:

- **Leveling the playing field for New Hampshire's semiconductors in China.** The U.S. brought the first-ever WTO case against China to ensure fair tax treatment for U.S. semiconductors in China, the fastest growing semiconductor market. Within months, China agreed to our demands, ensuring New Hampshire and other U.S. exporters fair access to a market worth over \$2 billion to American manufacturers. New Hampshire sold almost \$178 million in semiconductors to the world last year – one of the state's top exports.
- **Ensuring access and reducing barriers in China for information technology exports.** Following intensive discussions with the U.S., Chinese officials eased burdensome import requirements on information technology products, affording New Hampshire businesses greater access to these markets.
- **Ensuring fair access to Malaysia for New Hampshire computer and electronic products.** This Administration successfully convinced Malaysia to delay indefinitely the imposition of price controls on optical disk media, allowing U.S. firms to market and price their optical disk products based on market conditions, as opposed to government fiat. New Hampshire is a big exporter of computer and electronic products to Malaysia, selling nearly \$27 million to Malaysia last year – a 374% increase over the last four years.