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Stack:	Row:	Section:	Shelf:	Position:
G	26	22	3	2

Sunday

Acknowledgements for

Ask GB

- Governor Gregg
- Sen. Warren Rudman
- Congressman Bill Zelif

Nashua Service Clubs

- Governor Judd Gregg
- Congressman Bill Zelif

SNOW/NIX
TALKING POINTS
FEBRUARY 14, 1992

PRESIDENTIAL TALKING POINTS: NEW HAMPSHIRE
SUNDAY, FEBRUARY 16, 1992

- o It's great to be here this morning. I worked up a good appetite yesterday, traveling the state and talking with New Hampshire voters. You certainly give real meaning to the term, "frank."
- o I've got a simple message. You make serious choices in New Hampshire. You don't elect protesters. You take elections seriously and you elect Presidents.
- o The issue this year -- the one that counts most -- is the economy. And this year, we have two kind of candidates. We have candidates who can tell you what they will do right now. And we have candidates who suddenly get vague and evasive when you ask what they'll do. I have a plan. Everyone else has an escape plan.
- o My opponents in both parties have carped and complained, but they haven't stepped up and told us what they'll do about problems people want solved now. So take your choice: Support a President who can offer progress now -- or wait for a band of people who might be able to help you a year from now.
- o I know some candidates like to promote isolationism and protectionism. Well, that's nothing more than a blueprint for suicide. America won't succeed economically at home

unless it leads economically abroad. So when you vote, you must decide who understands the new world -- the world after the Cold War.

- o And we won't build a better future until we have a Congress that will take on our present challenges. I submitted a seven-point short-term economic growth plan to Congress 2-1/2 weeks ago. That plan makes sense. My housing proposals will create 1,000 new homes and more than 2,000 new construction jobs in New Hampshire -- if Congress passes it on time -- and it will create 415,000 jobs nationwide and generate \$20 billion in new economic activity
- o My plan includes incentives that encourage people to invest -- so businesses can grow, so employers can hire workers, so our economy can get running at full speed.
- o I've heard a lot of talk about fairness. Well, here's fair: I've got a plan and it will create jobs. My opponents have no plan -- and they've already made it hard enough to create jobs.
- o Ask yourself: Do you trust your future to people who won't take on our most pressing problems today? Of course not. You want someone who understands today's problems, but who also understands the future.
- o I've laid out my comprehensive proposals for the economy, for health care, for a New American Century. If you look at my opponents, you find two kinds of candidates. Some offer nothing. Others offer something worse: Failed programs from

THE WHITE HOUSE

WASHINGTON

bygone days: Big government, high taxes, more laws and more regulations.

- o I've spent much of my life in this region of the country, and I understand you. We're neighbors, not strangers, and I'm here to talk and listen. But let me close by asking your help. I need your help now to persuade Democrat leaders in Congress to get moving on an economic action plan -- and to pass it by March 20. And I need your help in building a foundation for American greatness by giving me a second term.
- o This year's election will decide America's future. We can follow the path of isolation -- and fall behind. We can follow the path of Big Government -- and fall behind. Or we can complete the work we started here so many years ago: We can begin the liberation of our economy -- right now.

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OF COURSE, WE CARE MORE ABOUT SOUND POLICY THAN SOUND BITES --
BUT, AH, WHAT THE HELL -- here's a few lines from the latest
speeches

The federal government passes a mandate -- and they pass you the
buck [maybe we could add -- but what they don't do is pass you
the bucks]. You get stuck raising taxes.

Communism didn't just fall, it was pushed.

The day of over-regulation is just that: over.

Our national symbol isn't the ostrich -- it's the eagle.

Barbara's: What happens in your house is more important than
what happens in the White House.

We didn't do the easy things. We did the right things.

To those who want to obstruct progress, we say, get moving or get
out of the way. We've got an agenda.

A nationalized health care plan isn't healthy at all -- it's dead
on arrival.

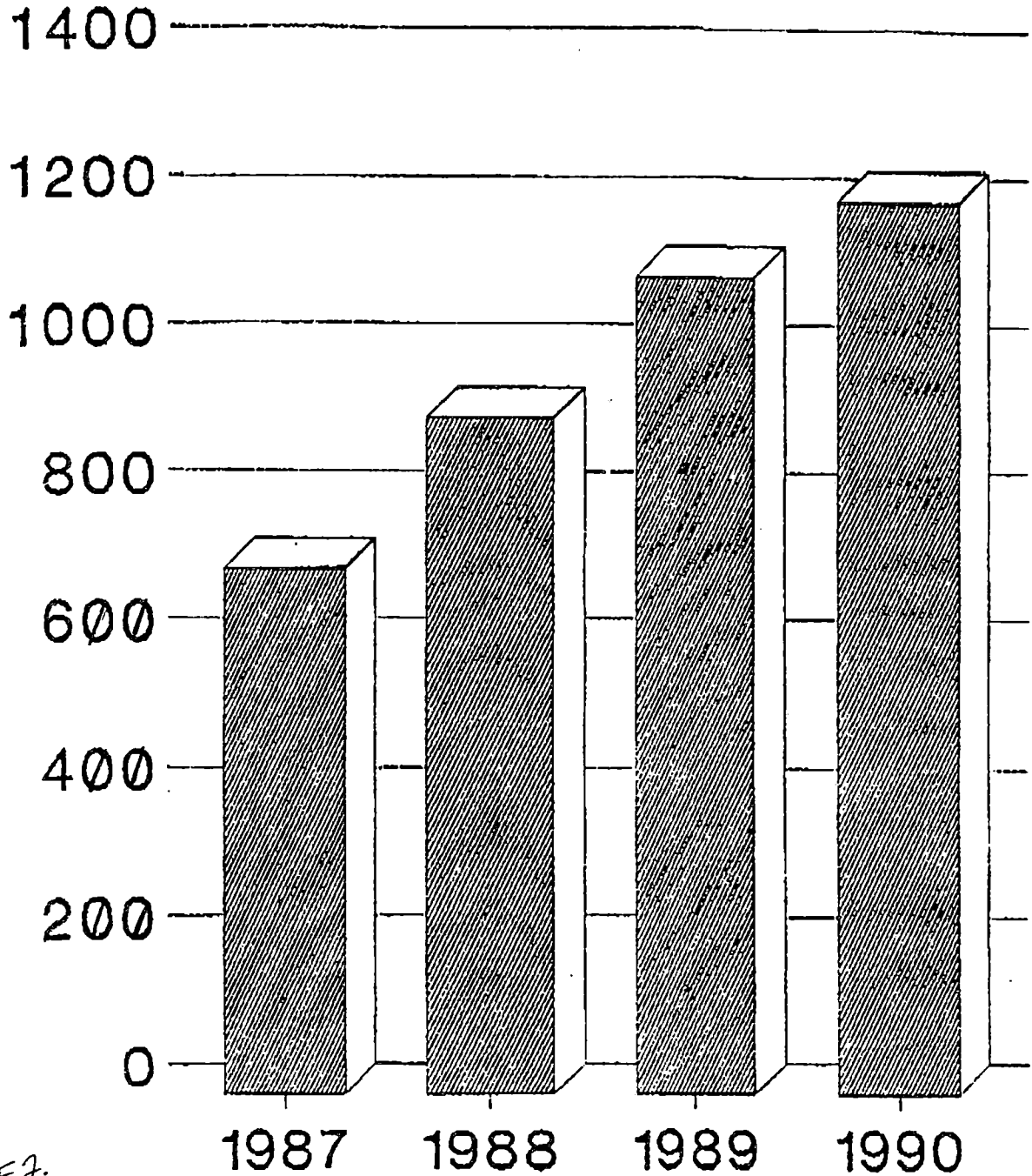
Regulate this, buddy. I got your regulation right here, pal.

Yo' mamma's a regulation and yo' daddy was a mandate. *and your*

~~with~~

*gramma was
an unfunded
federal mandate.*

GRANITE STATE EXPORTS (MILLIONS OF DOLLARS)



16730
2 days

#7.
Suite 370.

SOURCE: US COMMERCE DEPT (10867001)

NEW HAMPSHIRE'S EXPORTS

(TOP 10 MARKETS - \$Mn)

<u>DESTINATION</u>	<u>1989</u>	<u>1990</u>
• CANADA	237	325
• GERMANY	46	116
• U.K.	169	108
• JAPAN	109	98
• NETHERLANDS	48	73
• FRANCE	40	62
• PAKISTAN	18	35
• AUSTRALIA	43	31
• KOREA	46	28
• ITALY	25	27
WORLD TOTAL	1,106	1,210
NO. OF MARKETS (1990)		107

NEW HAMPSHIRE'S EXPORTS

TOP 10 CATEGORIES 1990

CATEGORY



(\$M)

• MACHINERY (NON ELECTRICAL)	489
• ELECTRONIC EQUIPMENT	165
• FABRICATED METAL PRODUCTS	76
• SCIENTIFIC/OPTICAL/PROFL	70
• CHEMICALS/ALLIED PRODUCTS	55
• LEATHER/PRODUCTS	43
• TRANSPORTATION EQUIPMENT	35
• LUMBER/WOOD PRODUCTS	34
• SCRAP/WASTE	28
• STONE/CLAY/GLASS/CONCRETE	25
* SPECIAL CLASSIFICATION (NSPF)	63



by road, on-site rail at the Port, or nearby air facilities, with typical connections to JFK, NY in one hour, Miami International in 3 5 hours, and West Coast destinations in 5-6 hours.

PORT OF NEW HAMPSHIRE ACTIVITY - *INCL. all eleven sites*

While the Port of New Hampshire is serviced by ten facilities, the predominant shipping activity (71 percent) is fuel-related products including aviation fuel, gasoline, heating oil, coal, and liquid propane gas (LPG). Sprague Energy, originally a fuel oil and coal terminal, now provides dry bulk terminal services for normal conveyor transportable materials, including coal, gypsum and salt. Public Service Company of New Hampshire (PSNH) receives fuel coal and oil at its Schiller Pier which is located in Portsmouth and services both Schiller Station and the adjacent Newington Power Station and a Mobil oil distribution depot from its facility. Other Port activities include gypsum rock for two wallboard plants, road salt, lobster boats and marine underwater cable plants.

The private terminals operating on the Piscataqua River in the Port of New Hampshire are providing the required shipping services of a market economy. These services are an integral part of the overall matrix of services required for the region. In addition, the NH Port Authority handles scrap metal, containers, general cargo in palletized, neo-bulk, break-bulk, etc., and is the sole gateway providing these international services on the New Hampshire seacoast. In all, public and private terminals account for almost four million tons of cargo per year.

Other commercial non-industrial users of the Port include two tour boat operators, military vessels, environmental research vessels and boat charters.

The Port of New Hampshire also plays an important role in the operation of national defense installations and suppliers. Portsmouth Harbor is the home of the Portsmouth Naval Shipyard, which is an important submarine repair and overhaul facility. The Navy is dependent on river access for its submarines. Pease Air Facility, located nearby in Newington, receives its jet fuel supplies via one of the private petroleum terminals on the Piscataqua River. Finally, Simplex Wire and Cable, a private industrial firm which operates a specialty terminal, is a major supplier of undersea marine cable, much of which is used for defense purposes.

The last major-dependent activity within the Port is commercial fishing, including lobstering. Approximately 80 percent of the finfish and 40 percent of the lobsters landed in the state, are landed in the Port of New Hampshire. Well over 100 fishermen, crew members and lobstermen fish from the New Hampshire side of the river on a full-time basis. Much of the fishing activity, excluding lobstering, that occurs within the Port area is

accommodated at the other state-owned terminal, the State Fish Pier at Pierce Island, not to be confused with the State Port Authority at 555 Market Street. While a half dozen lobster boats on the Piscataqua River utilize the State Fish Pier, the majority of vessels land their catch at the private docks or at take out locations connected with the retail/wholesale outlets.

CURRENT IMPORT/EXPORT ACTIVITY

A review of the most recent Waterborne Commerce of the United States Report by the U.S. Army Corps of Engineers lists Portsmouth Harbor freight traffic in 1988 at 3,483,903 tons.

Year	Tons	Passengers
1983	2,289,509	—
1984	2,668,007	—
1985	2,780,051	—
1986	3,487,098	128,880
1987	3,501,620	157,450
1988	3,483,903	153,000

The New Hampshire Port Authority Summary for 1990 shows total freight shipped at 4,804,997 tons. This represents an increase of 1.3 million tons compared to 1988.

Month	Export Tonnage	Import Tonnage
January	50,500	555,505
February	750	448,198
March	25,450	362,768
April	14,050	297,055
May	81,600	362,548
June	10,000	404,050
July	3,475	474,845
August	38,000	324,061
September	44,150	277,889
October	12,750	273,720
November	39,180	327,966
December	43,422	333,269
TOTAL	363,127	4,441,870

Total Import/Export Tonnage through Port of New Hampshire on Vessels Requiring State Licensed Pilots (Excludes Barge Traffic Not Requiring Pilots) 4,804,997 Tons

Dry-bulk materials accounted for 601,937 tons and were handled by the private terminals. In addition, petroleum products also handled by private terminals amounted to 2,592,885 tons. Miscellaneous cargoes

range from fresh fruits, lumber, wines and liquors, manufactured products, and metal, accounting for 48,201 tons handled by NHPA. The remaining 240,880 tons handled by the NHPA terminal was scrap metal and steel.

NEW HAMPSHIRE STATE PORT AUTHORITY FACILITY (only)

Within the Port of New Hampshire, the State of New Hampshire owns the NHSPA property which is located on 11.1 acres of land along the Piscataqua River. The NHPA Terminal (10.0 acres) includes two warehouses, a scale house/office, an extensive paved area, five to six acres used for material, short-term storage and marshaling and a 600-foot-long, deep water pier. Additionally, the Isles of Shoals Steamship Company operates its cruise operations on the other 1.1 acres.

The NHPA was formed in 1957 as part of a port revitalization project. A 300-foot pier was constructed, then expanded another 300 feet later in 1972. Today the 600-foot pier accommodates vessels up to 700 feet long. The terminal operations are contracted out to a private company which employs ILA union labor to ensure that cargo is handled efficiently and safely.

The U.S. Army Corps of Engineers maintains a 35-foot deep federal channel in the Piscataqua River up to the entrance to Little Bay. To ensure continued use of the river for shipping, the ACE recently completed a dredging project in the river to both widen the channel and to increase navigation safety immediately across from the New Hampshire State Port Authority. Ease of waterborne access to and from the NHPA for both delivering and receiving cargo is now a major incentive to steamship and barge lines worldwide.

The NH Port Authority is an autonomous state agency overseen by a board of directors appointed by the Governor. The day-to-day operations of the NHPA are conducted by the Port Director and staff located at the terminal site. The NHPA has a broad mission related to the development and management of the state's tidal waters including:

- Harbor Management
- Port Development
- Port Marketing and Trade Development
- Foreign Trade Zone Operation

NEW HAMPSHIRE STATE PORT AUTHORITY OPERATIONS

The primary use of the NHPA is bulk, breakbulk and containerized general cargo, with scrap metal the number one export. On the average, over 280,000 tons of scrap metal moves through the Port each year.

The NHPA terminal has consistently met the growing demand for increased shipments from New Hampshire and regional import/export markets. In 1980, the Port's



terminal cargo tonnage was 187,068 and has increased to 353,402 tons in 1991.

The last four years of NHPA shipping activity is summarized below:

SHIP MANIFEST SUMMARY NEW HAMPSHIRE PORT AUTHORITY ACTIVITY COMPARATIVE 1987-1990				
Cargo Activity	1987	1988	1989	1990
Scrap Metal (Tons)	258,000	267,000	270,925	283,058
Containers (TEU)	39,240 (1,308)	61,410 (2,047)	67,980 (2,266)	67,444 (2,248)
Coiled Steel (Tons)	14,099	10,050	11,862	2,900
Total Tonnage	311,339	338,460	350,767	353,402

PORT FEES

DOCKAGE

The term "dockage" shall be held to mean the privilege of berthing or making fast to the wharf or pier and shall be charged against the vessel, its owners or operators in accordance with the rates and charges hereafter specified.

RATES

(A) A dockage charge of sixteen (\$.16) cents per net register ton per calendar day, or fraction thereof, with a

J. Kalin
President, Chamber of
Commerce and
Industry of Brest

Congratulations to the Port of NH on the first anniversary of our Sister Port program.

France and its port authority is a reflection of the region's importance. Situated at the crossroads of major international maritime and aviation traffic, and having one of the most beautiful coasts in the world, the Port of Brest is a natural partner for the Port of NH.

Britany is the foremost agro-industrial region of technology, business and academic expertise. It cultivated a rich exchange of transportation. Since the signing of our Sister Port Agreement on September 27, 1990, our two regions have

It is a pleasure to join the Port of NH in a salute to international trade and cooperation.



are administered by the N.H. Port Authority (Zone Grantee).

The Customs Service is responsible for the transfer of merchandise into and out of a zone, and for matters involving the collection of revenue. The Office of Regulations and Rulings at Customs Headquarters provides legal interpretations of the applicable statute, Customs regulations and procedures.

The District Director of Customs in whose district a zone is located is in charge of the zone as the local representative of the Foreign Trade Zones Board. He controls the admission of merchandise into the zone, the handling and disposition of merchandise in the zone and the removal of merchandise from the zone. Foreign Trade Zone No. 81 is in the Portland, Maine Customs District.

The Zone program can be accessed by all businesses, whether within zone boundaries or not. In order to activate space within the FTZ, first contact the NHFA.

FTZ SITES IN NH

FTZ NO. 81 INCLUDES:

SITE NO. 1 - PORT AUTHORITY TERMINAL (10 ACRES), PORTSMOUTH

- Space Available: 50,000-square-feet in transit sheds available for short term lease.
- Contact: The Port Authority (603)436-8500.

SITE NO. 2 - PORTSMOUTH INDUSTRIAL PARK (50 ACRES), PORTSMOUTH

- Located on U.S. Route 1 within two miles of Interstate 95 connecting Maine to Florida. One hour to Boston, six hours to New York and five minutes to Port Authority Terminal.
- Rail: 1760 ft. frontage on the B&M
- Municipal water and sewer
- Greenbelt theme in park.
- Design criteria applied by City to maintain continuity and covenants.

SITE NO. 3 - CROSBY ROAD INDUSTRIAL PARK (75 ACRES), DOVER

- Located on Spaulding Turnpike with direct access to U.S. Route 1 and I-95. One hour to Boston, six hours to New York and 20 minutes to Port Authority Terminal
- Rail: B&M
- Municipal water and sewer.
- Protective covenants.

SITE NO. 4 - FORMER GRENIER AIR BASE (1400 ACRES), MANCHESTER

- Located near several major highways which connect Manchester to surrounding states.
- Rail: B&M.
- Airport: Manchester Airport, the largest in New Hampshire, with a 7,000-foot N-S runway. Full ILS. Regular daily flights to major U.S. cities.
- Municipal water and sewer.

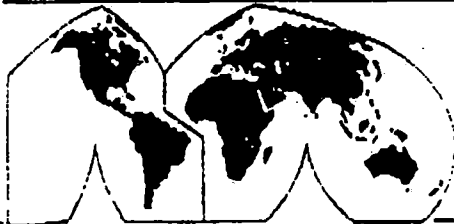
FLEET BANK'S INTERNATIONAL BANKING SERVICES

Fleet Bank's international Banking Group services the diverse financial needs of importers and exporters who require full service international monetary assistance. Working with a worldwide network of foreign correspondent banks, Fleet Bank can immediately expedite international financial transactions, executing in hours what normally might take days.

Fleet Bank's International Banking services include:

- Domestic and International Letters of Credit
- Drafts and Transfers
- Foreign Exchange Transactions
- Collections
- Foreign Currency
- Foreign Currency Travelers' Checks

For more information on Fleet Bank's International Banking Services, call 603/594-5000.



Fleet Bank

One Indian Head Plaza, Nashua, NH 03061 USA

603/594-5000 Telex: 953080 FLEETBANK



New Hampshire International Trade Association

McConnell Hall • Room 108 • University of NH • Durham, NH 03824
603-862-2200 Fax: 603-863-4460

Affiliates

NH Small Business Development Center
US Small Business Administration
University System of NH
US Economic Development Administration
NH Department of Economic Development

December 17, 1991

Arlene Cohn
Director of Port Marketing and
International Development
555 Market Street
PO Box 506
Portsmouth, NH 03801

*FYI - Our monthly export
seminars have sold
out in 1990-91. Over
1000 in attendance
at last count!*

Dear Arlene:

On behalf of the New Hampshire International Trade Association, I thank you for your support in making this a dynamic year for educating New Hampshire on International trade. Looking back to this year, we have worked together to host seven Basic of Exporting seminars, an Export School and a Trade Expo.

Arlene, the Port Authority has been critical in meeting the needs of the some 800 attendees. Your in depth presentations on shipping and documentation has illustrated the potential for NH businesses to export and that the Port of New Hampshire is ready to meet these needs. Our efforts through these seminars has not only created an awareness to international trade, but a demand for an active New Hampshire Port.

On a last note, the seminars are in full swing for 1992, events are planned for February, March and April. Mark your calendar and lets make 1992 just as much of a success as 1991.

