



## Benefits from the U.S.-Korea Free Trade Agreement

# New Hampshire [www.export.gov/fta/korea/state](http://www.export.gov/fta/korea/state) August 2008

### The U.S.-Korea Free Trade Agreement Provides Enhanced Market Access

The U.S.-Korea Free Trade Agreement (FTA) offers tremendous opportunities for U.S. exporters. Nearly 95 percent of U.S. exports of consumer and industrial products will enter Korea duty-free within three years of entry into force of the agreement, including computers and electronic products; auto parts; power generation equipment; chemicals; medical and scientific equipment; and certain wood products. Most remaining tariffs will be eliminated within 10 years. Almost two-thirds of U.S. agricultural exports will be immediately duty-free when the FTA is implemented (\$1.9 billion duty-free out of \$2.9 billion 2005-2007 average).

Recognizing that non-tariff barriers in Korea are often as much of an impediment to market access as tariffs, the FTA includes an extensive set of provisions that will eliminate such measures across sectors, including autos, high technology, pharmaceuticals and medical devices, financial services, and telecommunications. The agreement includes strong transparency provisions, including commitments to publish in advance proposed government regulations that affect trade and to allow a reasonable opportunity for interested parties to provide input. The agreement contains strong provisions on technical barriers to trade to enhance transparency of the regulatory process in Korea and ensure nondiscriminatory treatment for U.S. companies that test and certify products to Korean standards.

### New Hampshire Depends on World Markets

New Hampshire's export shipments of merchandise in 2007 totaled \$2.9 billion, up 51 percent from the \$1.9 billion exported in 2003.

#### *Exports Support Jobs for New Hampshire*

**Workers-** Export-supported jobs linked to manufacturing account for an estimated 4.9 percent of New Hampshire's total private-sector employment.

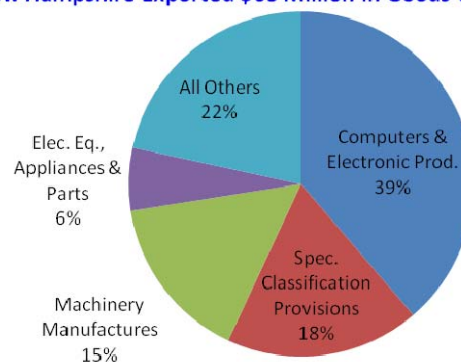
Over one-fifth (21.8 percent) of all manufacturing workers in New Hampshire depend on exports for their jobs. (2006 data are the latest available.)

**Exports Sustain Thousands of New Hampshire Businesses-** A total of 2,012 companies exported goods from New Hampshire locations in 2006. Of those, 1,753 (87 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.

### New Hampshire SMEs Will Benefit from U.S.-Korea FTA Provisions

SMEs generated 41 percent of New Hampshire's total exports of merchandise in 2006. This was the eighth highest share among the states and well above the national average of 29 percent. This was the eighth highest share among the states and well above the national average of 29 percent. SMEs particularly benefit from the tariff-eliminating provisions of free trade agreements (FTAs) and should benefit from the significant tariff cuts under the U.S.-Korea FTA. The transparency obligations, particularly those contained in the customs chapter, are also very important to SMEs, which may not have the resources to navigate customs and regulatory red tape.

**New Hampshire Exported \$65 Million in Goods to Korea in 2007**



Source: U.S. Department of Commerce, International Trade Administration.

## The U.S.-Korea FTA Moves the Trade Relationship to Full Partnership

The U.S.-Korea FTA will level the playing field by rectifying the significant tariff imbalance that currently favors Korean exporters over U.S. exporters. Korea's current applied tariffs on industrial goods average 6.2 percent. The average applied U.S. tariff rate is only 2.8 percent - less than half of the Korean rate. Because of these higher tariffs, U.S. exporters do not have equivalent access to the Korean market. The U.S.-Korea FTA levels the playing field and enhances competition because it moves the U.S.-Korea commercial relationship to full partnership and reciprocal commitments.

## The U.S.-Korea FTA Opens New Markets for Key New Hampshire Exports

### *Computers and Electronic Products –*

Computers and electronic products accounted for ~~\$795~~-796 million of the state's merchandise exports in 2007. The top U.S. exports in this sector included digital integrated circuitry, magnetic tape and navigational equipment. Korean tariffs range between zero and 13 percent. The U.S.-Korea FTA improves market access for computers and electronic products. With the immediate removal of many of these tariffs, U.S. exports will become much more competitive and affordable to Koreans.

***Machinery Manufactures*** –New Hampshire's exports of machinery will benefit from U.S.-Korea FTA tariff reductions. Machinery manufactures accounted for \$727 million of the state's merchandise exports in 2007. Many machinery manufactures will receive duty-free treatment immediately upon entry into force of the agreement, including products such as refrigeration compressors, water filtering and purifying equipment. One hundred percent of agricultural and construction equipment, including bulldozers, mechanical shovels, boring and sinking machinery, and dumpers, will continue to receive duty-free treatment. The elimination of Korean tariffs on U.S. machinery manufactures will provide a competitive boost to U.S. exporters, who will no longer face tariffs as high as 8 percent.

***Transportation Equipment*** – Transportation equipment accounted for \$133 million of the state's export sales in 2007. New Hampshire's exporters of transportation equipment, including aircraft, fishing vessels, locomotives, and other transportation manufactures, will benefit from U.S.-Korea FTA tariff reductions. Duties on most transportation equipment products will be eliminated immediately, including duties on 87 percent of aircraft and related parts.

Duties on a small group of products will be eliminated over three or ten years.

## U.S.-Korea FTA Creates Opportunities for New Hampshire's Agriculture

The U.S.-Korea FTA eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in New Hampshire such as dairy, beef, and fruits. With immediate elimination of duties on more than 60 percent of current U.S. trade, the U.S.-Korea FTA gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected. U.S. exporters shipped \$3.5 billion in farm products to Korea in 2007.

For more information on agricultural exports and the U.S.-Korea FTA, see the fact sheets posted by the U.S. Department of Agriculture at:  
<http://www.fas.usda.gov/itp/us-koreafta.asp>

## Free Trade Works for New Hampshire

In the first four years (2004-2007) of the U.S.-Chile FTA, New Hampshire's exports to Chile increased by 60 percent and in the first two years of the U.S.-Morocco FTA, (2006-2007) the state's exports to Morocco grew 85 percent. Since the North American Free Trade Agreement's (NAFTA) entry into force in 1994, New Hampshire's combined exports to Canada and Mexico have grown 80 percent.

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.