Sincerely,

Michael DeLucia
Michael DeLucia
President, NHITA

Global Connections

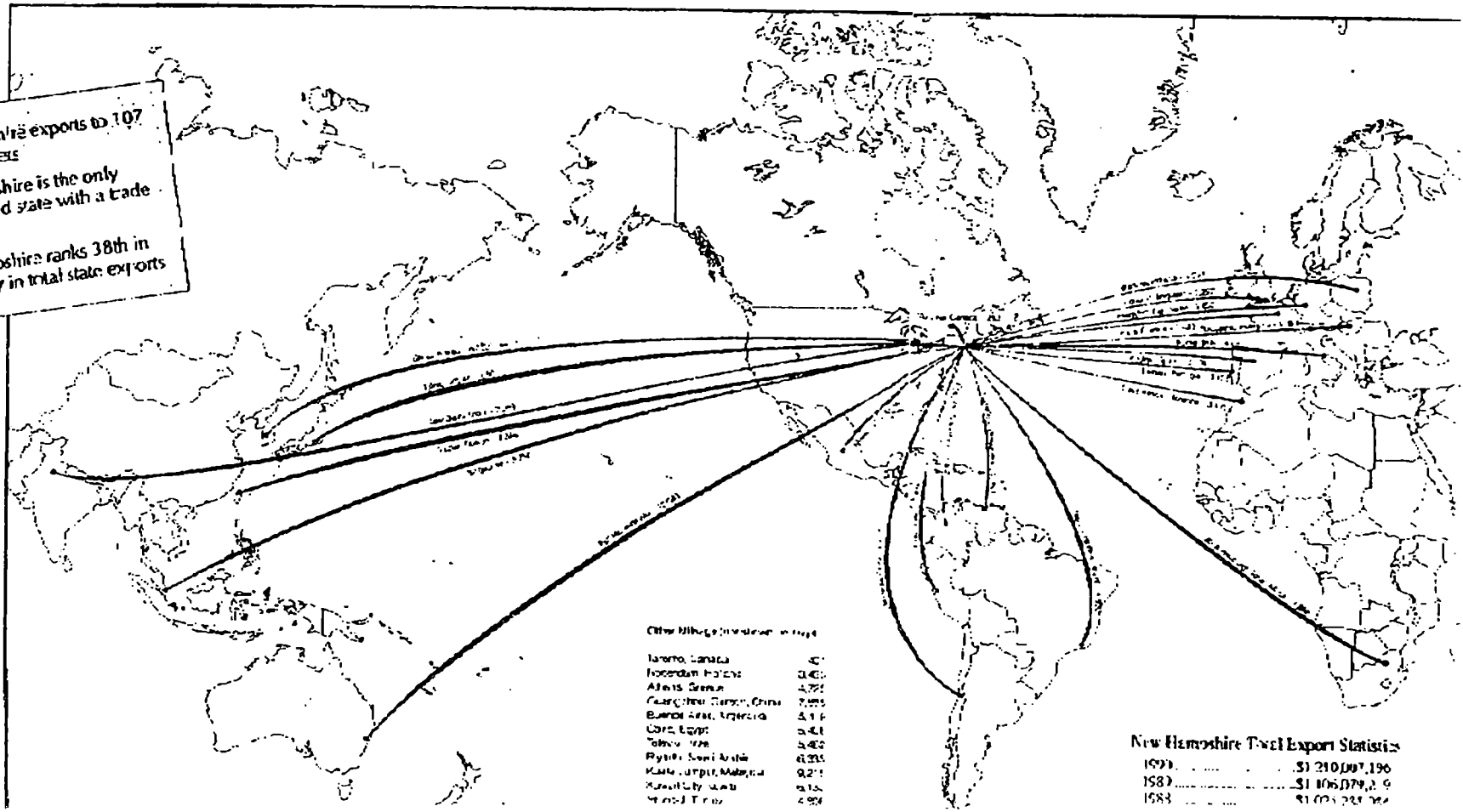
New Hampshire's Primary Export Products

The most commonly exported products from New Hampshire include Industrial and Commercial Machinery and Computer Equipment, Electronic and Other Electrical Equipment and Components, Measuring, Analyzing, and Controlling Instruments, Plastics, Medical and Optical goods, Paper and Allied Products, Transportation Equipment, Abrasive and Metal Products, Chemical and Allied Products, Rubber and Miscellaneous Plastics, Leather and Leather Products, Stone, Clay, Glass, and Ceramic Products, Textile Mill Products, Apparel and Other Finished Products made from Fabrics and Similar Materials, Agricultural Production Livestock and Aquatic Specialties, Lumber and Wood Products, Printing, Publishing, and Allied Industries, Food and Kindred Products, Scrap and Waste, Furniture and Fixtures, Petroleum Refining and Related Products.

New Hampshire's Major Export Markets

	1990	1989	1988	1990	1989	1988	
Canada.....	\$325,348,666	237,428,654	177,852,312	China (Taiwan).....	\$ 23,571,419	29,597,642	26,1
Germany.....	\$116,227,343	45,918,492	37,243,309	Mexico.....	\$ 21,378,873	18,316,144	5,9
United Kingdom.....	\$108,766,644	49,425,657	182,595,354	Switzerland.....	\$ 21,259,942	23,091,763	19,3
Japan.....	\$ 78,228,237	49,332,710	90,214,764	France.....	\$ 20,821,647	13,682,247	15,7
Netherlands.....	\$ 77,445,155	47,604,875	38,696,018	Dominican Republic.....	\$ 18,529,130	29,071,553	27,5
France.....	\$ 5,339,954	29,779,322	32,345,223	Singapore.....	\$ 18,448,914	13,961,506	24,1
Poland.....	\$ 35,78,136	18,147,964	5,997,658	Sweden.....	\$ 14,450,850	11,741,613	20,4
Australia.....	\$ 3,244,342	43,459,174	56,197,770	Spain.....	\$ 14,441,537	21,206,777	17,7
Korea, Republic of.....	\$ 24,440,932	46,369,143	38,738,071	Turkey.....	\$ 13,492,225	3,117,368	23,51
Italy.....	\$ 26,640,917	28,917,529	27,062,954	Belgium.....	\$ 12,459,44	15,146,680	15,2

■ New Hampshire exports to 107 foreign markets
 ■ New Hampshire is the only New England state with a trade surplus
 ■ New Hampshire ranks 38th in the country in total state exports



New Hampshire Total Export Statistics

1990.....	\$1,210,097,190
1989.....	\$1,106,079,219
1988.....	\$1,021,283,364

The International Market

CANADA. The U.S.-Canada Free Trade Agreement, passed in 1988, has opened the way for small businesses to enter the Canadian market and gain valuable experience before competing in more distant and less familiar areas. Canada's proximity, coupled with its wealth of international business experts, has made it New Hampshire's largest trading partner and a primary focus of the state's current international trade program. State-sponsored activities include New Hampshire companies marketing their products and services, attending trade shows, trade delegations, advertising, and the New Hampshire/Canada Trade Council.

EUROPE. By 1992, the European community will ease trade barriers among its twelve member states, creating a "single" market of 344 million consumers with a gross domestic product of \$4 trillion. To tap into this enormous market, New Hampshire has targeted Europe in its trade development efforts. The State of New Hampshire has a Sales Free Agreement with Great Britain that is designed to increase the flow of trade and facilitate the development of business ties between New Hampshire and Britain. Future activities for an array of marketing efforts in Europe to promote New Hampshire products and services and assist companies in penetrating the market.

EASTERN EUROPE AND THE SOVIET UNION. The collapse of communism in Eastern Europe and the Soviet Union has created interesting new opportunities for investment and equity in those areas. New Hampshire has recognized the potential of these formerly closed markets and has begun to forge relations with Hungary, Poland and Czechoslovakia. In April 1991, the State of New Hampshire signed agreements with the Gdansk Region of Poland and with the Republic of Slovakia to establish exchange in the areas of trade, economic development, culture, science and education. The objective of the agreements are to establish channels of communication to facilitate development of ties with New Hampshire businesses, organizations, and institutions in the exchange areas.

JAPAN. The difficulty in overcoming Japan's trade barriers to its high-tech products is well known. Japan's recent commitment to a number of market opening initiatives including: opening up the government procurement process to foreign firms; reducing the ware period for processing goods to two years by 1992; shortening customs clearance procedures for imported products to a maximum of 24 hours; upgrading Japan's import infrastructure consisting an import procedure program; eliminating tariffs on certain products; and offering government sponsored assistance to U.S. exporters to facilitate market entry. The State of New Hampshire is currently working with the Japan External Trade Organization (JETRO) to bring these export assistance programs to New Hampshire businesses.

THE PACIFIC BASIN. The Pacific Basin countries currently enjoy the fastest rate of economic growth in the world, fueled by relatively open markets and unhampered investment climates. The Republic of Korea, Hong Kong, Taiwan, and Singapore are rapidly industrializing and China looms as a huge market.

The State of New Hampshire works closely with the government sponsored organizations of these nations, particularly JETRO, to assist New

TOTAL P. 15

11



State of New Hampshire
Department of Resources and Economic Development
172 Pembroke Road P.O. Box 856 Concord, New Hampshire 03301 FAX (603) 271-2629

TRANSMISSION COVER PAGE

STEPHEN K. RICE
Commissioner

DATE: January 9, 1992

TO: Michelle Nix

COMPANY / AGENCY: _____

RECIPIENT FAX # 1-202-456-6218

SUBJECT: _____

FROM: William C. Pillsbury, Jr., Industrial Director

DIVISION: Economic Development/Office of Business and Industrial Development

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NUMBER OF PAGES INCLUDING COVER SHEET: 33

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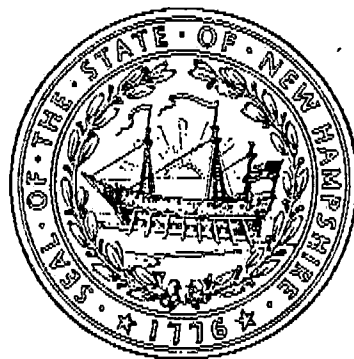
TRANSMITTER: Donna McBelland

VITAL SIGNS:

**NEW HAMPSHIRE
ECONOMIC AND SOCIAL
INDICATORS**

1986 - 1989

A LABOR MARKET INFORMATION REPORT



Refer to Section I Tables, p. 21

POPULATION

POPULATION GROWTH SLOWING AS FEWER PEOPLE MOVE INTO STATE

Population and industry growth in NH has been spurred for decades on the image of rural attractions and inexpensive living. This image no longer applies to much of southern N.H. Also, government budget problems, and environmental concerns in some cases, are stalling work on essential infrastructure. Preliminary estimates from the decennial census suggest that New Hampshire may not have grown quite as much as survey results have indicated. The latest Census Bureau estimates for 1989 show that the state dropped from second place in rate of population growth to a tie for fifth place. Most of this moderation is attributable to smaller numbers of people moving into the state. The net-migration rate has been declining steadily over recent years and fell rather sharply in 1989 to 11.6 per thousand population. The rate of natural increase (births - deaths) remained about the same at 8.2 per thousand. The declining net migration rate does not mean there is a large scale exodus from the state, although moving companies report that for the first time in six years most of their customers are outward bound. When these people leaving are combined with a drop in the number of people moving into the state, the net change is magnified.⁽¹⁾

SLOWER POPULATION GROWTH PREDICTED FOR NEW HAMPSHIRE

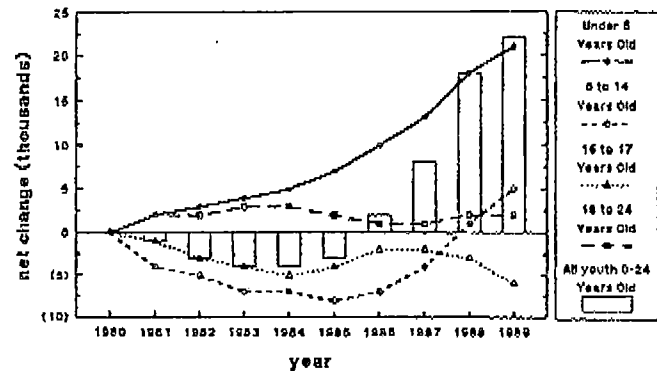
U.S. Bureau of Economic Analysis projections for New Hampshire have population increasing to 1,240,000 by the year 2000. The average growth rate from 1988 will be only 1.12 percent per year vs 1.95 percent for the 1979 through 1988 period. This state will still have the fastest growth rate in the region.⁽²⁾

PRESCHOOL POPULATION GROWING AT 3.5 % RATE, NO GAIN IN YOUTH, SENIORS NOT INCREASING AS FAST AS REST OF POPULATION

The average age of New Hampshire's population, 32.3 years, is the second youngest in New England and slightly below the U.S. average. The proportion of people in the 65 and over age category did not increase quite as rapidly as the rest of the population of New Hampshire between 1985 and 1989. The under five group has been growing at a much

faster pace than the general population, while there was a slight decline in the number of 15 to 24 year olds during the past four years.

Graph 1a. NEW HAMPSHIRE YOUTH POPULATION
NET CHANGE IN THOUSANDS FROM 1980
1981 THROUGH 1989



Provisional vital statistic occurrence rates show an increase in the number of infant deaths from 6.6 to 7.4 deaths per 1,000 live births between 1988 and 1989. Nationally, the 1989 rate was a higher 9.7 per thousand rate, but it showed a slight decline in 1989. There were also increases between 1988 and 1989 in occurrences per thousand population for three of the characteristics associated with increased infant mortality: mother not married, births to teenage mothers, and inadequate prenatal care. Probable causes for this trend include more job losses and declining incomes plus cultural changes. In this state, the numbers involved in these vital statistics are often so small that there are minor shifts in direction from year to year, but non-marital births and records of inadequate prenatal care have been on the rise for several years.

Refer to Section II Tables, p. 22

EDUCATION

GENERAL SATISFACTION WITH SCHOOL SYSTEM, BUT UPGRADING STILL NEEDED

New Hampshire held first place among 22 states administering SAT tests as far back as 1972. Along with the national average, the overall score has been slipping in recent years. A four point dip to 928 for the 1989-1990 school year occurred mainly in the verbal section. A 1989 survey of school teachers and administrators, business and industry people and the general public found that most people thought New Hampshire's local schools offered good quality education but not as good as implied by this state's high SAT scores. A cross section of respondents were concerned that a sizeable proportion of high school graduates are not being adequately prepared for today's entry-level jobs. The implications of this shortfall for job seekers and industry are more serious today because there are fewer good paying factory jobs requiring minimal educational background. (3)

in the 1990 school year ('89-'90) than in the 1986 school year. The decline in vocational-technical course enrollment is at least partially attributable to this general downtrend in numbers of high school students.

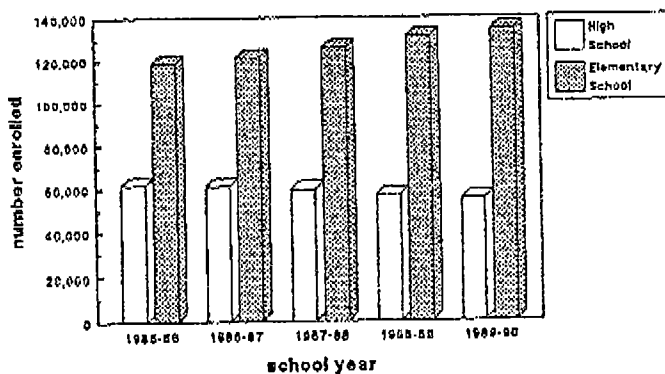
SMALL IMPROVEMENT IN HIGH SCHOOL DROPOUT RATE

The latest U.S. Dept. of Education estimates of graduation rates show some gain in the proportion of students graduating from public schools, but the level is still lower than in 1985. For the 1987 to 1988 school year, 25.9 percent of ninth grade class four years earlier (adjusted for migration, etc.) failed to complete their high school educations. New Hampshire's record was about average compared with other states, and was better than the national average of 28.8 percent for that year.

SCHOOL SPENDING HIGHER THAN NATIONAL AVERAGE

New Hampshire has been digging deeper into its collective pockets to support its educational system. It has increased its financial commitment at an average rate of almost 18 percent over the past five years -- double the rate of gain in its per capita income. Graph 2b illustrates how this state has surpassed the national average in current expenditures per pupil in average daily attendance. For the school year

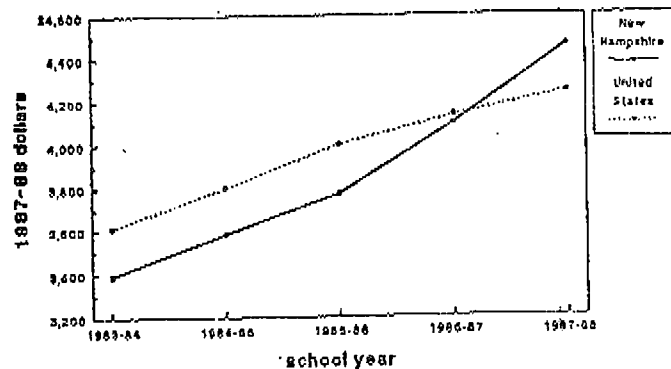
Graph 2a. NEW HAMPSHIRE SCHOOL ENROLLMENTS
PUBLIC AND PRIVATE SCHOOLS
SCHOOL YEARS 1985-86 THROUGH 1989-90



BABY BOOM SHADOW FILLS GRADE SCHOOL SEATS

The rather steady growth in overall elementary and secondary school enrollments, averaging 1.3 percent over the past five years to '89-'90, is a composite of two opposing trends as illustrated by Graph 2a. More and more of the lower grades have had increases over the past several years resulting in a net gain of 15,500 grade schoolers between '86 and '90. Some high school classes started to lose enrollment in the '86-'87 school year. By the fall of 1989, almost all the first eight grades showed over-the-year increases and all the high school grades had losses. There were 6,500 fewer high school students in the state's public and private institutions

Graph 2b. NEW HAMPSHIRE PER PUPIL EXPENDITURES
IN 1987-88 DOLLARS vs. UNITED STATES
SCHOOL YEARS 1983-84 THROUGH 1987-88



ending in 1984, New Hampshire public schools spent \$2,980 per pupil compared to \$3,271 (adjusted for changes in cost of living). For the 1988 school year, expenditures averaged \$4,457 in this state and \$4,243 nationwide. According to NEA estimates for New Hampshire, the growth rate in current expenditures slowed from 13.3 percent for the '87-

'88 school year to 11.1 percent in '89-'90 when current spending per pupil reached \$5,149. Compared to other states, New Hampshire has shot up from last place in spending to 15th in rank for the '89-'90 school year. This transition has been achieved almost entirely from locally collected funds as the state contributes less than eight percent and federal money amounts to less than five percent. (N.H. ranks last in both state and federal support as percentages of current expenditures.)

Expenditures on instruction alone have been growing at an average of 15 percent annually, mainly because teacher salaries have increased faster than in most other states. Only Connecticut surpassed New Hampshire's 10.7 percent annual growth in public school teacher salaries between 1984 and 1989 (school years 1983-1984 and 1988-1989). New Hampshire salaries are still far below states like Alaska, D.C.; Connecticut, New York, and California (which averaged \$37,664 for 1989), but they have been lifted from a near-bottom (47th) level to near-middle (29th) status. In school year 1990, this state's public school teacher's salaries moved up another notch to 26th place with a \$28,986 average.

SHORTFALL OF GRADUATES FROM STATE'S HIGH SCHOOLS AND COLLEGES

The combined total of high school and college graduates increased a bare 1.6 percent between 1984 and 1989 although the total population expanded by 13.2 percent. In

other words, there would have been about 2,600 more graduates in 1989 had it not been for a dip in the proportion of youth in the general population during this period. Throughout the entire northeast, the number of people in the 18 to 24 year old bracket declined 11.6 percent. The number of business and management degrees granted has been increasing steadily each year (the 1989 total was 11.3 percent higher than in 1985), but some key technical disciplines has been declining: computer information, down 32 percent in four years; health and allied, down 12 percent since 1985, and engineering down 16 percent.

The state's postsecondary vocational-technical colleges have entered a turnaround phase. Graduations had been dropping every year from 1,130 in 1984 to 941 in 1988, but the upturn that started in 1989 swelled to 1,126 in 1990 -- almost as many as six years earlier. Over the past three years, over 76% of the graduates from the six voc-tech college and one institute obtained a full-time job, most directly related to their college major, within 6 months. Most of the remaining graduates either took a part-time job or enrolled in advanced training.

Part of the reason for declining enrollments in vocational-technical programs at the high school level has been the new emphasis on basics in education and higher graduation standards that have made it more difficult for students to find time for vocational programs. (4)

Refer to Section III Tables, P. 23

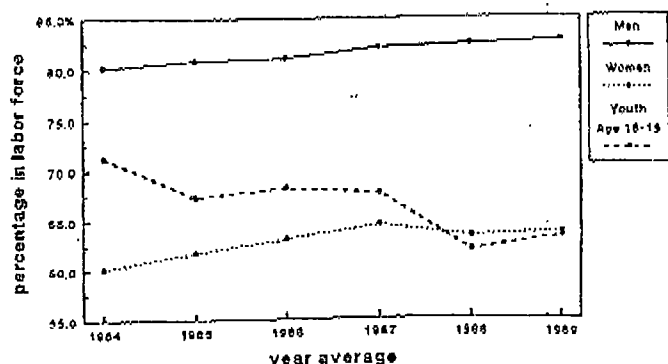
LABOR FORCE AND UNEMPLOYMENT

WOMEN AND YOUTH HAVE HIGHEST JOB LOSS RATES

As the New Hampshire job market weakened, women and youth, experienced more difficulty than men in finding jobs. The number of women entering the New Hampshire labor force continued to expand, but in 1988 and 1989, the rate of increase lagged behind the overall rate of growth in the female population. Consequently, the female labor force participation rate, while still one of the highest in the nation, has not matched the steady increases found nationwide. Nationally there has been a slowdown in participation rates for younger women reflecting problems with obtaining child care or a stronger preference for homemaking. There has been a dramatic shift in the participation of youth in the New Hampshire labor force. In 1986, an estimated 68.4 percent of men and women aged 16 to 19 held jobs in this state compared to 54.7 percent nationwide. Only four other states had higher youth participation rates. In 1988, however, this proportion suddenly dropped. For 1989, 63.2 percent of New Hampshire youth were in the labor force

ranking fourteenth in the nation. The unemployment rate for New Hampshire youth remaining in the labor force has doubled over the past two years to 12.8 percent. In contrast the national unemployment rate for youth dropped somewhat in recent years to 15.0 percent.

Graph 3. NEW HAMPSHIRE LABOR FORCE PARTICIPATION RATES FOR POPULATION AGE 18 AND OVER 1984 THROUGH 1989.



New Hampshire Economic/Social Information

Employment cutbacks produced sharp increases in the availability of job seekers in all occupational categories. The distribution of applicants registering with Employment Service offices throughout the state over a 12 month period shifted from typical patterns of recent years as construction and factory workers became a larger share of the unemployed. Structural work applicants rose from 14.6 percent of applicants active during the '85 program year to 21 percent in 1989. With these experienced workers swelling the jobless rolls, the proportions of youth and older workers shrank appreciably.

... tied with two other states for third place in 1989 annual averages. By mid-1990, it was in a three-way tie for 33rd place with a 5.7 percent rate exceeding the national average. While the high unemployment rates reached in 1990 were lower than those experienced in the 1981-1982 recession (8.1 percent peak), the number of persons out of work was similar. With about 140,000 more people in the New Hampshire labor force today than eight years ago, 39,000 jobless persons are a smaller percentage of the whole. One 1989 labor force indicator that foretold the coming upsurge in unemployment was the proportion out of work because they lost their jobs. Almost 50 percent were job losers; and the state rank shifted ominously from third to fortieth place.

ANNUAL UNEMPLOYMENT RATE INCREASED IN 1989 FOR FIRST TIME SINCE 1982. YEAR ENDS WITH 12,000 MORE UNEMPLOYED THAN AT END OF 1988.

The unemployment count increased steadily throughout 1989 and continued to grow to a peak of almost 39,000 in June of 1990 before leveling off. After several years with the lowest unemployment rate in the nation, New Hampshire

Refer to Section IV Tables, p. 25

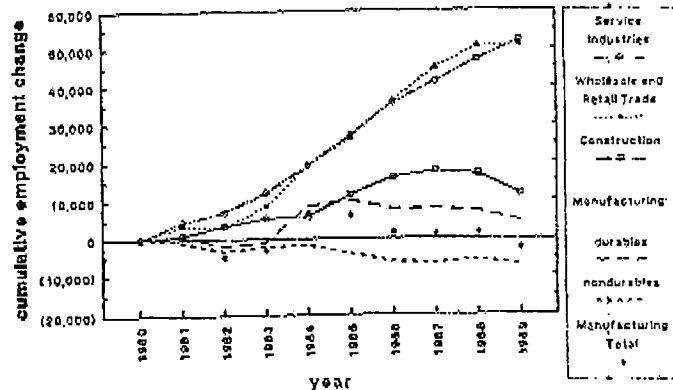
EMPLOYMENT BY INDUSTRY

1989 MARKED ENTRANCE TO PERIOD OF SEVERE EMPLOYMENT DECLINE, BUT SOME INDUSTRIES CONTINUED TO GROW OR REMAINED STABLE

New Hampshire's manufacturing industry in 1989 dropped back to the overall staffing level it had in 1983 with an employment average of 113,900. During this six year period, the leather goods, textile and apparel manufacturing industries retracted by about 7,000 jobs, and high-tech manufacturing cut about half of the employment it had added between 1983 and 1985. Printing and publishing was another major growth industry for the state during the eighties, and it made only minor reductions in 1989. The annual averages do not completely reflect the job losses from the rash of plant closings and layoffs that beset this state's high-tech industries mainly during the second half of 1989. Comparing December employment data for 1988 and 1989, this high-tech sector lost twice as many jobs as the approximately 1,200 drop in the averages.

industry didn't reflect the sharp drop in real estate business until the fall of 1989, so the annual average was only slightly below that of the previous year. These average employment losses in the finance, insurance and real estate sector were offset by the continued expansion by insurance carriers and agents resulting in a slight overall gain.

Graph 4. NEW HAMPSHIRE NONAGRICULTURAL PAYROLL EMPLOYMENT, CUMULATIVE CHANGE FROM 1980 FOR SELECTED INDUSTRY DIVISIONS, 1981-1989



Construction employment dropped by an average of nearly 6,000 workers from its 1987 peak of 37,400 as a direct result of the housing market slump. Again, the decline month by month during 1989 was much worse than indicated by the averages. December 1989 employment was only 27,000 compared to 35,300 twelve months earlier.

The trade industry in New Hampshire has expanded its work force almost every year for the past few decades with hardly a pause for recessions. Between 1980 and 1988 an average of 6,300 workers were added annually. This trend came to an end in 1990 with employment falling behind by

Real estate brokers trimmed employment by about ten percent between 1988 and 1989. Employment in the banking

New Hampshire Economic/Social Information

about 6,000 workers. The shift in direction began in 1989 when employment averaged a gain of only four tenths of one percent. All the New England states experienced a drop in trade industry employment by mid-1990 with New Hampshire and Maine experiencing the most severe declines. Nationwide, meanwhile, trade industry employment continued to expand.

The service industry in this state has also had an almost uninterrupted overall growth trend. Its rate of employment growth has actually been greater than in the trade sector. The service industries category, which includes hotels, private schools, and hospitals, as well as business, engineering, and management services, had the highest (4.1 percent) growth rate in 1989 of any major industry division. Some of the growth in technical services represents the changing organizational structure in which goods are produced in the post-industrial economy. Instead of a company taking on all the diverse tasks of developing, producing, and marketing a product from raw material to finished good, the functions have been segregated with component parts and associated services purchased from independent specialists.

NEW HAMPSHIRE DROPS FROM SECOND PLACE TO LAST IN JOB GROWTH BETWEEN '86 & '89

Nonagricultural wage and salary employment in this state grew at a 5.2 percent rate between 1985 and 1986 -- just short of Rhode Island's first-in-the-nation gain of 5.3 per-

cent. Employment growth has fallen off sharply each year since then: tied for 8th place with a 4.6 percent growth rate between 1986 and 1987; tied for 28th place with a 3.2 percent gain the next year, and ending at last place with a one-half percent net loss between 1989 and 1990.

UNION MEMBERSHIP SLUMP RELATED TO INCREASED WORLD-WIDE COMPETITION

The continued decline in union membership is part of a nationwide trend. The decline in membership reflects in part the transition of the U.S. economy away from its internationally dominant position a few decades ago. In today's more competitive environment, business can not afford to grant huge wage increases, and changes in public attitudes permit management to stand up to union demands more aggressively. As unions develop new services and techniques, membership roles should start to expand again. (d) The need for greater flexibility in production has led to a reduced commitment to the concept of long-term employment. In some cases there are really two groups of workers -- a core group that has strong identity with the company and is supported by guaranteed benefits, and a contingent group with variable work schedules and lower pay scales. The latter group has more mobility but is more subject to periods of involuntary joblessness.

Refer to Section V Tables, p. 26

ESTABLISHMENTS IN PRIVATE INDUSTRY

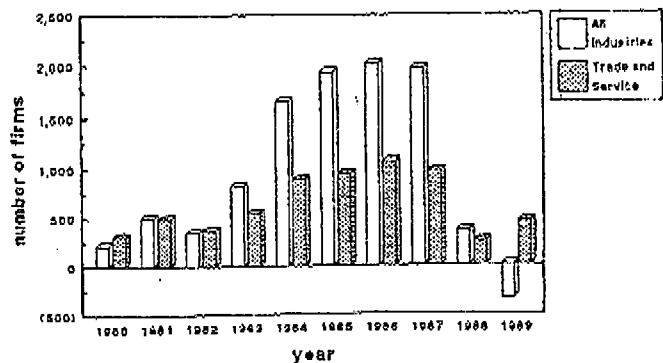
NUMBER OF FIRMS DROPS; FIRST TIME SINCE 1975

The August 1989 tally of firms with employment covered by unemployment insurance in this state was 341 units short of the previous year's total. Most of the reduction occurred in construction (down 651) and there were losses of 53 firms in manufacturing and 70 in finance, insurance and real estate.

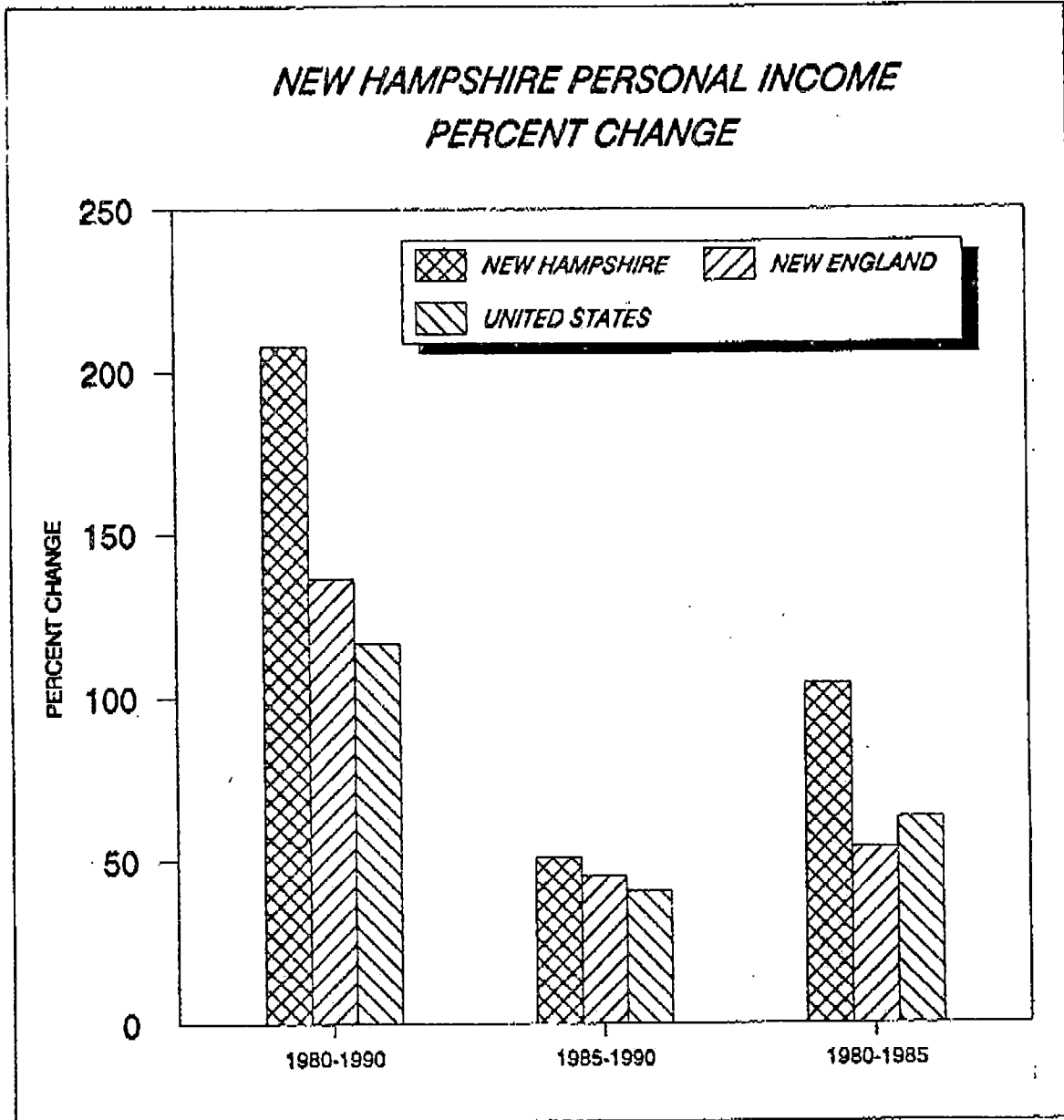
Graph 5 depicts 1989's stark contrast with the mid-eighties growth years. Although the overall number of firms declined, about 440 additional trade and service companies were formed. A somewhat different perspective on the changing population of business and industrial firms in this state has recently been made available by the Department of Employment Security. The Department now keeps tallies, by industry group, of the number of new and terminated firms. In contrast to the net drop for 1989 noted above, these new records indicated a net gain of 551 establishments over the entire year. The 3,971 new firms registered during 1989, however, was a considerably lower total than the 4,556 firms

reported in 1988. The net increase in jobs between new and outgoing firms was only about 700 in 1989 vs almost 11,000 the previous year.

Graph 5. FIRMS WITH EMPLOYMENT IN NEW HAMPSHIRE CHANGE FROM PREVIOUS YEAR 1980 THROUGH 1989



1990 NEW HAMPSHIRE ECONOMIC REVIEW



New Hampshire's Economic Scoreboard for 1990

NEW HAMPSHIRE'S Ranking among the 50 states based on percent change during the 1985-1990 time period.

<u>Categories</u>	<u>Rank</u>
Growth in Nonagricultural jobs	36 th
Growth in Manufacturing jobs	47 th
Growth in Service Industry jobs	23 rd
Growth in Wholesale and Retail Trade jobs	19 th
Growth in Nonmanufacturing jobs	21 st
Rate of Unemployment	31 st
Growth in Resident Population	5 th
Growth in Personal Income	5 th
Growth in Per Capita Income	24 th

* Period 1981-1986

The "New Hampshire Economic Review" is prepared annually by the PSNH System Planning/Energy Management Department. Additional copies can be obtained by contacting the Corporate Communications Division, Public Service Company of New Hampshire, P.O. Box 330, Manchester, NH 03105.

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Growth and Other Economic Factors in New Hampshire, New England, and the United States

		<u>New Hampshire</u>	<u>New England</u>	<u>United States</u>
(1)	Resident Population (Thousands)	1990 1,109 1980 920	13,206 12,348	248,709 226,548
	Percent change 1980-1990	20.5%	6.9%	9.8%
(2)	Civilian Labor Force (Thousands)	1990 630 1980 469	7,041 6,166	123,869 104,962
	Percent change 1980-1990	34.3%	14.2%	18.0%
(3)	Number of Persons Unemployed (Thousands)	1990 36 1980 22	400 367	6,884 7,637
	Percent change 1980-1990	63.6%	9.0%	-9.9%
(4)	Unemployment (As a Percent of Labor Force)	1990 5.6% 1980 4.7%	5.6% 6.3%	5.5% 7.6%
	Percent change 1980-1990	19.1%	-11.1%	-27.6%
(5)	Nonagricultural Employment (Thousands)	1990 509 1980 385	6,372 6,775	110,046 90,865
	Percent change 1980-1990	32.1%	-5.9%	21.1%
(6)	Manufacturing Employment (Thousands)	1990 106 1980 117	1,216 1,525	19,140 20,356
	Percent change 1980-1990	-9.3%	-20.2%	-6.0%
(7)	Nonmanufacturing Employment (Thousands)	1990 403 1980 269	5,156 3,957	90,906 70,509
	Percent change 1980-1990	50.0%	30.3%	28.9%
(8)	Personal Income (Millions \$)	1990 23,147 1980 9,047	292,779 124,027	4,662,699 2,156,709
	Percent change 1980-1990	155.9%	136.1%	116.2%
(9)	Per Capita Income (Dollars)	1990 20,827 1980 9,789	22,143 10,028	18,691 9,919
	Percent change 1980-1990	112.8%	120.8%	88.4%

**Growth and Other Economic Factors in New Hampshire,
New England, and the United States (continued)**

		<u>New Hampshire</u>	<u>New England</u>	<u>United States</u>
(10) Manufacturing Employment per 100 Population (New Hampshire Ranks 13th Among the 50 States)	1990	9.5	9.2	7.7
(11) Percent of Income Derived from Manufacturing (New Hampshire Ranks 15th Among the 50 States)	1990	15.7	15.3	13.8
(12) Average Hourly Earnings of Production Workers in Manufacturing	1990	\$10.83	\$11.13	\$10.84
	1980	\$5.87	\$6.50	\$7.28
Percent change 1980-1990		84.5%	71.2%	48.9%
(13) Housing Statistics: Housing Units Authorized by Building Permits				
Single Family (Thousands)	1990	3.2	28.5	812.0
	1985	9.7	64.6	959.0
Percent Change 1985-1990		-67.0%	-55.9%	-15.3%
Total Dwellings (Thousands)	1990	4.0	37.5	1,178.1
	1985	15.3	96.8	1,732.3
Percent Change 1985-1990		-73.9%	-61.3%	-32.0%
(14) Gross Product in 1982 Dollars (Millions \$)	1990	19,284	247,540	4,352,008
	1980	10,882	161,509	3,115,868
Percent Change 1980-1990		77.2%	53.3%	39.7%

Current Population Trends in New Hampshire and the United States 1985 and 1990

Total Resident Population *

State or Region	1990		1985	Percent Change
	(Thousands)			
NEW HAMPSHIRE	1,109	998		11.1%
United States	248,709	237,953		4.5%
New England	13,206	12,743		3.6%
Middle Atlantic	37,602	37,132		1.3%
East North Central	42,009	41,423		1.4%
West North Central	17,660	17,405		1.5%
South Atlantic	43,566	40,163		8.5%
East South Central	15,176	14,972		1.4%
West South Central	26,704	26,282		1.6%
Mountain	13,659	12,742		7.2%
Pacific	39,127	35,091		11.5%

Number of States Reflecting Growth Rate Higher Than New Hampshire 4

Number of States Decreasing in Population During 1985-1990 Interval 12

* As of July 1

Ranking of States According to Percent Change in Population 1985 and 1990

Rank	State	1990	1985	Percent Change	Rank	State	1990	1985	Percent Change
		(Thousands)					(Thousands)		
1	Nevada	1,202	951	26.4%	27	Michigan	9,295	9,078	2.4%
2	Arizona	3,665	3,184	15.1%	28	Missouri	5,117	5,001	2.3%
3	Florida	12,938	11,352	14.0%	29	Massachusetts	6,016	5,882	2.3%
4	California	29,760	26,444	12.5%	30	New Jersey	7,730	7,566	2.2%
5	NEW HAMPSHIRE	1,109	998	11.1%	31	Kansas	2,478	2,428	2.1%
6	Washington	4,867	4,401	10.6%	32	Alabama	4,041	3,973	1.7%
7	Georgia	6,478	5,963	8.6%	33	Indiana	5,544	5,460	1.5%
8	Maryland	4,781	4,414	8.3%	34	Idaho	1,007	994	1.3%
9	Virginia	6,187	5,716	8.2%	35	New York	17,990	17,794	1.1%
10	Delaware	666	618	7.8%	36	Ohio	10,847	10,736	1.0%
11	Hawaii	1,108	1,040	6.5%	37	Arkansas	2,351	2,327	1.0%
12	Oregon	2,842	2,673	6.3%	38	Pennsylvania	11,882	11,772	0.9%
13	Vermont	563	530	6.2%	39	Illinois	11,431	11,401	0.3%
14	North Carolina	6,629	6,255	6.0%	40	Kentucky	3,685	3,695	-0.3%
15	Maine	1,228	1,163	5.6%	41	South Dakota	696	699	-0.4%
16	South Carolina	3,487	3,303	5.6%	42	Nebraska	1,578	1,585	-0.4%
17	New Mexico	1,515	1,439	5.3%	43	Mississippi	2,573	2,588	-0.6%
18	Utah	1,723	1,643	4.9%	44	Iowa	2,777	2,830	-1.9%
19	Minnesota	4,375	4,185	4.5%	45	Montana	799	822	-2.8%
20	Texas	16,987	16,274	4.4%	46	Oklahoma	3,146	3,272	-3.9%
21	Rhode Island	1,003	969	3.5%	47	Louisiana	4,220	4,409	-4.3%
22	Tennessee	4,877	4,716	3.4%	48	District of Columbia	607	635	-4.4%
23	Alaska	550	533	3.2%	49	North Dakota	639	677	-5.6%
24	Wisconsin	4,892	4,748	3.0%	50	West Virginia	1,793	1,907	-6.0%
25	Connecticut	3,287	3,201	2.7%	51	Wyoming	454	500	-9.2%
26	Colorado	3,294	3,209	2.6%		Total U.S.	248,709	237,953	4.5%

Recent Comparative Surveys of New Hampshire's Business Climate

Grant Thornton Survey

State	Survey	New England
	Ranking	Ranking
New Hampshire	14	2
Connecticut	28	6
Maine	26	5
Massachusetts	25	4
Rhode Island	15	3
Vermont	2	1

Changes in New England's Population by State, 1985-1990

	1990 (Thousands)	1985	Change	
			Number	Percent
NEW HAMPSHIRE	1,109	998	111	11.1%
Connecticut	3,287	3,201	86	2.7%
Maine	1,228	1,163	65	5.6%
Massachusetts	6,016	5,882	134	2.3%
Rhode Island	1,003	969	34	3.5%
Vermont	563	530	33	6.2%
NEW ENGLAND	13,206	12,743	463	3.6%

New Hampshire's Population by County, 1980-1990

	1990	1985	1980	Percent Change		
				1980-90	1985-90	1980-85
NEW HAMPSHIRE	1,109,117	998,000	920,475	20.5	11.1	8.4
Belknap	49,216	46,143	42,884	14.8	6.7	7.6
Carroll	35,410	29,541	27,929	26.8	19.9	5.8
Cheshire	70,121	65,400	62,116	12.9	7.2	5.3
Coos	34,693	34,597	35,014	-0.9	0.3	-1.2
Grafton	74,929	68,747	65,806	13.9	9.0	4.5
Hillsborough	336,073	304,426	276,608	21.5	10.4	10.1
Merrimack	120,005	105,731	98,302	22.1	13.5	7.6
Rockingham	245,845	214,510	190,345	29.2	14.6	12.7
Strafford	104,233	91,297	85,408	22.0	14.2	6.9
Sullivan	38,592	37,608	36,063	7.0	2.6	4.3

Average Annual Nonagricultural Employment in New Hampshire 1980, 1985, and 1990

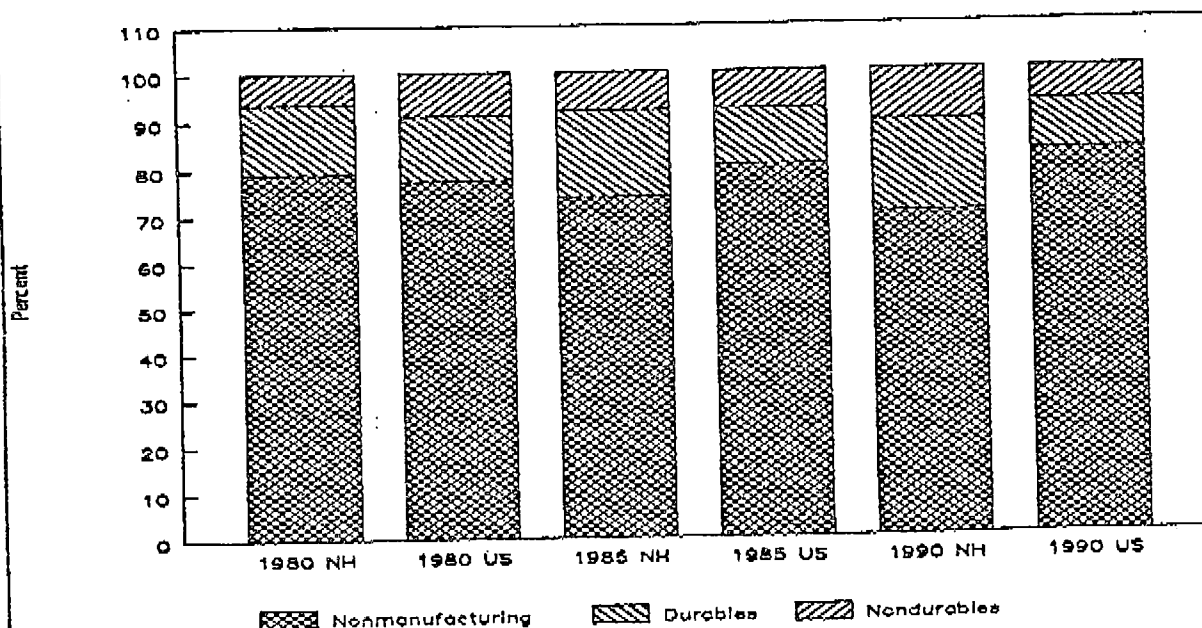
	1990 *	1985 (Thousands)	1980	Percent Change		
				1980-90	1985-90	1980-85
Nonagricultural Employment	509.1	466.1	389.5	30.7%	9.2%	19.7%
Manufacturing	105.8	122.5	116.6	-9.3	-13.6	5.1
Durables	73.7	84.2	74.2	-0.6	-12.5	13.6
Primary Metals Products	4.2	4.5	3.9	7.7	-5.6	14.1
Fabricated Metals Products	6.7	7.3	7.6	-11.3	-7.6	-4.0
Nonelectric Machinery	23.1	25.7	23.3	-0.9	-10.1	10.3
Furniture & Fixtures	1.2	1.6	1.9	-35.1	-22.6	-16.2
Lumber & Wood Products	4.3	5.8	4.8	-9.5	-25.9	22.1
Stone, Clay & Glass	2.3	3.0	2.9	-20.7	-23.3	3.4
Electric Machinery *	14.5	25.6	19.6	-25.8	-43.4	30.9
Other Durables *	17.3	10.9	10.4	67.1	59.4	4.8
Nondurables	32.1	38.3	42.5	-24.4	-16.2	-9.8
Food & Kindred Products	2.7	3.0	3.1	-11.5	-10.0	-1.6
Textile Mill Products	3.3	3.7	2.8	17.9	-9.6	30.4
Apparel	1.4	2.5	4.5	-68.9	-42.9	-45.6
Paper & Allied Products	5.2	5.6	6.2	-16.1	-7.1	-9.7
Printing & Publishing	7.7	7.3	6.2	24.2	5.5	17.7
Leather & Leather Products	2.4	5.5	9.6	-75.0	-56.0	-43.2
Other Nondurables	9.3	10.9	10.1	-7.9	-14.3	7.4
Nonmanufacturing	403.3	343.6	272.9	47.8	17.4	25.9
Construction	22.7	31.3	19.9	14.4	-27.5	57.7
Trade	129.7	111.7	85.5	51.8	16.1	30.7
Service Industries	128.1	99.4	72.4	76.9	28.9	37.2
Finance	31.7	25.5	19.8	60.5	24.6	28.9
Government	73.4	60.0	61.5	19.4	22.3	-2.4
Transportation & Communication	17.7	15.8	14.0	26.4	12.4	12.5

* The 1987 Standard Industrial Classification (SIC) coding system has been implemented, beginning with 1988 industry data. The new coding system and reclassification of individual firms mean that some of the specific industries are no longer strictly comparable with nonagricultural employment data for years prior to 1988.

Composition of Nonagricultural Employment in New Hampshire 1980, 1985, and 1990

	<u>1990</u>	<u>1985</u>	<u>1980</u>
Nonagricultural Employment	100.0%	100.0%	100.0%
Manufacturing	20.8	26.3	29.9
Durables	14.5	18.1	19.0
Primary Metals Products	0.8	1.0	1.0
Fabricated Metals Products	1.3	1.6	1.9
Nonelectric Machinery	4.5	5.5	6.0
Electric Machinery	2.8	5.5	5.0
Other Durables	4.9	4.5	5.1
Nondurables	6.3	8.2	10.9
Textile Mill Products	0.6	0.8	0.7
Leather & Leather Products	0.5	1.2	2.5
Other Nondurables	5.2	6.3	7.7
Nonmanufacturing	79.2	73.7	70.1
Construction	4.5	6.7	5.1
Trade	25.5	24.0	21.9
Service Industries	25.2	21.3	18.6
Government	14.4	12.9	15.8
Other	9.7	8.8	8.7

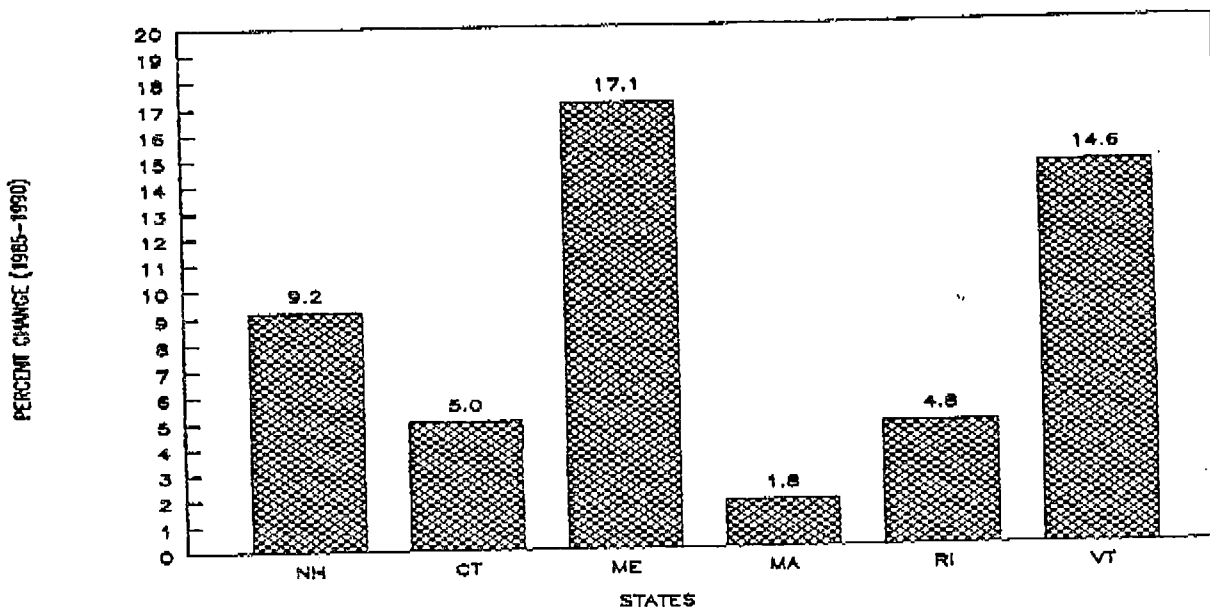
Composition of Nonagricultural Employment in New Hampshire and in the United States 1980, 1985, 1990



Ranking of States According to Percent Change in Nonagricultural Employment Levels 1985 and 1990

Rank	State	1990 (Thousands)	1985 (Thousands)	Percent Change	Rank	State	1990 (Thousands)	1985 (Thousands)	Percent Change
1	Nevada	624.2	446.4	39.8%	27	Nebraska	731.1	650.5	12.4%
2	Washington	2,155.2	1,710.4	26.0%	28	Kansas	1,084.7	967.9	12.1%
3	Hawaii	527.5	425.7	23.9%	29	Ohio	4,995.8	4,372.9	12.0%
4	Florida	5,403.0	4,410.0	22.5%	30	Missouri	2,341.1	2,094.7	11.8%
5	Oregon	1,248.1	1,030.0	21.2%	31	Mississippi	936.9	838.9	11.7%
6	South Carolina	1,549.0	1,296.2	19.5%	32	Michigan	3,949.2	3,561.5	10.9%
7	Delaware	346.4	293.4	18.1%	33	Illinois	5,265.3	4,755.3	10.7%
8	Virginia	2,897.6	2,454.7	18.0%	34	New Mexico	575.3	520.7	10.5%
9	North Carolina	3,128.7	2,651.2	18.0%	35	Pennsylvania	5,177.4	4,730.3	9.5%
10	Kentucky	1,473.3	1,250.3	17.8%	36	NEW HAMPSHIRE	509.1	466.0	9.2%
11	Tennessee	2,195.2	1,867.8	17.5%	37	District of Columbia	687.9	631.2	9.0%
12	California	12,872.7	10,979.1	17.2%	38	New Jersey	3,665.4	3,414.3	7.4%
13	Maine	536.8	458.4	17.1%	39	Colorado	1,518.2	1,418.7	7.0%
14	Arizona	1,490.9	1,278.6	16.6%	40	Montana	297.3	279.1	6.5%
15	Georgia	2,995.5	2,569.8	16.6%	41	New York	8,208.7	7,750.8	5.9%
16	Indiana	2,523.5	2,168.6	16.4%	42	North Dakota	265.6	251.5	5.6%
17	Arkansas	925.2	797.1	16.1%	43	Texas	7,032.5	6,663.1	5.5%
18	Utah	723.1	624.3	15.8%	44	West Virginia	627.8	597.2	5.1%
19	South Dakota	288.5	249.4	15.7%	45	Connecticut	1,640.9	1,562.3	5.0%
20	Maryland	2,177.2	1,887.8	15.3%	46	Rhode Island	449.9	429.2	4.8%
21	Wisconsin	2,280.3	1,983.1	15.0%	47	Alaska	237.2	230.7	2.8%
22	Idaho	385.8	336.0	14.8%	48	Oklahoma	1,186.1	1,165.3	1.8%
23	Alabama	1,636.6	1,427.1	14.7%	49	Massachusetts	2,977.7	2,926.0	1.8%
24	Vermont	257.5	224.7	14.6%	50	Louisiana	1,593.8	1,591.2	0.2%
25	Minnesota	2,126.4	1,864.8	14.0%	51	Wyoming	198.8	206.9	-3.9%
26	Iowa	1,224.1	1,074.2	14.0%		Total U.S.	110,046.0	97,835.3	12.5%

Comparison Between Percent Change in Nonagricultural Employment in New England by State 1985-1990



Level of Nonagricultural Employment in New England and the United States 1980, 1985, 1990

	<u>1990</u>	<u>1985</u> (Thousands)	<u>1980</u>	<u>Percent Change</u>		
				<u>1980-90</u>	<u>1985-90</u>	<u>1980-85</u>
NEW HAMPSHIRE	509	466	385	32.1%	9.2%	20.9%
Connecticut	1,641	1,562	1,427	15.0%	5.0%	9.5%
Maine	537	458	1,712	-68.6%	17.1%	-73.2%
Massachusetts	2,978	2,926	2,652	12.3%	1.8%	10.3%
Rhode Island	450	429	398	13.0%	4.8%	7.8%
Vermont	258	225	200	28.7%	14.6%	12.3%
NEW ENGLAND	6,372	6,067	6,775	-5.9%	5.0%	-10.5%
UNITED STATES	110,046	97,835	90,865	21.1%	12.5%	7.7%

Level of Nonagricultural Employment by Region 1980, 1985, 1990

	<u>1990</u>	<u>1985</u> (Thousands)	<u>1980</u>	<u>Percent Change</u>		
				<u>1980-90</u>	<u>1985-90</u>	<u>1980-85</u>
NORTHEAST	23,423.4	21,962.0	21,795.2	7.5%	6.7%	0.8%
New England	6,371.9	6,066.6	6,774.6	-5.9%	5.0%	-10.5%
Middle Atlantic	17,051.5	15,895.4	15,020.6	13.5%	7.3%	5.8%
NORTH CENTRAL	26,975.6	23,994.4	19,994.0	34.9%	12.4%	20.0%
East North Central	18,914.1	16,841.4	12,987.7	45.6%	12.3%	29.7%
West North Central	8,061.5	7,153.0	7,006.3	15.1%	12.7%	2.1%
SOUTH	36,792.7	32,392.3	28,355.6	29.8%	13.6%	14.2%
South Atlantic	19,813.1	16,791.5	14,694.6	34.8%	18.0%	14.3%
East South Central	6,242.0	5,384.1	5,511.5	13.3%	15.9%	-2.3%
West South Central	10,737.6	10,216.7	8,149.5	31.8%	5.1%	25.4%
WEST	22,854.3	19,486.6	22,026.9	3.8%	17.3%	-11.5%
Mountain	5,813.6	5,110.7	9,022.2	-35.6%	13.8%	-43.4%
Pacific	17,040.7	14,375.9	13,004.7	31.0%	18.5%	10.5%

Ranking of States According to Percent Change in Nonmanufacturing and Manufacturing Employment Levels 1985 and 1990

NONMANUFACTURING

Rank	State	1990 (Thousands)	1985 (Thousands)	Percent Change
1	Nevada	597.8	424.5	40.8%
2	Washington	1,785.3	1,414.8	26.2%
3	Hawaii	506.6	403.8	25.5%
4	South Carolina	1,166.2	930.8	25.3%
5	Florida	4,880.7	3,895.6	25.3%
6	North Carolina	2,265.8	1,822.6	24.3%
7	Delaware	274.7	221.2	24.2%
8	Oregon	1,029.3	830.7	23.9%
9	Maine	434.7	352.5	23.3%
10	Virginia	2,471.7	2,031.3	21.7%
11	Tennessee	1,672.6	1,375.4	21.6%
12	Indiana	1,888.5	1,558.8	21.2%
13	Georgia	2,436.1	2,012.7	21.0%
14	Vermont	211.4	174.9	20.9%
15	California	10,749.9	8,903.0	20.7%
16	Kentucky	1,186.4	995.0	19.2%
17	Arizona	1,305.5	1,097.0	19.0%
18	Maryland	1,970.7	1,670.6	18.0%
19	Arkansas	692.6	587.5	17.9%
20	Michigan	3,009.0	2,559.1	17.6%
21	NEW HAMPSHIRE	403.3	343.5	17.4%
22	Alabama	1,252.0	1,069.0	17.1%
23	Wisconsin	1,720.6	1,469.2	17.1%
24	Ohio	3,784.1	3,248.7	16.5%
25	Utah	616.0	530.5	16.2%
26	Minnesota	1,728.1	1,489.5	16.0%
27	Idaho	322.9	281.3	14.8%
28	South Dakota	254.5	221.9	14.7%
29	Missouri	1,904.2	1,664.4	14.4%
30	Pennsylvania	4,162.5	3,640.8	14.3%
31	Iowa	988.3	869.5	13.7%
32	New Jersey	3,065.8	2,701.3	13.5%
33	Kansas	899.2	793.5	13.3%
34	Illinois	4,281.6	3,784.6	13.1%
35	Rhode Island	350.6	310.0	13.1%
36	Nebraska	632.7	562.1	12.6%
37	Connecticut	1,298.7	1,154.0	12.5%
38	Mississippi	691.0	617.3	11.9%
39	New Mexico	532.2	483.4	10.1%
40	New York	7,077.5	6,457.7	9.6%
41	District of Columbia	672.2	616.4	9.1%
42	Massachusetts	2,457.3	2,271.7	8.2%
43	Colorado	1,325.0	1,226.5	8.0%
44	Montana	274.9	257.3	6.8%
45	Texas	6,046.3	5,664.5	6.7%
46	West Virginia	540.7	507.7	6.5%
47	North Dakota	248.3	236.1	5.2%
48	Oklahoma	1,020.4	993.3	2.7%
49	Alaska	220.5	218.6	0.9%
50	Louisiana	1,410.2	1,413.2	-0.2%
51	Wyoming	189.3	198.9	-4.8%
Total U.S.		90,906.4	78,558.0	15.7%

MANUFACTURING

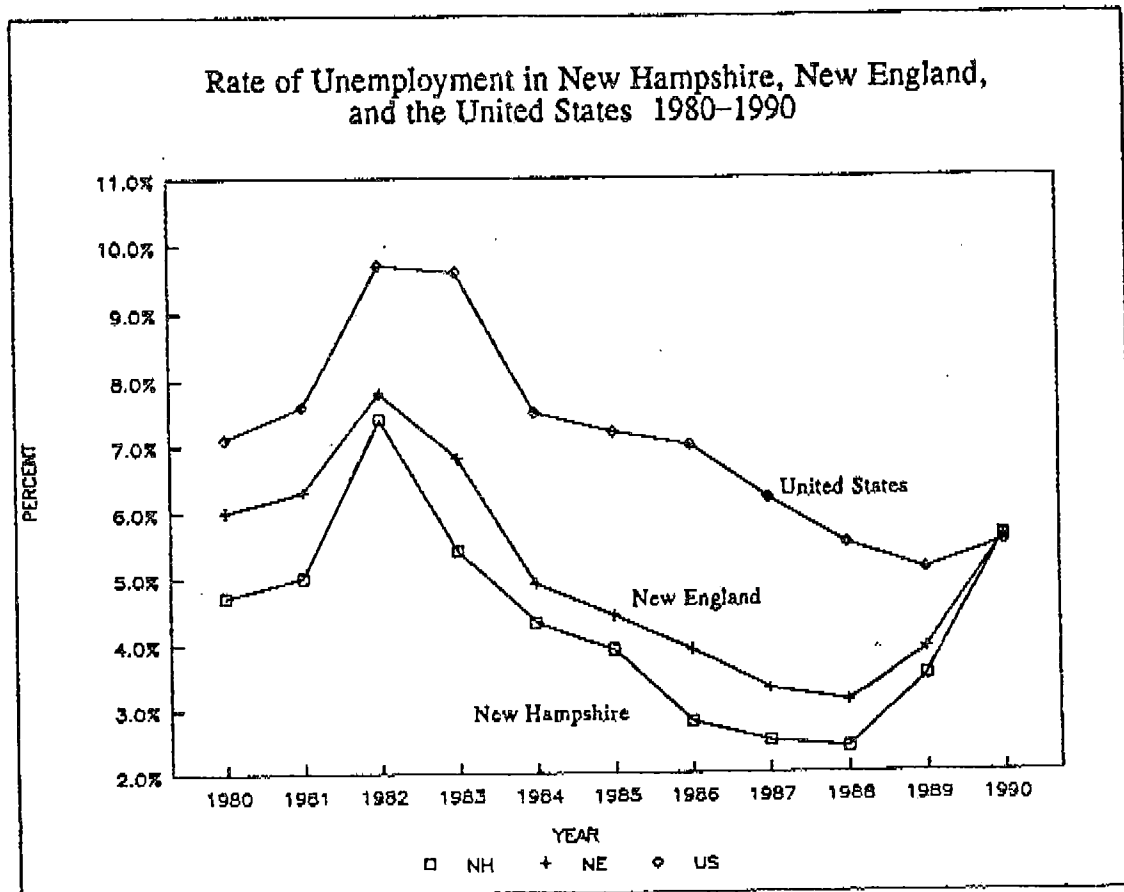
Rank	State	1990 (Thousands)	1985 (Thousands)	Percent Change
1	Alaska	16.7	12.1	38.0%
2	Washington	369.9	295.6	25.1%
3	South Dakota	34.0	27.5	23.6%
4	Nevada	26.4	21.9	20.5%
5	Wyoming	9.5	8.0	18.8%
6	New Mexico	43.1	37.3	15.5%
7	Iowa	235.8	204.7	15.2%
8	Idaho	62.9	54.7	15.0%
9	Utah	107.1	94.0	13.9%
10	Kentucky	286.9	255.3	12.4%
11	North Dakota	17.3	15.4	12.3%
12	Nebraska	98.4	88.4	11.3%
13	Arkansas	232.6	209.6	11.0%
14	Mississippi	245.9	221.6	11.0%
15	Oregon	218.8	199.3	9.8%
16	Wisconsin	559.7	513.9	8.9%
17	Alabama	384.6	358.1	7.4%
18	Kansas	185.5	174.4	6.4%
19	Tennessee	522.6	492.4	6.1%
20	Minnesota	398.3	375.3	6.1%
21	District of Columbia	15.7	14.8	6.1%
22	South Carolina	382.8	365.4	4.8%
23	North Carolina	862.9	828.6	4.1%
24	Indiana	635.0	609.8	4.1%
25	Louisiana	183.6	178.0	3.1%
26	Montana	22.4	21.8	2.8%
27	California	2,122.8	2,076.1	2.2%
28	Arizona	185.4	181.6	2.1%
29	Florida	522.3	514.4	1.5%
30	Missouri	436.9	430.3	1.5%
31	Illinois	983.7	970.7	1.3%
32	Virginia	425.9	423.4	0.6%
33	Colorado	193.2	192.2	0.5%
34	Georgia	559.4	557.1	0.4%
35	Delaware	71.7	72.2	-0.7%
36	Ohio	1,111.7	1,124.2	-1.1%
37	Texas	986.2	998.6	-1.2%
38	West Virginia	87.1	89.5	-2.7%
39	Maine	102.1	105.9	-3.6%
40	Oklahoma	165.7	172.0	-3.7%
41	Hawaii	20.9	21.9	-4.6%
42	Maryland	206.5	217.2	-4.9%
43	Michigan	940.2	1,002.4	-6.2%
44	Pennsylvania	1,014.9	1,089.5	-6.8%
45	Vermont	46.1	49.8	-7.4%
46	New York	1,131.2	1,293.1	-12.5%
47	NEW HAMPSHIRE	105.8	122.5	-13.6%
48	New Jersey	599.6	713.0	-15.9%
49	Connecticut	342.2	408.3	-16.2%
50	Rhode Island	99.3	119.2	-16.7%
51	Massachusetts	520.4	654.3	-20.5%
Total U.S.		19,139.6	19,277.3	-0.7%

**Ranking of States According to Percent Change
in Trade and Service Industries
Employment Levels 1985 and 1990**

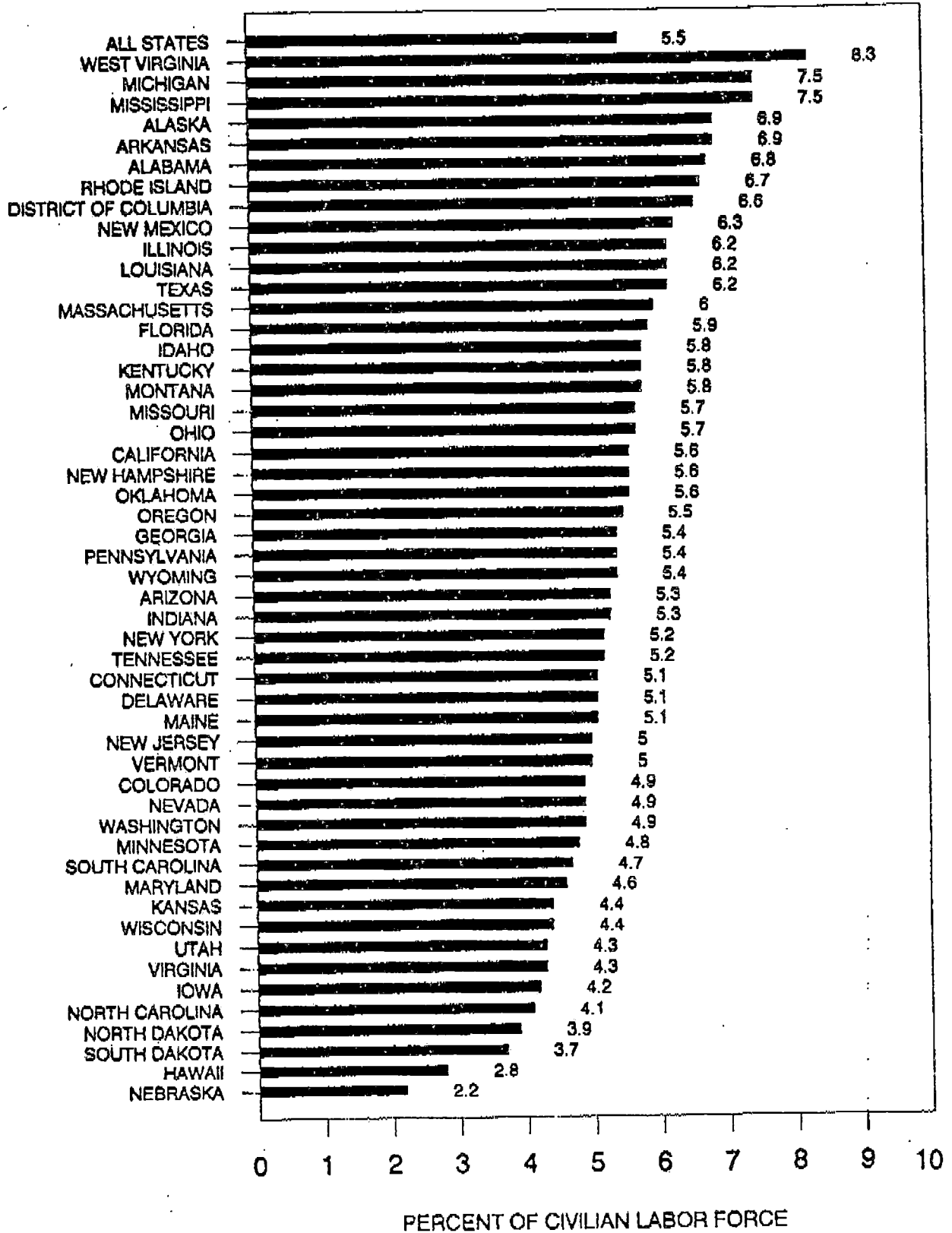
TRADE				SERVICES					
Rank	State	1990 (Thousands)	1985	Percent Change	Rank	State	1990 (Thousands)	1985	Percent Change
1	Nevada	125.3	90.9	37.8%	1	Florida	1,599.0	1,129.8	41.5%
2	South Carolina	348.7	277.4	25.7%	2	South Carolina	296.6	209.9	41.3%
3	North Carolina	718.3	576.2	24.7%	3	North Carolina	597.1	428.7	39.3%
4	Maine	134.5	108.0	24.5%	4	Nevada	272.4	196.4	38.7%
5	Washington	521.3	420.6	23.9%	5	Utah	180.7	131.3	37.6%
6	Florida	1,457.5	1,184.8	23.0%	6	Hawaii	154.6	112.6	37.3%
7	Oregon	313.2	258.6	21.1%	7	Oregon	295.9	215.6	37.2%
8	Vermont	60.0	50.0	20.0%	8	Arkansas	191.0	139.3	37.1%
9	Virginia	655.7	547.0	19.9%	9	Georgia	640.5	469.3	36.5%
10	Michigan	944.4	792.0	19.2%	10	Washington	511.9	375.1	36.5%
11	Arizona	370.3	311.1	19.0%	11	Arizona	406.0	299.9	35.4%
12	Tennessee	517.2	435.3	18.8%	12	Tennessee	486.6	360.2	35.1%
13	Indiana	600.0	505.9	18.6%	13	Virginia	735.4	544.7	35.0%
14	Kentucky	350.5	297.0	18.0%	14	Delaware	84.7	62.8	34.9%
15	Delaware	75.9	64.4	17.9%	15	Maine	128.7	95.8	34.3%
16	Hawaii	135.9	115.6	17.6%	16	Kentucky	328.9	246.8	33.3%
17	Utah	172.3	147.9	16.5%	17	Maryland	623.0	472.8	31.8%
18	Alabama	354.8	305.6	16.1%	18	California	3,472.6	2,644.8	31.3%
19	NEW HAMPSHIRE	129.6	111.7	16.0%	19	Alabama	318.1	243.1	30.9%
20	Georgia	745.1	643.0	15.9%	20	Kansas	241.8	185.8	30.1%
21	Wisconsin	538.2	465.1	15.7%	21	Indiana	530.2	408.1	29.9%
22	South Dakota	76.0	65.9	15.3%	22	New Mexico	146.2	113.2	29.2%
23	Idaho	97.3	84.4	15.3%	23	NEW HAMPSHIRE	128.1	99.3	29.0%
24	California	3,025.8	2,626.1	15.2%	24	Vermont	69.1	53.7	28.7%
25	Arkansas	206.5	180.7	14.3%	25	Minnesota	552.5	434.4	27.2%
26	Ohio	1,173.6	1,031.7	13.8%	26	Wisconsin	531.2	419.0	26.8%
27	Maryland	533.2	473.5	12.6%	27	Texas	1,705.2	1,346.7	26.6%
28	Mississippi	198.8	177.5	12.0%	28	Ohio	1,195.6	949.5	25.9%
29	New Mexico	136.9	122.6	11.7%	29	Nebraska	178.7	142.1	25.8%
30	Iowa	308.0	276.6	11.4%	30	Idaho	81.7	65.0	25.7%
31	Minnesota	516.7	465.6	11.0%	31	West Virginia	145.5	116.4	25.0%
32	Missouri	560.9	505.7	10.9%	32	Colorado	401.8	321.9	24.8%
33	Pennsylvania	1,181.7	1,067.4	10.7%	33	Montana	75.6	60.6	24.8%
34	Nebraska	186.7	169.0	10.5%	34	New Jersey	988.7	792.8	24.7%
35	Kansas	267.1	243.3	9.8%	35	Pennsylvania	1,450.4	1,166.1	24.4%
36	West Virginia	145.5	134.5	8.2%	36	Missouri	577.3	464.5	24.3%
37	New Jersey	877.3	813.2	7.9%	37	Iowa	288.6	232.5	24.1%
38	Illinois	1,258.1	1,166.9	7.8%	38	Michigan	938.5	759.5	23.6%
39	Connecticut	365.6	347.4	5.2%	39	Mississippi	161.2	130.6	23.4%
40	Colorado	370.4	352.1	5.2%	40	Connecticut	432.4	351.8	22.9%
41	Montana	78.4	74.6	5.1%	41	District of Columbia	260.3	212.7	22.4%
42	North Dakota	70.2	67.6	3.8%	42	Oklahoma	272.4	222.6	22.4%
43	Rhode Island	97.9	94.6	3.5%	43	Rhode Island	128.4	105.0	22.3%
44	New York	1,684.8	1,631.2	3.3%	44	Illinois	1,340.0	1,100.8	21.7%
45	Massachusetts	701.0	681.4	2.9%	45	South Dakota	71.7	59.3	20.9%
46	Alaska	46.1	45.8	0.7%	46	North Dakota	68.9	57.9	19.0%
47	Texas	1,705.8	1,699.0	0.4%	47	New York	2,395.8	2,042.9	17.3%
48	District of Columbia	61.8	62.7	-1.4%	48	Massachusetts	917.8	784.7	17.0%
49	Louisiana	370.7	383.3	-3.3%	49	Louisiana	374.2	320.0	16.9%
50	Oklahoma	276.8	286.5	-3.4%	50	Wyoming	38.4	33.4	15.0%
51	Wyoming	44.7	46.9	-4.7%	51	Alaska	50.9	44.8	13.6%
Total U.S.		25,893.0	23,085.8	12.2%	Total U.S.		28,062.8	21,976.5	27.7%

**Rate of Unemployment in New Hampshire, New England,
and the United States 1980-1990**

<u>Year</u>	<u>New Hampshire</u>	<u>New England</u>	<u>United States</u>
1990	5.6%	5.6%	5.5%
1989	3.5%	3.9%	5.1%
1988	2.4%	3.1%	5.5%
1987	2.5%	3.3%	6.2%
1986	2.8%	3.9%	7.0%
1985	3.9%	4.4%	7.2%
1984	4.3%	4.9%	7.5%
1983	5.4%	6.8%	9.6%
1982	7.4%	7.8%	9.7%
1981	5.0%	6.3%	7.6%
1980	4.7%	6.0%	7.1%



UNEMPLOYMENT RATES, RANKED BY STATE ANNUAL AVERAGES 1990



Manufacturing Income and Employment Statistics by State

Manufacturing Employment as a percent of Population - 1990

Rank	STATE	Mfg Emp (Thousands)	Pop (Thousands)	Mfg Emp as % of Pop
1	North Carolina	862.9	6,629	13.0%
2	Indiana	635.0	5,544	11.5%
3	Wisconsin	559.7	4,892	11.4%
4	South Carolina	382.8	3,487	11.0%
5	Delaware	71.7	666	10.8%
6	Tennessee	522.6	4,877	10.7%
7	Connecticut	342.2	3,287	10.4%
8	Ohio	1,111.7	10,847	10.2%
9	Michigan	940.2	9,295	10.1%
10	Rhode Island	99.3	1,003	9.9%
11	Arkansas	232.6	2,351	9.9%
12	Mississippi	245.9	2,573	9.6%
13	NEW HAMPSHIRE	105.8	1,109	9.5%
14	Alabama	384.6	4,041	9.5%
15	Minnesota	398.3	4,375	9.1%
16	Massachusetts	520.4	6,016	8.7%
17	Georgia	559.4	6,478	8.6%
18	Illinois	983.7	11,431	8.6%
19	Pennsylvania	1,014.9	11,882	8.5%
20	Missouri	436.9	5,117	8.5%
21	Iowa	235.8	2,777	8.5%
22	Maine	102.1	1,228	8.3%
23	Vermont	46.1	563	8.2%
24	Kentucky	286.9	3,685	7.8%
25	New Jersey	599.6	7,730	7.8%
26	Oregon	218.8	2,842	7.7%
27	Washington	369.9	4,867	7.6%
28	Kansas	185.5	2,478	7.5%
29	California	2,122.8	29,760	7.1%
30	Virginia	425.9	6,187	6.9%
31	New York	1,131.2	17,990	6.3%
32	Idaho	62.9	1,007	6.2%
33	Nebraska	98.4	1,578	6.2%
34	Utah	107.1	1,723	6.2%
35	Colorado	193.2	3,294	5.9%
36	Texas	986.2	16,987	5.8%
37	Oklahoma	165.7	3,146	5.3%
38	Arizona	185.4	3,665	5.1%
39	South Dakota	34.0	696	4.9%
40	West Virginia	87.1	1,793	4.9%
41	Louisiana	183.6	4,220	4.4%
42	Maryland	206.5	4,781	4.3%
43	Florida	522.3	12,938	4.0%
44	Alaska	16.7	550	3.0%
45	New Mexico	43.1	1,515	2.8%
46	Montana	22.4	799	2.8%
47	North Dakota	17.3	639	2.7%
48	District of Columbia	15.7	607	2.6%
49	Nevada	26.4	1,202	2.2%
50	Wyoming	9.5	454	2.1%
51	Hawaii	20.9	1,108	1.9%
Total U.S.		19,139.6	248,709	7.7%

Percent of Income Derived from Manufacturing - 1990

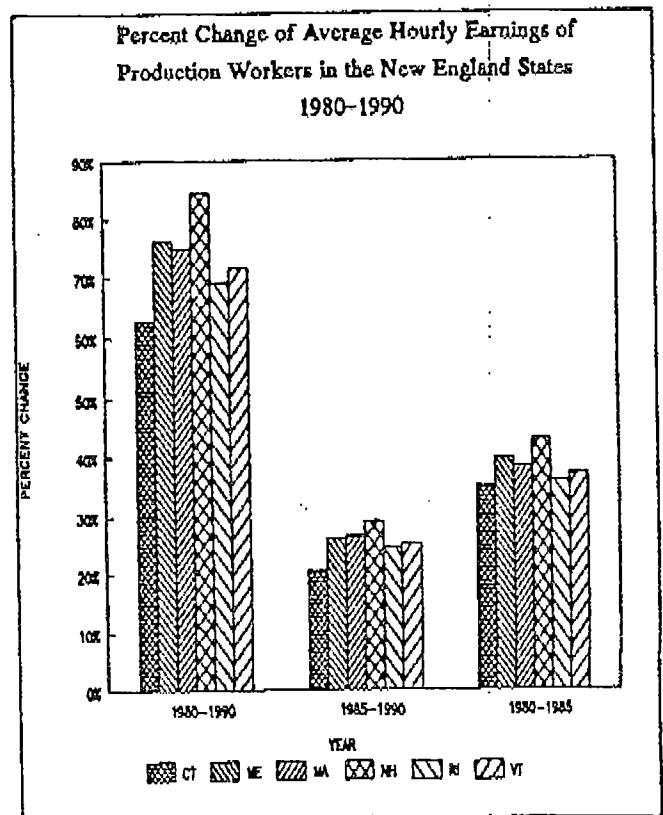
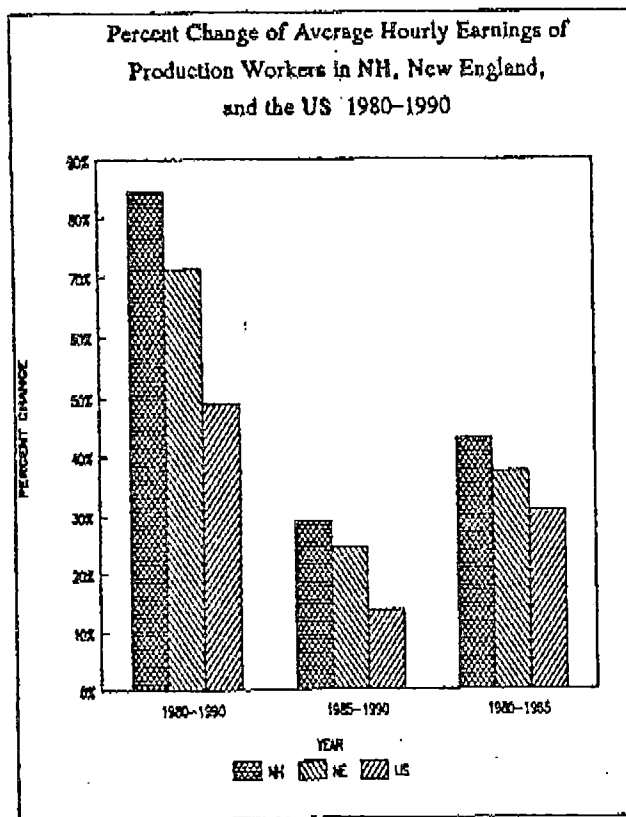
Rank	STATE	Mfg Income (Thousands)	Pers Income (Thousands)	Mfg as % of Per Inc
1	Delaware	3,255	13,397	24.3%
2	Michigan	40,413	171,003	23.6%
3	Indiana	21,625	93,805	23.1%
4	Ohio	39,773	190,720	20.9%
5	Wisconsin	17,569	86,147	20.4%
6	North Carolina	22,062	108,396	20.4%
7	South Carolina	10,181	53,006	19.2%
8	Tennessee	14,065	77,540	18.1%
9	Mississippi	5,616	33,009	17.0%
10	Connecticut	14,250	83,842	17.0%
11	Minnesota	13,801	82,223	16.8%
12	Alabama	10,129	60,776	16.7%
13	Arkansas	5,455	33,389	16.3%
14	Kentucky	8,688	55,351	15.7%
15	NEW HAMPSHIRE	3,631	23,147	15.7%
16	Missouri	13,881	89,572	15.5%
17	Vermont	1,525	9,889	15.4%
18	Pennsylvania	34,155	222,228	15.4%
19	Rhode Island	2,839	18,894	15.0%
20	Washington	13,746	92,174	14.9%
21	Illinois	34,797	233,661	14.9%
22	Iowa	7,103	47,870	14.8%
23	Maine	3,079	21,146	14.6%
24	Massachusetts	19,557	135,861	14.4%
25	Oregon	7,034	49,198	14.3%
26	Georgia	15,137	110,886	13.7%
27	California	79,781	619,381	12.9%
28	Utah	3,067	24,199	12.7%
29	Kansas	5,695	45,050	12.6%
30	Idaho	1,917	15,423	12.4%
31	New Jersey	23,871	192,893	12.4%
32	Texas	33,780	285,085	11.8%
33	West Virginia	2,896	24,622	11.8%
34	Colorado	6,775	62,378	10.9%
35	New York	42,192	397,602	10.6%
36	Arizona	6,240	58,946	10.6%
37	Oklahoma	5,113	48,620	10.5%
38	Virginia	12,569	122,215	10.3%
39	Louisiana	6,272	61,237	10.2%
40	Nebraska	2,623	27,734	9.5%
41	Maryland	7,231	104,631	6.9%
42	South Dakota	754	10,997	6.9%
43	Florida	15,422	241,713	6.4%
44	New Mexico	1,169	21,677	5.4%
45	District of Columbia	747	13,980	5.3%
46	Montana	644	12,205	5.3%
47	Alaska	585	11,956	4.9%
48	North Dakota	420	9,686	4.3%
49	Wyoming	270	7,378	3.7%
50	Nevada	773	23,298	3.3%
51	Hawaii	690	22,663	3.0%
Total U.S.		644,862	4,662,699	13.8%

Annual Averages of Gross Hourly Earnings of Production Workers in Manufacturing 1980-1990

Year	CT	ME	MA	NH	RI	VT	NE	US
1990	11.54	10.59	11.39	10.83	9.46	10.53	11.13	10.84
1989	11.21	9.92	10.87	10.37	9.06	9.98	10.66	10.49
1988	10.78	9.31	10.41	9.97	8.64	9.47	10.20	10.18
1987	10.46	8.77	9.77	9.29	8.20	9.12	9.69	9.91
1986	10.07	8.65	9.24	8.77	7.90	8.83	9.26	9.73
1985	9.57	8.40	9.00	8.39	7.59	8.41	8.93	9.53
1984	9.22	8.06	8.50	7.86	7.33	8.03	8.51	9.19
1983	8.77	7.61	8.01	7.35	6.95	7.66	8.04	8.83
1982	8.24	7.22	7.58	6.95	6.61	7.35	7.61	8.49
1981	7.67	6.66	7.01	6.40	6.10	6.80	7.05	7.99
1980	7.09	6.01	6.51	5.87	5.59	6.14	6.50	7.28

Percent Change

1980-1990	62.8%	76.2%	75.0%	84.5%	69.2%	71.5%	71.2%	48.9%
1985-1990	20.6%	26.1%	26.6%	29.1%	24.6%	25.2%	24.6%	13.7%
1980-1985	35.0%	39.8%	38.2%	42.9%	35.8%	37.0%	37.4%	30.9%



**Ranking of States According to
Percent Change in Personal Income
1985 and 1990**

Rank	State	1990 (Millions of Dollars)	1985	Percent Change
1	Nevada	23,298	13,801	68.8%
2	Hawaii	22,663	14,589	55.3%
3	Maine	21,146	13,856	52.6%
4	Florida	241,713	158,411	52.6%
5	NEW HAMPSHIRE	23,147	15,340	50.9%
6	Vermont	9,889	6,621	49.4%
7	Maryland	104,631	70,154	49.1%
8	Washington	92,174	62,032	48.6%
9	North Carolina	108,396	72,987	48.5%
10	South Carolina	53,006	35,780	48.1%
11	Virginia	122,215	82,523	48.1%
12	Delaware	13,397	9,106	47.1%
13	Georgia	110,886	75,394	47.1%
14	California	619,381	422,608	46.6%
15	Oregon	49,198	33,951	44.9%
16	Connecticut	83,842	57,892	44.8%
17	New Jersey	192,893	133,333	44.7%
18	Tennessee	77,540	53,637	44.6%
19	Arizona	58,946	40,963	43.9%
20	Massachusetts	135,861	94,957	43.1%
21	Idaho	15,423	10,869	41.9%
22	New York	397,602	280,266	41.9%
23	Rhode Island	18,894	13,320	41.8%
24	Alabama	60,776	43,026	41.3%
25	South Dakota	10,997	7,811	40.8%
26	Minnesota	82,223	59,278	38.7%
27	Utah	24,199	17,512	38.2%
28	Pennsylvania	222,228	160,820	38.2%
29	Kentucky	55,351	40,102	38.0%
30	Illinois	233,661	169,968	37.5%
31	Indiana	93,805	68,338	37.3%
32	Wisconsin	86,147	62,900	37.0%
33	Mississippi	33,009	24,174	36.5%
34	Arkansas	33,389	24,838	34.4%
35	Michigan	171,003	127,250	34.4%
36	Ohio	190,720	141,972	34.3%
37	Montana	12,205	9,092	34.2%
38	Missouri	89,572	66,729	34.2%
39	New Mexico	21,677	16,238	33.5%
40	Nebraska	27,734	20,808	33.3%
41	Kansas	45,050	33,819	33.2%
42	Iowa	47,870	36,217	32.2%
43	Colorado	62,378	47,511	31.3%
44	Texas	285,085	220,711	29.2%
45	West Virginia	24,622	19,504	26.2%
46	District of Columbia	13,980	11,105	25.9%
47	Alaska	11,956	9,802	22.0%
48	Oklahoma	48,620	40,235	20.8%
49	Louisiana	61,237	50,679	20.8%
50	North Dakota	9,686	8,182	18.4%
51	Wyoming	7,378	6,537	12.9%
Total U.S.		4,662,699	3,317,548	40.5%

**Ranking of States According to
Percent Change in Per Capita Income
1985 and 1990**

Rank	State	1990 (Dollars)	1985	Percent Change
1	Hawaii	20,356	14,030	45.1%
2	Maine	17,175	11,913	44.2%
3	New Jersey	24,936	17,622	41.5%
4	South Dakota	15,797	11,182	41.3%
5	Connecticut	25,484	18,083	40.9%
6	New York	22,086	15,751	40.2%
7	Vermont	17,511	12,490	40.2%
8	South Carolina	15,151	10,831	39.9%
9	Massachusetts	22,569	16,145	39.8%
10	North Carolina	16,293	11,669	39.6%
11	Tennessee	15,866	11,374	39.5%
12	Idaho	15,249	10,933	39.5%
13	Alabama	15,021	10,830	38.7%
14	Kentucky	15,001	10,852	38.2%
15	Montana	15,270	11,056	38.1%
16	Mississippi	12,823	9,340	37.3%
17	Maryland	21,789	15,895	37.1%
18	Illinois	20,419	14,908	37.0%
19	Pennsylvania	18,686	13,661	36.8%
20	Rhode Island	18,802	13,746	36.8%
21	Virginia	19,671	14,438	36.2%
22	Delaware	20,022	14,726	36.0%
23	Oregon	17,196	12,702	35.4%
24	NEW HAMPSHIRE	20,827	15,389	35.3%
25	Indiana	16,890	12,516	34.9%
26	Georgia	17,049	12,643	34.8%
27	Iowa	17,218	12,797	34.5%
28	West Virginia	13,755	10,227	34.5%
29	Nebraska	17,549	13,129	33.7%
30	Washington	18,775	14,096	33.2%
31	Arkansas	14,188	10,672	32.9%
32	District of Columbia	23,243	17,499	32.8%
33	Ohio	17,564	13,224	32.8%
34	Florida	18,530	13,954	32.8%
35	Wisconsin	17,560	13,247	32.6%
36	Minnesota	18,731	14,165	32.2%
37	Utah	13,993	10,658	31.3%
38	Nevada	19,035	14,510	31.2%
39	Michigan	18,360	14,018	31.0%
40	Missouri	17,472	13,344	30.9%
41	Kansas	18,162	13,930	30.4%
42	California	20,677	15,981	29.4%
43	Colorado	18,890	14,805	27.6%
44	Louisiana	14,542	11,495	26.5%
45	New Mexico	14,265	11,288	26.4%
46	North Dakota	15,215	12,085	25.9%
47	Oklahoma	15,457	12,298	25.7%
48	Wyoming	16,314	13,081	24.7%
49	Arizona	16,012	12,866	24.5%
50	Texas	16,716	13,562	23.3%
51	Alaska	21,688	18,405	17.8%
Total U.S.		18,691	13,942	34.1%

**Trend of Personal Income in New Hampshire,
New England, and the United States 1980, 1985, and 1990**

	<u>Personal Income</u>			<u>Percent Increase</u>		
	<u>1990</u>	<u>1985</u>	<u>1980</u>	<u>1980-90</u>	<u>1985-90</u>	<u>1980-85</u>
	(Millions of Dollars)					
NEW HAMPSHIRE	\$23,147	\$15,340	\$7,528	207.5 %	50.9 %	103.8
Connecticut	83,842	57,892	35,995	132.9	44.8	60.8
Maine	21,146	13,856	8,731	142.2	52.6	58.7
Massachusetts	135,861	94,957	57,981	134.3	43.1	63.8
Rhode Island	18,894	13,320	8,727	116.5	41.8	52.6
Vermont	9,889	6,621	4,081	142.3	49.4	62.2
United States	4,662,699	3,317,548	2,156,709	116.2	40.5	53.8
New England	292,779	201,986	124,027	136.1	45.0	62.9
Middle Atlantic	812,723	574,419	370,858	119.1	41.5	54.9
East North Central	775,336	570,428	405,167	91.4	35.9	40.8
West North Central	313,132	232,844	158,091	98.1	34.5	47.3
South Atlantic	792,846	534,964	327,508	142.1	48.2	63.3
East South Central	226,676	160,939	109,044	107.9	40.8	47.6
West South Central	428,331	336,463	214,396	99.8	27.3	56.9
Mountain	225,504	162,523	103,534	117.8	38.8	57.0
Pacific	795,372	542,982	344,084	131.2	46.5	57.8

**Trend of Per Capita Income in New Hampshire,
New England and the United States 1980, 1985, and 1990**

	<u>Per Capita Income</u>			<u>Percent Increase</u>		
	<u>1990</u>	<u>1985</u>	<u>1980</u>	<u>1980-90</u>	<u>1985-90</u>	<u>1980-85</u>
	(Dollars)					
NEW HAMPSHIRE	\$20,827	\$15,389	\$9,788	112.8 %	35.3 %	57.2 %
Connecticut	25,484	18,083	10,296	147.5	40.9	75.6
Maine	17,175	11,913	6,959	146.8	44.2	71.2
Massachusetts	22,569	16,145	9,014	150.4	39.8	79.1
Rhode Island	18,802	13,746	8,200	129.3	36.8	67.6
Vermont	17,511	12,490	7,266	141.0	40.2	71.9
United States	18,691	13,942	9,919	88.4	34.1	40.6
New England	22,143	15,852	10,028	120.8	39.7	58.1
Middle Atlantic	21,597	15,470	10,069	114.5	39.6	53.6
East North Central	18,427	13,771	9,715	89.7	33.8	41.8
West North Central	17,701	13,379	9,190	92.6	32.3	45.6
South Atlantic	18,112	13,320	8,818	105.4	36.0	51.1
East South Central	14,916	10,749	7,431	100.7	38.8	44.7
West South Central	16,004	12,802	8,979	78.2	25.0	42.6
Mountain	16,437	12,755	9,059	81.4	28.9	40.8
Pacific	20,192	15,474	10,777	87.4	30.5	43.6

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Location	Emp. Status or Exchange FY Parent Sales NH Sales Range
1. Digital Equipment Corporation 140 Main Street Maynard, MA 01754-2571 Kenneth H. Olsen, President & Director Mfr: networked computer systems, software & services	Digital Equipment Corporation Confidential Blvd. Merrimack, NH 03054 Russell A. Gullotti, NH Host VP	508-493-5111/493-8780 603-884-5111/884-5111 7560-5	NYSE:PUBLIC-DEC 06/23/91-113,911 million N/A
2. Lockheed Corporation 4500 Park Granada Blvd. Culbassas, CA 91299 Daniel M. Tellep, Chairman/CEO Broad range of defense electronics	Lockheed Sanders Inc. Daniel Webster Highway So., P.O. Box 0868 Nashua, NH 03061-0868 Dr. John R. Krelick, President	818-712-7000/712-7329 603-885-4321/885-3655 5000-6	NYSE:UK 12/31/90-19,958 billion 1500-750 million
3. General Electric Company 3335 Eason Yamphe Fairfield, CT 06421 John F. Welch, Jr., CEO Mfr: electric motors (powerworth), jet engine components (Rockwell)	GE Meter & Control 130 Main Street Somersworth, NH 03081 Steven Spedter, General Manager	203-373-2210/373-2870 603-482-8100/749-6140 2500-2	NYSE:Boston:UK-GE 12/31/90-156,418 billion 1100-250 million
4. Tektronix Inc. 40 Westminster Street, P.O. Box 878 Providence, RI 02901 B.J. Dolan, Chairman/CEO Instruments, panels, automotive (Am)	Davidson Interlog Tim/Textron Industrial Park, P.O. Box 1504 Dover, NH 03820-1504 Richard J. Fenner, President	603-421-2800/421-2878 603-742-0770/743-2383 2300-2	NYSE:Midwest:TKT 12/31/90-11,917 billion 1150-200 million
5. Timken Company, The 1835 Durbin Avenue SW Canton, OH 44706-2798 W.R. Timken, Jr., Chairman Precision ball & roller bearings	ATPS Corporation Precision Park Rene, NH 03451 Thomas J. Wrigg, President	216-438-3000/438-3452 603-352-6100/357-6691 1900-3	NYSE:TKR 12/31/90-11,701 billion 1000-125 million
6. GTE Corporation One Stamford Forum Stamford, CT 06904 James L. Johnson, Chairman/CEO Mfr: various lighting & lamp products	GTE Sylvania Automotive Miniature Lighting 275 West Main Street Hillsboro, NH 03244 S. Donald McCullough, Manager	203-955-2000/955-2436 603-464-3833/464-7490 1873-5	NYSE:NY:GTE 12/31/90-118.4 billion N/A
7. James River Corporation of Virginia Tiger Street P.O. Box 2218 Richmond, VA 23219 Robert C. Williams, President/CEO Paper & corrugated products	James River/Norfolk Communication Papers Div. 650 Main Street Berlin, NH 03570 John F. Shank, Area VP/CM	804-644-6411/649-4415 603-312-4100/Ext. 3261 1875-3	NYSE:JR 12/31/90-13,391 billion 1100-250 million
8. Freudenberg-NOK (U.S. HQ) 47690 East Anchor Court Plymouth, MI 48170 Joseph C. Day, President/CEO Custom molded rubber & plastic products	Freudenberg-Division I Seals & Molded Prod. Group P.O. Box B Route 104 West Bristol, NH 03222 Dale F. Hinzey, President	313-451-0020/451-0125 603-749-2281/744-8722 1400-5	Private:N/A 12/31/90-494 100-250 million
9. Seneca Corporation 200 Park Avenue New York, NY 10166 Norman E. Alexander, Chairman/CEO Astronic instruments & variety of military technology	Kollman 220 DW Highway Merrimack, NH 03054 Ronald H. Wright, President	212-686-5500/370-1908 603-889-2500/N/A 1278-1	NYSE:SOA 12/31/90-12,221 billion 1210-215 million
10. Nashua Corporation 44 Franklin Street Nashua, NH 03061 Charles E. Clough, Chairman/CEO Coated paper products, computer products, office products & mod order photofinishing services	Nashua Corporation Corporate Headquarters 44 Franklin Street Nashua, NH 03061 Charles E. Clough, Chairman/CEO	603-880-2323/880-5671 603-880-2323/880-5671 1250-5	NYSE:NSH 12/31/90-1389,461 million 5250-500 million
11. Sturm, Ruger & Company, Inc. One Ledy Place Southport, CT 06490 William B. Ruger, Sr., Chairman/Founder/CEO Investment castings, sporting firearms	Sturm, Ruger & Company, Inc.-Mfg. Div. Gulf Road Newport, NH 03773 William B. Ruger, Jr., President	203-259-7844/259-6628 603-863-3300/863-3253 1132-3	NASDAQ:AGR 12/31/90-1135,483 million 175-100 million
12. HADCO 10 Manor Parkway Salem, NH 03079 Patrick Sweeney, President/CEO Plated metal parts	HADCO 10 Manor Parkway Salem, NH 03079 Patrick Sweeney, President/CEO	603-875-6000/875-6227 603-875-6000/875-6227 1100-3	NASDAQ:HDCC 10/29/90-116,500 million 175-100 million
13. Minebea Co., Ltd. 2-3-1 Honcho, Kariya-Ogawa-machi, Chiyodai-ku, Tokyo 100, Japan Goro Ogino, President Precision ball bearings & aerospace bearings, hi-tech com- ponents, rod ends, bushings	New Hampshire Ball Bearings Inc. Jeffrey Road Peterborough, NH 03158 Michael Sander, President	603-329-9251/N/A 603-924-3311/N/A 1025-2	Tokyo SE:N/A 09/30/90-263,436 billion 100-150 million
14. Cabletron Systems, Inc. 35 Industrial Way P.O. Box 6257 Rochester, NH 03867-6257 S. Robert Levine, President/CEO Network management, products, hardware/software components for local networking, design	Cabletron Systems, Inc. 35 Industrial Way P.O. Box 6257 Rochester, NH 03867-6257 S. Robert Levine, President	603-332-7400/332-6676 603-332-7400/332-6676 1000-3	NYSE:CS 02/28/91-1190,528 million 1150-200 million
15. Teradyne 321 Main Avenue Boston, MA 02118 Alex Warshawski, President Electronic connection systems	Teradyne Connection Systems 44 Leman Street Nashua, NH 03060 George Chambliss, Manager	617-462-2700/330-3051 603-889-5156/889-3464 910-1	NYSE:TER 12/31/90-1498,877 million 150-100 million
16. Hinchey Manufacturing Co. Inc. P.O. Box 2001 Milford, NH 03055-2001 Nicholas Babich, President/CEO Foundry; investment castings	Hinchey Manufacturing Co. Inc. P.O. Box 2001 Milford, NH 03055-2001 Nicholas Babich, President/CEO	603-673-1100/673-5926 603-673-1100/673-5926 930-1	Private:N/A 12/31/90-187 million 180-85 million

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Locations	Corp. Ticker or Exchange FY Parent Sales NH Sales Range
12. Harvard Industries Central Avenue Farmington, NJ 07727 Dr. William Hurley, Owner Automotive window seals	Kinston/Verich Corporation Route 85 Newfields, NH 03865 Roger Burrows, President	201-938-9000-NIA 603-772-3771-NIA 827-1	Private-NIA 12/31/90-NIA NIA
16. Raytheon Company 141 Spring Street Lexington, MA 02173 Thomas L. Phillips, Chairman/CEO Smart munitions, mobile radars, missile systems	Raytheon Missile Systems Division 676 Island Pond Road Manchester, NH 03103 Robert McGurrin, Mgr. Missile Systems	617-862-8600/860-2172 603-658-1600/624-3056 800-3	NYSE:RAY 12/31/90-\$9.267 billion NIA
19. Heidelberger Druckmaschinen AG Kurfuersten-Anlage 52-60 D-6900 Heidelberg Deutschland Board of Directors Web offset presses	Heidelberg Harris, Inc. 121 Broadway Dover, NH 03820 Klaus G. Ledner, Chairman	011-49-6221-920-NIA 603-749-6000/749-3301 750-2	German SE-NIA 12/31/90-NIA \$250-500 million
20. Tyco Laboratories Inc. One Tyco Park Exeter, NH 03833 John F. Fort, Chairman/CEO Undersea telecommunications cable	Tyco Laboratories Inc. One Tyco Park Exeter, NH 03833 John F. Fort, Chairman/President	603-778-9700/778-7700 603-778-9700/778-7700 750-2	NYSE:TYCO 06/30/91-\$1.107 billion \$3-3.5 billion
21. Markem Corporation 150 Congress Street Keene, NH 03431 Joseph Baure, Chairman Manufacturer: in-plane printing, systems & supplies, hot mark code & decorative products world wide	Markem Corp. 150 Congress Street Keene, NH 03431 Joseph Baure, Chairman	603-352-1130/357-8871 603-352-1130/357-8871 738-1	Private-NIA 12/31/90-NIA NIA
22. Wints Industries, Inc. Route 114 & Chestnut Street Box 628 North Andover, MA 01847 Timothy P. Horne, Chairman/CEO Plumbing & heating valves, backflow eliminators.	Watts Regulator Company Webster Valve Div. South Main Street, P.O. Box 431 Franklin, NH 03235 Timothy P. Horne, President	508-688-0449/688-2976 603-934-5110/934-1890 680-2	NASDAQ:WATTA 06/30/91-\$150,780 million \$75-100 million
23. Anheuser-Busch Companies, Inc. One Busch Plaza St. Louis, MO 63118 August Busch III, Chairman/President Brewer, eight brands of beer; Parent engaged in brewing, food processing, containers, entertainment, etc.	Anheuser-Busch Co. P.O. Box 610 Merrimack, NH 03054 Rouney S. Hansen, Jr., Plant Manager	314-577-2000-NIA 603-889-6631-NIA 600-1	NYSE:London SE-NIA/NEUS 12/31/90-\$11.811 billion \$250-500 million
24. Hewlett Packard Company 3000 Hanover Street Palo Alto, CA 94304 John A. Young, President/CEO Computers & related products	Hewlett Packard Co. Exeter Computer Mfg. 100 Domain Drive Exeter, NH 03833 John Kerney, Operations Manager	415-857-1501-NIA 603-772-1500-NIA 600-1	NYSE, London-HP 10/31/90-\$13.485 billion NIA
25. Vetro Industries N.V. (LLS HQ) # 406 Brown Avenue Manchester, NH 03108 A. John Holton, Deputy Chairman Mfg. Vetro brand fasteners	Vetro USA Inc. 406 Brown Avenue Manchester, NH 03108 K. Theodore Kranz, President	603-669-4880-NIA 603-669-4880-NIA 600-1	NASDAQ, Montreal VETCRO 09/30/90-\$105.351 million \$100-110 million
26. Sprague Technologies Inc. 4 Stamford Forum Stamford, CT 06901 Edward F. Kosnik, President/CEO Electric components, capacitors, sensors	Sprague Electric Co. 70 Pembroke Road Concord, NH 03301 Michael Laney, General Manager	203-964-8500/764-8568 603-224-1561/224-1428 585-2	NYSE:SPG 12/31/90-\$315.6 million \$30-40 million
27. Moore Corporation Limited P.O. Box 78, 1 First Canadian Place Toronto, ON M5X 1G5 Keith Goodrich, President/CEO Printed business forms, labels, mailing systems & equipment	Moore Business Forms & Systems Division 2060 Brown Avenue Manchester, NH 03103 Leonard Reichenbach, Plant Manager	416-258-2600/564-7667 403-465-6530/669-9246 550-2	NYSE, Toronto-MCL 12/31/90-\$27.769 billion \$100-250 million
24. Smith Industries plc 785 Finchley Road Chiles Hill, London England, NW11 8DS UK F. Roger Hum, CEO/Managing Director Sterile disposable hospital supplies, including catheters	Concord/Pontex (SIMS, Inc.) P.O. Box 724 Keene, NH 03431 David S. Buyer, President	441-458-3732-NIA 603-357-3812/357-5038 550-1	London SE-NIA 08/01/90-\$1.2 billion \$50-75 million
29. MIA-COM, Inc. 5 Omni Way Chelmsford, MA 01824 Thomas Vanderstee, Chairman/CEO Defense contractor, electronic systems & subassemblies	MIA COM Control Components Division 21 Conisental Blvd. Merrimack, NH 03054 John J. Lynch, General Manager	617-777-9600/221-5555 603-424-4111-NIA 545-2	NYSE/Boston-MAI 09/29/90-\$374.719 million \$50-75 million
30. K.W. Thompson Tool Company, Inc. Farmington Road Box 5002 Rochester, NH 03867 Robert Gustafson, President Sporting firearms, investment castings	Thompson Center Arms Farmington Road Rochester, NH 03867 Robert Gustafson, President	603-332-2333/332-5183 603-332-2353-NIA 525-2	Private-NIA 12/31/90-\$28 million \$25-32 million
31. Ingersoll Rand Company 200 Chestnut Ridge Road Woodcliff Lake, NJ 07675 Theodore H. Black, Chairman/Pres./CEO Machines for the pulp industry	Ingersoll Rand Company IMPCO Division 150 Burke Street Manchester, NH 03060 Larry Rich, Plant Manager	201-573-0123-NIA 603-882-2711-NIA 490-1	NYSE-IR 12/31/90-\$3.737 billion \$50-75 million
32. Framatone Tour Fiat-Cedex 16 92081 Paris-La Defense France Jean Claude Leny, CEO Electrical connectors & tubing	Burndy Corp. U.S. Electrical Division 47 East Industrial Park Dr. P.O. Box 9500 Manchester, NH 03108-9500 John Mayo, VP/General Manager	351-4276-1144-NIA 603-647-5000/647-4265 480-3	Private-NIA 12/31/90-\$1.8 billion \$50-75 million

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Locations	Corp. Status or Exchange FY: Parent Sales NH Sales Range
33. Hawker-Siddeley Group, plc. 18 St. James Square London England, UK SW1Y 1J1 Dr. Alan Watkins, CEO Potentiometers, trimmers, resistors	Charleston One Washington Street P.O. Box 507 Dover, NH 03820-1507 James Horne, President	44-71 627-7718-NIA 603-742-1120/742-0481 470-2	London SE-NIA 1991/90-132.111 billion \$30-40 million
34. Bailey Corporation P.O. Box 307 Seabrook, NH 03874 Roger Phillips, President Molded plastic products for automotive exterior trim	Bailey Corporation P.O. Box 307 Seabrook, NH 03874 Roger Phillips, President	603-474-3011/474-8749 603-474-3011/474-8749 453-1	Boston-BAILEY 07/31/90-\$32.241 million \$30-40 million
35. C.R. Bard Inc. 730 Central Avenue Murray Hill, NJ 07974 George J. Maloney, Chairman/CEO Diagnostic heart catheters	C.R. Bard Inc. USCI Division Route 12 Fitzwilliam, NH 03447 Dennis Weinger, Plant Manager	201-277-8000/277-8240 603-585-4513-NIA 450-1	NYSE-BCR 12/31/90-\$785.300 million 125-50 million
36. Beede Electrical Instruments Co. Inc. 175 South Main Street Pensacook, NH 03303 Walter Peitauer, President/CEO Measuring instruments, meters & electrical indicators	Beede Electrical Instruments Co. Inc. 175 South Main Street Pensacook, NH 03303 Walter Peitauer, President/CEO	603-753-6362/753-6201 603-753-6362/753-6201 440-1	Private-NIA 12/31/90-NIA NIA
37. Kingsbury Corp. 80 Laurel Street P.O. Box 2020 Keene, NH 03431 James Koontz, President/CEO Custom metal turning, assembly & vertical CNC machining centers	Kingsbury Corp. P.O. Box 2020 80 Laurel Street Keene, NH 03431 James Koontz, President/CEO	603-852-6212/352-8789 603-852-6212/352-8789 430-1	Private-NIA 12/31/90-NIA NIA
38. Annalee Mobilitee Dolls Inc. Reservoir Road P.O. Box 708 Meredith, NH 03253 Townsend Thorsdike, President/CEO Felt & wire display dolls/retail gift shop in North Conway	Annalee Mobilitee Dolls Inc. P.O. Box 708 Reservoir Road Meredith, NH 03253 Townsend D. Thorsdike, Chairman	603-279-3333/279-6654 603-279-3333/279-6654 400-2	Private-NIA 12/31/90-NIA NIA
39. New England Business Service, Inc. db/a NEBS 500 Main Street Grafton, MA 01471 Burt Calder, President/CEO Manufacturer & supplier of business forms & related office supplies	New England Business Service, Inc. db/a NEBS 49 Vase Farm Road Peterborough, NH 03458 Bruce Broussard, Manager	508-448-6111/448-9320 603-924-7201/924-9364 370-2	NASDAQ-NEBS 06/28/91-\$121.838 million \$75-100 million
40. Jahni-Gobain (CertainTeed-411, Subsidiary) Les Miroirs 18, avenue d'Alsace F-82400 Coulberville France Jean-Louis BEFFA, Chairman/CEO Abrasives	Norton Company Powers Street Milford, NH 03535 Theodore Covert, President	331-47623000-NIA 603-673-7560-NIA 354-4	Paris SE-SG 12/31/90-\$69,070 billion NIA
41. AAVID Engineering, Inc. One Kool Path P.O. Box 900 Laconia, NH 03247 Allen Beane, President Heat sinks, standard stamped extrusions, solutions to thermal problems	AAVID Engineering Inc. Box 400 Laconia, NH 03247 Allen Beane, President	603-528-3400/528-1428 603-528-3400/528-1428 350-1	Private-NIA 12/31/90-NIA NIA
42. Janco, Inc. P.O. Box 857 Dover, NH 03820-0857 Andrew E. Janetas, President Manufactures printed circuit boards; assembly & testing; custom fabricated plastic parts	Janco Inc. P.O. Box 857 Dover, NH 03820 Andrew E. Janetas, President	602-742-1581/749-0282 603-742-1581/749-0282 350-3	Private-NIA 12/31/90-\$28.2 million 125-30 million
43. L.W. Packard & Company, Inc. 6 Mill Street Ashtand, NH 03217 John L. Gindgen, President Manufacturer of woven cloth	L.W. Packard & Company, Inc. 6 Mill Street Ashtand, NH 03217 John L. Gindgen, President	603-968-3351/968-7649 603-968-3351/968-7649 250-1	Private-NIA 07/30/90-\$23,275 million \$20-25 million
44. Union Leader Corporation 100 William Loeb Drive P.O. Box 9555 Manchester, NH 03108-9555 Nackey S. Loeb, President/Publisher Publisher of daily & Sunday newspaper	Union Leader Corp. 100 William Loeb Drive P.O. Box 9555 Manchester, NH 03108-9555 Nackey S. Loeb, President/Publisher	603-668-4321/668-0382 603-668-4321/668-0382 350-1	Private-NIA 09/30/90-\$36.1 million \$35-40 million
45. National Sea Products Ltd. P.O. Box 2130 Halifax, Nova Scotia Canada, B3J2B7 W.O. Morlow, Chairman/CEO Mar. processed (frozen) fish products, raw fish fillets, shrimp	National Sea Products, Inc. 284 Cleary Road P.O. Box 721 Greenland, NH 03840 L.A. Peterson, President/CEO	902-422-9381/423-7637 603-431-5385/431-8571 344-2	Montreal/NYSE-NSP 12/31/90-\$528 million \$100-250 million
46. W.R. Grace & Company Grace Plaza 1116 Avenue of the Americas New York, NY 10036-7794 J. Peter Grace, Chairman Specialty chemicals	W.R. Grace & Co-Conn. Organic Chemicals Div. 2 Spitznack Road Madura, NH 03060 Michael J. Ferrier, Plant Manager	212-819-5500-NIA 603-858-3370/868-1468 320-1	NYSE-WRG 12/31/90-\$6,754 billion \$100-200 million
47. Salem Screen Printers, Inc. One Delaware Drive Salem, NH 03079 Kyle Nagel, President Silk screening; retail branded sportswear	Salem Screen Printers, Inc. One Delaware Drive Salem, NH 03079 Kyle Nagel, President	603-893-8808/893-4980 603-893-8808/893-4980 315-6	Private-NIA 08/31/90-\$47,289 million \$45-50 million

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Location	Corp. TRUCK or Exchange FY/Parent Sales NH Sales Range
48. Cookson Group plc 130 Wood Street London England, UK EC2V 5EQ M.J.G. Henderson, Chairman/Group CEO Mfr. fiberglass, reinforced epoxy	Polyclad Laminates Inc. Industrial Park Drive Franklin, NH 03235 Michael L. Amalfitano, President	071-606-4400/606-2851 603-934-5642/934-2670 310-2	London SE-NIA 12/31/90-1.935 billion N/A
49. Granite State Packaging Company (Jac-Pac Foods) P.O. Box 5220 Manchester, NH 03108-5220 Irwin Muskat, President Manufacturer: portion controlled red meat products	Granite State Packaging Company (Jac-Pac Foods) P.O. Box 5220 Manchester, NH 03108-5220 Irwin Muskat, President	603-669-3300-NIA 603-669-3300-NIA 310-1	Private-NIA 10/27/90-187 million \$85-90 million
50. Penn Central Corporation One East Fourth Street Cincinnati, OH 45202 Carl H. Lindner, Chairman/CEO Extension cords/Parent: diversified	Carol Cable Company 345 McGregor Street Manchester, NH 03102 Dave Meuts, Plant Manager	513-579-6600-NIA 603-668-1620-NIA 450-3	NYSE-PEN 12/31/90-12.154 billion N/A
51. AT&T 150 Madison Avenue Room 2500-P10 New York, NY 10023-3297 Robert E. Allen, Chairman/CEO Telecommunications, product & services	AT&T Business Sales Division 4 Bedford Farms Bedford, NH 03102 Donald Dague, Systems Branch Mgr.	212-605-5500-NIA 603-623-1001/623-2342 300-15	NYSE-ATT 12/31/90-137.285 billion \$100-250 million
52. Hypertherm, Incorporated Etra Road P.O. Box A-10 Hanover, NH 03755 Richard W. Couch, Jr., President Plasma arc cutting systems	Hypertherm, Incorporated P.O. Box A-10 Etra Road Hanover, NH 03755 Richard W. Couch, Jr., President	603-643-3441/643-3352 603-643-3441/643-3352 300-1	Private-NIA 12/31/90-130 million plus \$30-40 million
53. Thermadyne Holdings 101 South Hanley Road Suite 300 St. Louis, MO 63105 James N. Mills, Chairman/President Plasma cutting & welding equipment	Thermal Dynamics Industrial Park #2 West Lebanon, NH 03784 Nat S. Hanson, CEO	314-721-5573/721-4862 603-298-5711/298-5720 300-1	Private-NIA 12/31/90-NIA N/A
54. Timberland Company, Inc. 11 Merrill Drive P.O. Box 5050 Hampton, NH 03842-5050 Sidney W. Swartz, Chairman/CEO Mfr. footwear, waterproof boots	Timberland Company, Inc. 11 Merrill Drive P.O. Box 5050 Hampton, NH 03842-5050 Sidney W. Swartz, Chairman/CEO	603-926-1600-NIA 603-926-1600-NIA 300-1	AMEX-TBL 12/31/90-\$196.319 million N/A
55. Troy Mills Inc. 18 Monadnock Street Troy, NH 03465 Barrett F. Ripley, President/CEO Automotive textile fiber products	Troy Mills Inc. 18 Monadnock Street Troy, NH 03465 Barrett F. Ripley, President/CEO	603-242-7711/242-3026 603-242-7711/242-3026 300-1	Private-NIA 10/27/90-\$39.510 million \$20-30 million
56. Frank W. Whitcomb Construction, Corp. P.O. Box 1000 Wolpole, NH 03608 Frank L. Whitcomb, President General contractor: construction materials manufacturer, road const., paving, bridge construction	Frank W. Whitcomb Construction Corporation P.O. Box 1000 Wolpole, NH 03608 Frank L. Whitcomb, President	603-445-5555/445-5307 603-445-5555/445-5307 300-1	Private-NIA 12/31/90-\$37.617 million \$35-40 million
57. Summit Packaging Systems, Inc. Grenier Field, Ammon Drive P.O. Box 5304 Manchester, NH 03108 Gordon Gilroy, President Aerosol can valves	Summit Packaging Systems, Inc. P.O. Box 5304 Grenier Field, Ammon Drive Manchester, NH 03108 Gordon Gilroy, President	603-669-5410-NIA 603-669-5410-NIA 294-1	Private-NIA 12/31/90-NIA N/A
58. Sybron Acquisitions Company 41 East Union Street, 2nd Floor Milwaukee, WI 53202 Kenneth F. Yost, Chairman/Pres/CEO Microscope slides, photo films, a variety of labora- tory products	Eric Scientific Company Portsmouth Industrial Park Portsmouth, NH 03851 Frank Jellinek, Jr., President	614-274-6600-NIA 603-431-8410-NIA 292-1	Private-NIA 09/30/90-\$250 million plus N/A
59. Unibrada Corporation 8 Suburban Park Drive Billerica, MA 01821 Robert Gable, Chairman/CEO Mfr. power management integrated circuitry used to control power supplies	Unibrada Integrated Circuits Corp. 7 Continental Blvd. Merrimack, NH 03054 Dennis Peasnell, VP/Integrated Circuits	508-667-9500/667-5878 603-424-2414/424-2254 290-1	NYSE-UIR 01/31/90-\$127 million \$40-50 million
60. TI Group plc World Operations HQ Lambourn Park Abingdon, Oxon OX14 1UH England, UK Christopher Lewington, Chairman/CEO Fabricates precision components in stainless steel, nickel, titanium & other alloys for aerospace	Lewis & Saunders, Inc. 93 Lexington Drive P.O. Box 678 Laconia, NH 03246 Herman Hinterhauser, President	011-44-735-555207-NIA 603-524-7064/524-5830 286-1	London-TI 12/31/90-\$2 billion \$20-30 million
61. NMC Group plc 142 Buckingham Palace Road London SW 1 England, UK Norman Gordon, Mng. Director Paperboard packages, folding cartons	Universal Packaging Corporation P.O. Box 918 Concord, NH 03302 Jack R. Hunton, President	011-44-1730-9202-NIA 603-224-2332-NIA 780-1	London SE-NMC 09/30/91-1.2 billion plus N/A
62. Tillotson Corporation 87 Commercial Ward Boston, MA 02110 Neil Tillotson, President Rubber surgical gloves	Tillotson Rubber Co Route 1, Box 2000 Disville North, NH 02149 Thomas Tillotson, Vice President	617-221-7293-NIA 603-255-3181-NIA 280-1	Private-NIA 12/31/90-\$20 million plus N/A
63. Tambrands, Inc. One Marcus Avenue P.O. Box 7001 Lake Success, NY 11042 Martin E.C. Emmett, Chairman/CEO Sanitary napkins	Tambrands, Inc. P.O. Box 858 Claremont, NH 03741 N/A	516-338-8300-NIA 603-542-5103-NIA 270-1	NYSE-PAC/TMB 12/31/90-1631.511 million N/A

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Parent Company Parent HQ Parent CEO	NH HQ of Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Location	Corp. Status or Exchange FY/Parent Sales NH Sales Range
64. CRH plc 42 Fitzwilliam Square Dublin 2 Ireland Anthony D. Barry, CEO Mfr: aggregate products, asphalt Contractor: excavation, road repair	Pike Industries, Inc. U.S. Etc. 3, RFD #2 Box #1 Tilton, NH 03276 Randolph K. Pike, President	01-788-1447/65013 603-286-4324/286-8102 266-1	Dublin/NASDAQ-CRH 12/31/90-\$2.758 billion \$26-30 million
65. Hillenbrand Industries, Inc. Highway 46 Batesville, IN 47006 August Hillenbrand, CEO Bursal caskets/Parents: health care, insurance & durable goods	Batesville Casket Palm Street Nashua, NH 03060 Ralph Jelic, President	812-934-7000/934-7613 603-886-6300-N/A 260-1	NYSE-HB 12/31/90-\$1,067 billion N/A
66. Colby Footwear, Inc. 15 Oak Street Gonic, NH 03867 Matthew Kressner, President Shoes	Colby Footwear, Inc. 15 Oak Street Gonic, NH 03867 Matthew Kressner, President	603-332-2282-N/A 603-332-2282-N/A 250-1	Private-N/A 12/31/90-N/A N/A
67. Concord Litho Company Inc. 92 Old Turnpike Road Concord, NH 03301-0464 James D. Cook, Chairman/CEO Commercial printing, direct mail	Concord Litho Company Inc. 92 Old Turnpike Road Concord, NH 03301 James D. Cook, President	603-225-3328/225-6120 603-225-3328/225-6120 250-1	Private-N/A 12/31/90-\$39.3 million \$30-35 million
68. Dartmouth Printing Company 69 Lyme Road Manchester, NH 03755 Stuart V. Smith, President Mfr: publication printing on web offset [magazines]	Dartmouth Printing Company 69 Lyme Road Manchester, NH 03755 Stuart V. Smith, President	603-643-2220/643-5408 603-643-2220/643-5408 250-2	Private-N/A 05/31/91-\$24 million \$20-25 million
69. Globe Manufacturing Company, Inc. 10 Route 28 & London Road Pittsfield, NH 03263-0128 George E. Freese, Jr., President Manufacturer of firefighters' protective clothing: EMT jackets, vests, gloves, suspenders, shields	d/b/a Globe Firefighters' Suits London Road & Route 28 Pittsfield, NH 03263-0128 George E. Freese, Jr., President	603-435-8323/435-4388 603-435-8323/435-4388 250-1	Private-N/A 12/31/90-\$25 million \$25-30 million
70. Pratt-Read & Company Main Street Ivoryton, CT 06442 H.B. Comstock, President Mfr: wood products, lumber	Allen-Rogers Company 54 Water Street Laconia, NH 03246 Robert Pegg, President	203-767-8282-N/A 603-524-2060-N/A 250-2	Private-N/A 12/31/90-\$18A N/A
71. Wyman-Gordon Investment Castings, Inc. 11 105 Madison Street Worcester, MA 01615-0067 John M. Nelson, Chairman/CEO NH: investment castings	Wyman Gordon Investment Castings Granite Street Tilton, NH 03276 Fred W. Smith, GM/VP	508-756-5111-N/A 603-288-4301-N/A 250-1	NASDAQ-WYMN 12/31/90-\$405.381 million \$20-30 million
72. Dowty Group plc Arie Court, Cheltenham Gloucestershire England G510PT UK A.N. Thelcher, CEO Mfr: automotive, aircraft & industrial diaphragms	DowtyPalmer-Chenard Industries 366 Route 75 Somersworth, NH 03878 Albert B. Palmer, President	N/A 603-926-7400/897-7296 240-1	London SE-N/A 03/31/91-\$1,338 million \$10-20 million
73. Pendleton Woolen Mills 220 Northwest Broadway P.O. 3030 Portland, OR 97208-3030 Stoughton Bishop, President Men & women's apparel fabrics	Dorr Woollens Box 87 Guild Road Guild, NH 03754 Henry Johnson, Plant Manager	603-226-4801-N/A 603-863-1195/863-6596 240-1	Private-N/A 12/31/89-\$2A N/A
74. Monadnock Paper Mills, Inc. Artem Road Bennington, NH 03442 Richard G. Verney, Chairman/CEO Manufacturer of printing papers & specialty technical papers	Monadnock Paper Mills, Inc. Artem Road Bennington, NH 03442 Richard G. Verney, Chairman	603-588-3311/588-3158 603-588-3311/588-3158 235-1	Private-USA 12/31/90-\$44,415 million \$40-45 million
75. Great American Management & Invest. Inc. 11 2 N. Riverside Plaza Chicago, IL 60606 Samuel Zell, CEO/Pres./Chairman Mfr: medium voltage underground & overhead power cable & accessories	Hendrix Wire & Cable Company Old Wilton Road Milverton, NH 03055 James T. Lawson, President	317-908-8700-N/A 603-673-2040/673-1477 225-1	NASDAQ-GAMI 07/31/91-\$2,092 billion \$50-75 million
76. Meggitt Holdings plc 11 Fairs House, Cowgreen Wombourne, Dorset England, UK BH21 4EL K.H. Coates, Group Managing Director Mfr: aerospace components for defense industry	Meggitt Aerospace-US, HO (Airtex Ind. Inc.) 540 Commercial Street Manchester, NH 03101-1120 Richard Sibole, President	01-0207-881141-N/A 603-669-0940/669-0931 225-2	London SE-N/A 12/31/90-\$394,341 million N/A
77. Process Engineering Inc. 145 Main Street P.O. Box 467 Pleasanton, NH 03865-0467 Kenneth L. Paul, President Manufacturer of cryogenic storage tanks & transport equipment; chemical plant equipment	Process Engineering Inc. 145 Main Street P.O. Box 467 Pleasanton, NH 03865-0467 Kenneth L. Paul, President	603-382-6551/382-2139 603-382-6551/382-2139 225-1	Private-N/A 06/30/91-\$21.155 million \$20-25 million
78. Blakes Creamery, Inc. 46 Millford Street Manchester, NH 03102 Bill Gaudes, President Dairy products, restaurants	Blakes Creamery, Inc. 46 Millford Street Manchester, NH 03102 Bill Gaudes, President	603-623-7242-N/A 603-623-7242-N/A 220-6	Private-N/A 12/31/90-N/A N/A

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Parent Phone/Fax NH Phone/Fax NH Employees/Location	Corp. Status or Exchange FY1990 Sales NH Enter. Range
79. G.E. Blodgett Corp. 50 Lakeside Avenue PO Box 584 Burlington, VT 05402 J.P. Johnson, CEO Commercial deep fat fryers, pasta cookers	Pico Frigator Inc. P.O. Box 501 Concord, NH 03302 Robert A. Nerbonne, President	802-658-6600/654-0183 603-225-6684/224-6920 211-1	Private-NIA 12/31/90-NIA N/A
80. Jewell Electrical Incorporated 850 Perimeter Road P.O. Box 4038 Manchester, NH 03109-4038 John Allard, President/CEO Panel meters & avionic indicators	Jewell Electric, Inc. 850 Perimeter Road P.O. Box 4038 Manchester, NH 03109-4038 John R. Allard, President	603-669-6400/623-7670 603-669-6400/623-7670 215-1	Private-NIA 12/31/90-\$15 million plus \$5-10 million
81. Rockwell International Corporation 2730 East Imperial Highway El Segundo, CA 90245 Donald R. Beall, Chairman/CEO Electronic controls	Allen-Bradley Company 460 Elm Street Manchester, NH 03101 N/A	213-647-5000-NIA 603-625-8299-NIA 215-1	NYSE-ROK 09/30/91-\$12.3787 billion N/A
82. International Paper Box Machine Co. Inc., The 90 Northwater Blvd. Nashua, NH 02861 Louis C. Chagnon, President Folding machine	International Paper Box Machine Co. Inc., The 90 Northwater Blvd. Nashua, NH 02861 Louis C. Chagnon, President	603-889-6651/882-2805 603-889-6651/882-2805 216-1	Private-NIA 12/31/90-NIA \$10-20 million
83. Steenbeke & Sons Inc. 109 High Street Boston, MA 02109 Raymond Steenbeke, President Building materials retailer, mfg. roof & floor trusses, printing 0001	Steenbeke & Sons Inc. 109 High Street Boston, MA 02109 Raymond Steenbeke, President	603-776-2974/796-2106 603-776-2974/796-2106 204-7	Private-NIA 12/31/90-\$22 million 120-25 million
84. BALZERS AG 6496 Batters Principality of Leichtentien Dr. G. Zentschler, Managing Director Mfr. high vacuum systems, components, systems & components	BALZERS 8 Sargmore Park Road Hudson, NH 02051 George R. McGee, President	N/A 603-889-6638/889-8872 200-1	Zurich-OBH 12/31/90-\$50 million IFR 150-75 million
85. Bemis Company Inc. 625 Marquette Avenue Minneapolis, MN 55402 John Roe, President Paper converters	Bemis Company Inc. P.O. Box 824 Nashua, NH 02801 L.P. Smith, President	612-346-6000/346-6174 603-862-8116/882-4502 200-1	NYSE-BEMIS 12/31/90-\$1.1282 billion N/A
86. British Tire & Rubber plc Ticon Inc. (U.S. HQ) P.O. Box 1357 New Britain, CT 06050 Angelo Tomasso, Jr., US Chairman Aggregate, construction material, heavy & highway construction	Ticon Arthur Whitcomb dba Arthur Whitcomb 775 Main Street Keene, NH 03431 Timothy Perry, President	203-223-3651-NIA 603-352-0701-NIA 200-3	London SE-BTR 12/31/90-IRA N/A
87. Connors Footwear 9 Winchester Street Lisbon, NH 03585 Gregory Connors, President Women's shoes	Connors Footwear 9 Winchester Street Lisbon, NH 03585 Gregory Connors, President	603-838-6691-NIA 603-838-6691-NIA 200-1	Private-NIA 12/31/90-NIA N/A
88. Harvey Industries, Inc. 43 Emerson Road Weilim, MA 02854 Robert J. Morrison & Fred Bigony, CEOs Mfr. doors & windows, wholesale distributor of building products	Harvey Industries Manufacturing, Inc. 715 Huss Road Manchester, NH 03103 Jim Daniels, General Manager	617-899-3500-NIA 603-672-4232-NIA 200-3	Private-NIA 12/31/90-NIA N/A
89. Riverside Millwork Company RIVCO 77 Merrimack Street Fenacook, NH 03303 H. Andrew Connolly, President Wood window units, exterior & interior door unit, retail show room in Nashua/kitchen cabinets	Riverside Millwork Co. Inc. RIVCO 77 Merrimack Street Fenacook, NH 03303 H. Andrew Connolly, President	603-753-6318/753-6076 603-753-6318/753-6076 200-2	Private-NIA 12/31/90-\$125 million \$70-\$0 million
90. SD System PO Box 1060 2101 West Clinton Street Huntsville, AL 35897 Howard H. Callaway, President Electronic assembly, variety of aerospace electronics	SD Manufacturing 150 Dow Street Manchester, NH 03104 Paul Heller, Plant Manager	205-887-4228-USA 603-641-8000-NIA 200-1	NASDAQ-SDS 06/30/91-\$1.128 billion N/A
91. Teledyne Inc. 1901 Avenue of the Stars Los Angeles, CA 90067 Dr. George A. Roberts, President/CEO Rigid & flexible electrical circuitry, sub assemblies, related equipment	Teledyne Electro-Mechanics 110 Lowell Road Hudson, NH 03051 Peter J. Murphy, President	213-377-3311/351-4365 603-888-6191/882-4467 200-2	NYSE-TEY 12/31/90-\$3.531 billion \$20-30 million
92. Teleflex, Incorporated 155 South Limerick Road Limerick, PA 19468 Lennox K. Black, Chairman/CEO Medical tubing & related products/Parent is a diversified mfr.	TEK Medical Incorporated Ten Rose Park Jeffrey, NH 02452 Lennox Black, Chairman/CEO	215-948-9100-NIA 603-532-1706-NIA 200-2	AMEX-TFX 12/31/90-\$444.213 million N/A
93. Yield House Inc. Routes 15 & 302 North Conway, NH 03860 George C. Moore, President Mfr. wood products, furniture/service retail, wholesale & mail order distributor of furniture	Yield House Inc. Routes 16 & 302 North Conway, NH 03860 George C. Moore, President	603-356-3141/356-5003 603-356-3141/356-5003 200-3	Private-NIA 12/31/90-\$33.232 million \$30-35 million

New Hampshire's Largest Manufacturing Employers

Parent Company Parent HQ Parent CEO	NH HQ or Major Location NH Address NH CEO	Phone (Phone/Fax) NH Phone/Fax NH Employees/Location	Corp. Status or Rank # Employees Sales NH Sales Range
94. Maclean Hunter Ltd. 777 Bay Street Toronto, Ontario Canada, MSW/AT Ronald W. Osborne, President/CEO Precast concrete units.	Label Art Int. Subsidiary of Transpac Corp. One Riverside Way Wilton, NH 03085 Thomas J. Cobery, President	416-590-5600/593-3175 603-454-6131/654-2733 1981	London SE-MANL 12/31/90-91 3.8 billion N/A
95. Manklijke Wezenen NV d/b/a Royal Wezenen Prof. E.M. Meljorsteen 2 PD Box 410 NL-1190 AK Amstelveen, The Netherlands G.H. van Driel, Chairman Daily products, milk, ice cream also restaurants	Weekly Dairy Foods, Inc. (Sub. of Crowley Foods) 330 North State Street Concord, NH 03301 John M. Barnham, Executive VP.	312-05479547-N/A 603-215-3374/928-9015 190-2	Amsterdam/SE N/A 12/31/90-91 3.8 billion \$40.59 million
96. Independent Publications Inc. 945 Haverford Road Bryn Mawr, PA 19010 William L. Keenan, President Publisher: daily newspaper	Telegraph Publishing Co. 17 Executive Drive Hudson, NH 03051 Andrew Dickford, Publisher	215-527-6330/JA 603-882-7741/882-9138 187-2	Private N/A 12/31/90 N/A N/A
97. Ocor Products Corp. Route 109 Mirror Lake, NH 03063 Claude Boessiger, Vice Chairman Plastic & paper packaging, injection molding, design, printing	Pak 2000 Route 109 Mirror Lake, NH 03063 Claude Boessiger, Vice Chairman	603-569-3700/569-5478 603-585-3700/569-5478 180-2	Private N/A 12/31/90 N/A N/A
98. Owens-Illinois, Inc. One Sycamore Toledo OH 43666 Robert J. Lanigan, Chairman/CEO Plastic bottles, vials & closures	Owens-Brockway Plastics 1 Ctr. Drive Nashua, NH 03063 D. Hanzel Bondy, President	419-247-5000-N/A 603-889-2000-N/A 180-1	Private N/A 12/31/90-13.8 billion N/A
99. Elektraola GmbH 05226 Ranschhof Eichenhagen Deutschland Dr. Gerd Schlotbach, Owner Copper magnet wire	Elektraola, Incorporated 125 High Street Boscawen, NH 03303 George P. Downing, VP-Operations	602-665-3014-0A 603-796-2114-N/A 175-1	Private N/A 12/31/90/0.02A N/A
100. H&B Group of Companies 582 Gates Road Forsythville, RI 02824 Thomas Hoffmeister, President Misc. pressed albums	Holton Company, The Twigsbrook Road P.O. Box 842 Clarendon, NH 03743 Thomas E. Hoffmeister RI, Corp. President	401-759-6000/765-0243 603-543-0195/543-1578 175-1	Private N/A 12/31/90-1135 million \$30.40 million
101. K&D Aquilathoff 16 Washington Street Suite 100 Wellesley, MA 02181 A.J. Kheuly, Chairman Cedar shoe trees, coat hangers.	Pochetter Shoe Tree Company Inc. PO Box 748, One Cedar Lane Aspland, NH 03217 Annun J. Kheuly, Chairman	617-335-0960/768-3197 603-969-3301/768-3197 175-1	Private N/A 12/31/90 13A N/A

*T/Ws. include Davidson Instrument Panel in Portsmouth which has approximately 950 employees.
 †Parent sales expressed in Yen.
 ‡RWE is majority owner of Heidelberg
 § Incorporated & officially headquartered at 15 Peitsmaal, Willenstad, Curaao, Netherlands Antilles
 ¶ Acquired by St. Gobain, Paris, France Sept., 1990. Parent sales in francs. Michael Dession U.S. CEO
 ** Co. declined to release data to the NHBR. Employment data from NH Office of Business & Industrial Development. Other data from past NHBR surveys.
 †† U.S. Sales \$400 million plus. Group sales in pounds sterling. U.S. HQ in Providence, RI.
 ††† Reported sales range of \$30-40 million. Low figure used for ranking purposes.
 †††† Sales in pound sterling.
 ††††† Reported sales of \$28-30 million. Low figure was published for ranking purposes.
 †††††† Acquired Arwood from Interlake in May of 1990. Interlake sold Arwood Division for approximately \$54 million
 ††††††† Jointly owned by Great American & Eagle Industries
 †††††††† Sales expressed in [British] pounds sterling. Amtec, the mfg. facility, is located at 3 French Rd., Manchester 03103
 ††††††††† Parent sales expressed as Swiss Francs.

[Ranked by combined NH employees under parent co.]

This list is based on a survey conducted by the NHBR and includes information from annual reports. Some sourcing also included employment data from the NH Office of Business and Industrial Development.

The Best Value in Nashua Just Got Better



FROM \$39.95

- Free continental breakfast
- Free cable TV with HBO and ESPN
- Free local phone calls
- Free use of Gold's Gym
- Free morning newspaper
- 24 Restaurant and Pub

Route 3, Exit 7E, Nashua, NH (603) 863-7700



626-3887

Bedford Sq
25 South River
Bedford
(behind Talb)

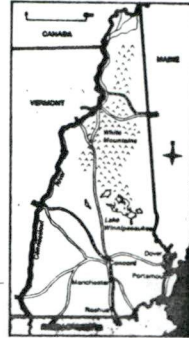
Gourmet
Choice
Specialty
Corporate
Gifts for all occasions
Come try our

- OPEN -
Mon., Tues., Wed.,
& Friday 9:00 - 9:00
Thursday 9:00 - 9:00
Saturday 9:00 - 9:00
Holiday Hours

consider that we shall be as a city upon a hill."

John Winthrop
A Modell of Christian Charity
1630

NEW HAMPSHIRE



Capital: Concord
Entered the union (with rank): June 21, 1788 (9)
State motto: Live free or die
State flower: Purple lilac
State bird: Purple finch
State songs: "Old New Hampshire" and "New Hampshire, My New Hampshire"
State tree: White birch
Nickname: Granite State
Origin of state name: Named after the English county of Hampshire

Once, New Hampshire was owned entirely by one person, Capt. John Mason, who in 1629 was granted the area by his king in England. Mason was perfectly happy to oversee his plaything from his home in Hampshire, and really gave little to the state other than its name.

The true developers of the state migrated northward from Massachusetts. Free from the larger colony's domination, they formed the four towns that remain the heart of New Hampshire—Portsmouth, Dover, Exeter and Hampton. In 1641, ironically, the four towns voluntarily came under Massachusetts protection. Native New Hampshire independence showed itself once more, however, when the colony declared itself free of England six months before the rest of the colonies got around to doing the same thing in Philadelphia.

Shaped like a skinny wedge of pie, New Hampshire's prize physical feature is the rocky White Mountains, a hiker's wonderland. Some 87 percent of the state remains in forest, so recreation and logging are major industries. High technology firms are also moving into the state because it is quiet and leaves them alone to think.

THE STATE

"She's one of the two best states in the Union. Vermont's the other."

Robert Frost
"New Hampshire"
New Hampshire
1923

* * *

"Just specimens is all New Hampshire has,
One of everything as in a showcase,
Which naturally she doesn't care to sell.

She's had one President (Pronounce him Purse,
And make the most of it for better or worse.
He's your one chance to score against the state.)
She had one Daniel Webster. He was all
The Daniel Webster ever was or shall be."

Robert Frost
"New Hampshire"
New Hampshire
1923

* * *

"It is New Hampshire out there,
It is nearly the dawn.
The song of the whippoorwill stops
And the dimension of depth seizes everything."

Galway Kinnell
"Flower Herding on Mount Monadnock"
1964

* * *

"The benign invasions of the idle, the rich, and the talented; the ceaseless clacking of machinery along the Merrimack; the boisterous labor in the North Country in the years between the Civil War and World War I—none of these could conceal the fact that New Hampshire was a society on the way down. In each succeeding decade, it lost ground in real wealth and in population within the expanding nation. In its political exercises, it reflected the somber fact that in its own life nothing much was really happening."

Elizabeth Forbes Morison and Elting E. Morison
New Hampshire
1976

* * *

"I live in New Hampshire so I can get a better view of Vermont."

Maxfield Parrish, artist
Quoted by George Holman
Vermont Life
1952

THE LANDSCAPE

"The typical New Hampshire landscape would spread like a lovely, living map."

Pearl S. Buck
America
1971

* * *

"New Hampshire looks beat and tired and bedraggled in places, while Vermont is neat and well-tended."

Elizabeth Forbes
Humanities
1976

* * *

"If I must choose which I would elevate—
The people or the already lofty mountains,
I'd elevate the already lofty mountains.
The only fault I find with old New Hampshire
Is that her mountains aren't quite high enough."

Robert Frost
"New Hampshire"
New Hampshire
1923

* * *

"On one wintry occasion, as we are told in Drake's *Heart of the White Mountains*, the wind rose to such a fury that the inmates of the station, expecting every moment that the building would be blown over, wrapped themselves in blankets and quilts, binding them tightly with ropes, to which were attached bars of iron, so that, as one of the men said in relating the story, 'if the house went by the board, we might stand a chance—a slim one—of anchoring somewhere, somehow' . . ."

Harper's Weekly
January 14, 1882

* * *

"It [fall in New Hampshire] isn't only color but a glowing, as though the leaves gobbled the light of the autumn sun and then released it slowly."

John Steinbeck
Travels with Charley
1962

* * *

"We were thus entering the state of New Hampshire on the bosom of the flood formed by the tribute of its innumerable valleys."

Henry David Thoreau
A Week on the Concord and Merrimack Rivers
1852

PEOPLE

"If two New Hampshiremen aren't a match for the devil, we might as well give the country back to the Indians."

Stephen Vincent Benet
"The Devil and Daniel Webster"
Thirteen O'Clock
1936

* * *

"New Hampshire citizens are more gregarious and more open, less clannish and ever ready to smile, and perhaps more even-tempered than those in Vermont—generally speaking of course."

Pearl S. Buck
America
1971

* * *

"The God who made New Hampshire
Taunted the lofty land
With little men."

Ralph Waldo Emerson
"Ode Inscribed to W.H. Channing"
1846

* * *

"The only person really soiled with trade
I ever stumbled on in old New Hampshire
Was someone who had just come back ashamed
From selling things in California."

Robert Frost
"New Hampshire"
New Hampshire
1923

* * *

"New Hampshire folks are the merriest of the Puritans."

Cornelius Weygant
Quoted in the Federal Writers Project of the WPA
New Hampshire
1938

WAY OF LIFE

"It was [storyteller] Waldo Frank whose lively fancy depicted the wretched New Hampshire housewife as gazing from her kitchen window only to pick out a tree from which to hang herself. This was not meant to be humorous. It was in line with the accepted legend."

Ralph D. Paine
These United States
1924

* * *

"Men hang out their signs indicative of their respective trades: shoemakers hang out a gigantic shoe; jewelers, a monster watch; and the dentist hangs out a gold tooth; but up in the mountains of New Hampshire, God Almighty has hung out a sign to show that there He makes men."

Daniel Webster
 "The Old Man of the Mountain"
 Quoted by Neil R. Peirce
The New England States
 1976

HISTORY AND POLITICS

"... New Hampshire [primaries] has snuffed out powerful challenges in a night or given a new lease to candidacies far beyond the reach of their national appeal."

Alistair Cooke
Talk About America
 1968

* * *

"My first political experience with great numbers of young people was in the campaign of New Hampshire in the early months of 1968. They came like the early spring, with a sense of purpose and with promise of change. The older people in that state were glad to see them. Some remarked that they had not talked to their own children in years as they had talked to the young students of that campaign."

Eugene McCarthy
The Hard Years
 1975

* * *

"Between 1910 and 1912, New Hampshire achieved a place in the national consciousness that it had not held since the great days of Jacksonian democracy. . . . The state had assumed, in Theodore Roosevelt's words, a radical position. In the matter of controlling private corporations, regulating public utilities, and protecting the interests of men and women working within the industrial process, New Hampshire in two years more nearly fulfilled the stated and promised objectives than any other state in the Union, with the probable exception of Wisconsin."

Elizabeth Forbes Morison and Elting E. Morison
New Hampshire
 1976

* * *

"Politically New Hampshire is as unproductive as an abandoned farm."

Ralph D. Paine
These United States
 1924

* * *

"Making state government responsive is a task which the people of New Hampshire have not had the political intelligence to face up to."

A former New Hampshire governor
 Quoted by Neal R. Peirce
The New England States
 1976

* * *

"But compared to most of the other 13 original states, New Hampshire offers a strikingly undistinguished history and tradition. One reads and rereads the state's history in search of great leaders and finds embarrassingly few; one looks for an important tradition in literature, the arts, or public policy and finds practically none; one tries to detect a sense of historic mission and is disappointed again."

Neal R. Peirce
The New England States
 1976

* * *

"When one looks at New Hampshire public life over most of the years since World War II, one finds an appallingly smug and uncreative atmosphere, and in many policies the prototype among the 50 states of the unresponsive and irresponsible society."

Neal R. Peirce
The New England States
 1976

* * *

"Collectively, New Hampshire's tax structure adds up to a tawdry effort to (1) fleece visitors to pay for internal functions, and (2) trick the state's citizens into thinking they have a good deal because New Hampshire stands alone in having no broad-based state tax (sales or income). As a result, local property taxes are at an almost confiscatory level, and a poor New Hampshire citizen pays twice as high a percentage of his total income as does a poor one."

Neal R. Peirce
The New England States
 1976

* * *

"Thriving, throbbing and prosperous, New Hampshire is a state that has won its way back to good graces by its own exertion. The second most highly industrialized state in the entire Union, it is also one of only three whose unemployment is so low that they cannot qualify for federal aid under the Area Redevelopment Act."

Theodore H. White
The Making of the President—1964
 1965

* * *

NEW JERSEY

* responsive is a task
mpshire have not had the
up to."

ew Hampshire governor
quoted by Neal R. Peirce
The New England States
1976

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Neal R. Peirce
The New England States
1976

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Neal R. Peirce
The New England States
1976

* hire's tax structure adds
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having no broad-based
As a result, local property
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s twice as high a percent-
does a poor one."

Neal R. Peirce
The New England States
1976

* prosperous, New Hamp-
n its way back to good
The second most highly
ire Union, it is also one
ployment is so low that
eral aid under the Area

Theodore H. White
of the President—1964
1965

"The tradition of the town meeting in New Hamp-
shire is a lasting reminder of our political origins . . .
in a time when memory of the imperial presidencies
of Lyndon Johnson and Richard Nixon was still
fresh, it was not a bad idea to see the candidate go
directly to the people to ask for their mandate; not
bad for the people, not bad for the candidate."

Jules Witcover
Marathon
1977

* * *

"But to the long-shot, to the [primary] candidate
with little money or celebrity, New Hampshire can
be an equalizer."

Jules Witcover
Marathon
1977

CITIES, TOWNS AND REGIONS

Lake Winnepesaukee:

"One of the most traveled routes to the White Moun-
tains is by railroad to Concord and thence to Lake
Winnepesaukee (pronounced by the Indians Win-
ne-sock-e, with the accent on the penultima), an
excellent point of departure for the mountain region.
It signifies the poetical feeling of the aborigines, and
their appreciation of the beauties of nature. No one
who had lingered by the magnificent shores of this
sheet of water, who has gazed upon its broad expanse
dotted with numerous islands, and gleaming in the
rays of the rising and setting sun, will deny the
appropriateness of the Indian name. . . ."

Ballou's Pictorial Drawing-Room Companion
June 12, 1855

NEW JERSEY



Capital: Trenton
Entered the union (with rank): Dec. 18, 1787 (3)
State motto: Liberty and prosperity
State flower: Purple violet
State bird: Eastern goldfinch

State song: None

State tree: Red oak

Nickname: Garden State

Origin of state name: From the English channel
island, Jersey

The butt of national jokes because of its crime, its
corruption, its pollution and its subservience to New
York, New Jersey has gotten a bum rap. While the
state's cities are old and rough, and while New York
does cast a pall over several northern suburban coun-
ties, most of New Jersey consists of Atlantic wet-
lands and farms, including the Pine Barrens, easily
the most unique forest in the East. Strictly speaking,
New Jersey is a peninsula. Water separates it from
the American mainland everywhere except along its
northern border with New York. As an almost-
island, New Jersey has a strong fixation on the
ocean. Its beaches and oceanside resorts have long
been among America's favorites, with resurgent At-
lantic City once more vying for primacy among
Eastern resorts. The state's interior is dominated by
the Pine Barrens that stretch for unbroken miles
across its southern half. The Barrens sit atop one of
the largest natural aquifers in the world. As a result
the sandy soil can support trees it ordinarily would
not. But the poor soil and strong wind keep the trees
small. For hundreds of acres the Pine Barrens are
covered with dwarf trees. The people of the Barrens
are more like Appalachian outbackers than denizens
of Newark or Trenton. Their speech and lives
harken back to colonial times. They speak of the
Barrens in the same reverential tone Cajuns reserve
for the bayous.

Near the Delaware River in the west, New Jersey
softens, grows more hilly and supports the farms that
produce much of New York's produce and dairy
goods.

Once, from 1676 to 1702, New Jersey was actually
two colonies, the Jerseys, east and west. East Jersey
was dominated by Puritans and oriented towards
New York. West Jersey was the home of Quakers and
oriented towards Philadelphia. Today the split re-
mains intact in the state's character, if not in law.

THE STATE

"I do not need books to tell me about New Jersey.
While I have never lived there, for years my life had
been caught into the manifold variety of this small,
seacoast state—small in area yet with all the diversity
that each of the states of the Union seems to pos-
sess."

Pearl S. Buck
America
1971



STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
OFFICE of TRAVEL and TOURISM DEVELOPMENT
172 Pembroke Road P.O. Box 856 Concord, New Hampshire 03302-0856

603-271-2666
FAX: 603-271-2629

STEPHEN K. RICE
Commissioner

Christopher A. Jennings
Director

TRANSMISSION COVER PAGE

DATE: 1-10-92

TO: Michelle Nix

COMPANY/AGENCY: _____

RECIPIENT FAX #: 202-456-6218

SUBJECT: President Bush's Speech (in N.H.)

FROM: Janet Williamson

DIVISION: ECONOMIC DEVELOPMENT - OTTD

TELEPHONE NUMBER TO CALL IF ANY PROBLEMS: (603)271-2666

NUMBER OF PAGES INCLUDING COVER SHEET: _____

NOTES: The library of Congress has a book
entitled "NH. facts" by John Clements
which may help you...

TRANSMITTER: J



OLD NEW HAMPSHIRE

Music by
Maurice Hoffmann

Words by
John F. Holmes

With a skill that knows no measure,
From the golden store of Fate
God in His great love and wisdom,
Made the rugged Granite State;
Made the lakes, the fields, the forests;
Made the rivers and the rills;
Made the bubbling, crystal mountains
Of New Hampshire's Granite Hills.

REFRAIN:

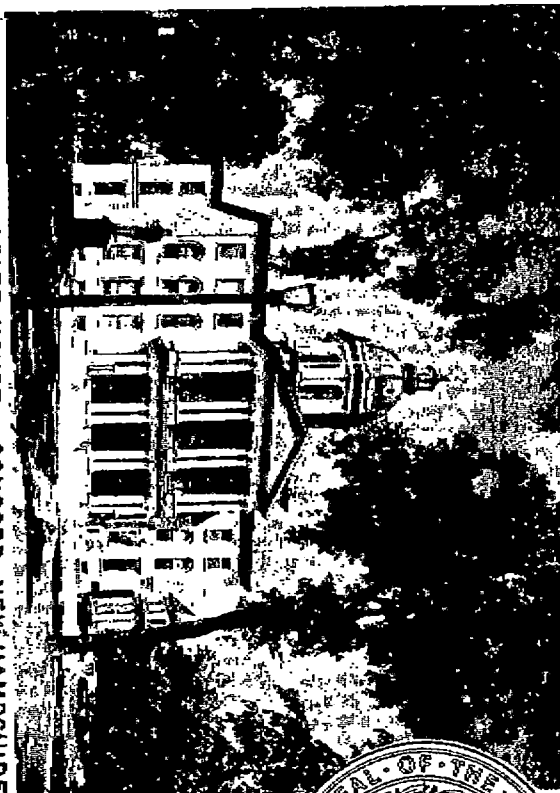
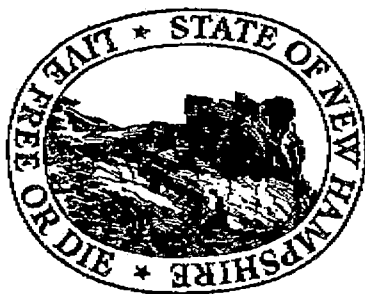
Old New Hampshire,
Old New Hampshire,
Old New Hampshire, grand and great,
We will sing of Old New Hampshire
Of the dear old Granite State.

Builed He New Hampshire glorious
From the borders to the sea;
And with matchless charm and splendor
Blessed her for eternity.
Hers, the majesty of mountain;
Hers, the grandeur of the lake;
Hers, the truth as from the hillside
Whence her crystal waters break.

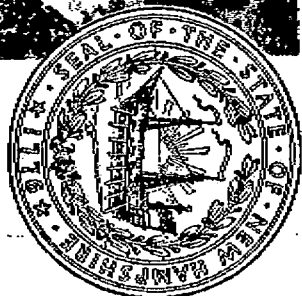
REFRAIN:

Copyright 1926 by John F. Holmes
Manchester, N.H.

This is "official" NH Song



STATE HOUSE - CONCORD, NEW HAMPSHIRE



STATE OF NEW HAMPSHIRE
DEPARTMENT OF RESOURCES AND ECONOMIC DEVELOPMENT
BOX 898, CONCORD, NEW HAMPSHIRE - 03301



STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
DIVISION of ECONOMIC DEVELOPMENT

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603-271-2341

FAX: 603-271-2629

STEPHEN K. RICE
Commissioner

TRANSMISSION COVER PAGE

RICHARD P. GREEN
Director

DATE: January 10, 1992

TO: Michelle Nicks

COMPANY/AGENCY: White House - Research Department

RECIPIENT FAX #: (202) 456-6218

SUBJECT: Info. on NH Exports

FROM: Dawn Wivell

DIVISION: ECONOMIC DEVELOPMENT /Office of Business and Industrial Development

TELEPHONE NUMBER TO CALL IF ANY PROBLEMS: (603) 271-2591

NUMBER OF PAGES INCLUDING COVER SHEET: 3

NOTES: Attached please find a press release issued by Governor Gregg

which will give you an idea of the State's plan with regard to the use

of the \$1 million federal appropriation for international trade development.

The name of the company we spoke about is Test Systems Inc. of Hudson, NH.

Mr. Pillsbury will have to confirm the name, however, on Monday. I will

forward the rest of the information (GSP) to you on Monday. Let me know if

you have any questions on the press release on Monday.

TRANSMITTER: _____

STATE OF NEW HAMPSHIRE
OFFICE OF THE GOVERNOR



JUDD GREGG, GOVERNOR

FOR IMMEDIATE RELEASE
SEPTEMBER 16, 1991

CONTACT: BRIAN GRIP
271-2121

GOVERNOR ANNOUNCES PLANS FOR INTERNATIONAL TRADE RESOURCE CENTER

MANCHESTER, NEW HAMPSHIRE***Plans for the development of a one-stop center where New Hampshire businesses can obtain the information and guidance they require to enter the world marketplace were announced today by Governor Judd Gregg.

The initial funding for the trade center would be from a \$1 million federal appropriation, obtained by Senator Rudman, with the State committing to maintain funding for the center in subsequent years.

Addressing an "Exports: Opening Doors to the Future" forum for New Hampshire businesses in Manchester, the Governor said New Hampshire's international trade program's objectives will be to develop an international marketing and promotional assistance, export finance assistance, and interagency coordination to internationalize state programs.

"With the infusion of federal funding in the amount of \$1 million coupled with State funding from the General Fund and the Economic Development Fund, the Department of Resources and Economic Development (DRED) will be able to fully develop a comprehensive International Trade program," said Gregg.

Governor Gregg further noted, "The funding should be used as 'seed' money to fund expansion of the Division of Economic Development to include an OFFICE OF INTERNATIONAL COMMERCE (OIC). The OIC will assume equal position to the division's Office of Business and Industrial Development and the Office of Travel and Tourism Development (OTTD). The three offices of OBID, OTTD and OIC will work closely together to insure efficient leveling of economic development-related services to the New Hampshire business community."

Governor Gregg also explained that the International Trade Center could unify a number of local agencies and organizations involved in international trade including the US Department of Commerce/International Trade Administration, US Department of Commerce/Bureau of Export Administration, New Hampshire Port Authority, New Hampshire Small Business Development Center, New Hampshire International Trade Association, US Small Business Administration and the Tri-State Export-Import Bank and Foreign Credit Insurance Association.

"Unified, the above mentioned resources can provide export counseling, marketing assistance, transportation advice/expanded use of the Port, export licensing, export financing, export risk insurance and business development guidance in a truly one-stop shop operation," Governor Gregg said.



GREGG ANNOUNCES PLANS FOR INTERNATIONAL TRADE CENTER

September 16, 1991

Page 2

Beyond the trade center, other key elements to the State's International Trade program include:

- * an intensive outreach program to heighten awareness of trade opportunities and to fully educate businesses about the exporting process.
- * Development of a tri-state program with Maine, Vermont and New Hampshire in conjunction with the Export-Import Bank of the United States to offer companies a local source for the processing of applications. Physically located in New Hampshire, the tri-state program will offer a Working Capital Guarantee Program and Export Credit Insurance.
- * An export marketing program will be fully developed through the utilization of trade shows, trade missions, advertising, hosting of foreign trade delegation, development of partnerships and bilateral agreements.
- * Interaction with the academic community in New Hampshire, particularly with regard to market research, will be heightened in this effort.

- 30 -

Michelle:

Note that the President signed an approval of the \$1 million appropriation, I believe, on October 28, 1991.

MENDING WALL

Something there is that doesn't love a wall,
That sends the frozen-ground-swell under it,
And spills the upper boulders in the sun,
And makes gaps even two can pass abreast.
The work of hunters is another thing:
I have come after them and made repair
Where they have left not one stone on stone,
But they would have the rabbit out of hiding,
To please the yelping dogs. The gaps I mean,
No one has seen them made or heard them made,
But at spring mending-time we find them there.
I let my neighbor know beyond the hill;
And on a day we meet to walk the line
And set the wall between us once again.
We keep the wall between us as we go.
To each the boulders that have fallen to each.
And some are loaves and some so nearly balls
We have to use a spell to make them balance:
"Stay where you are until our backs are turned!"
We wear our fingers rough with handling them.
Oh, just another kind of outdoor game,
One on a side. It comes to little more:
There where it is we do not need the wall:
He is all pine and I am apple orchard.
My apple trees will never get across
And eat the cones under his pines, I tell him.
He only says, "Good fences make good neighbors."
Spring is the mischief in me, and I wonder
If I could put a notion in his head:

80

*Re: Wall that
protectionists want
to close off
international
markets*

"Why do they make good neighbors? Isn't it
Where there are cows? But here there are no cows.
Before I built a wall I'd ask to know
What I was walling in or walling out,
And to whom I was like to give offense.
Something there is that doesn't love a wall,
That wants it down." I could say "Elves" to him,
But it's not elves exactly, and I'd rather
He said it for himself. I see him there
Bringing a stone grasped firmly by the top
In each hand, like an old-stone savage armed.
He moves in darkness as it seems to me,
Not of woods only and the shade of trees.
He will not go behind his father's saying,
And he likes having thought of it so well
He says again, "Good fences make good neighbors."

THE DEATH OF THE HIRED MAN

Mary sat musing on the lamp-flame at the table
Waiting for Warren. When she heard his step,
She ran on tiptoe down the darkened passage
To meet him in the doorway with the news
And put him on his guard, "Silas is back."
She pushed him outward with her through the door
And shut it after her. "Be kind," she said.
She took the market things from Warren's arms
And set them on the porch, then drew him down
To sit beside her on the wooden steps.

81

PEASE INSERT ON TRADE RESOURCE CENTER:

One of the most exciting things about New Hampshire's business climate is your innovation. The rest of the country looks to the leadership you show through your new International Trade Resource Center -- a program that will take your state into the 21st century. At this one-stop clearinghouse, New Hampshire businesses can get the information they need to guide their entry into the world marketplace: development guidance; marketing assistance; transportation and Port use advice; and a full range of export counseling, licensing, risk insurance, and financing.

The center also creates a model of federal-state cooperation. I was proud to approve a \$1 million appropriation, to be coupled with state funding now and replaced by it in the future.



STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
OFFICE of TRAVEL and TOURISM DEVELOPMENT
172 Pembroke Road P.O. Box 856 Concord, New Hampshire 03302-0856

603-271-2666
FAX: 603-271-2629

STEPHEN K. RICE
Commissioner

TRANSMISSION COVER PAGE

Christopher A. Jennings
Director

DATE: 1-10-92

TO: Michelle Nix

COMPANY/AGENCY: _____

RECIPIENT FAX #: 202-456-6218

SUBJECT: President Bush's Speech (in N.H.)

FROM: Janet Williamson

DIVISION: ECONOMIC DEVELOPMENT - OTTD

TELEPHONE NUMBER TO CALL IF ANY PROBLEMS: (603) 271-2666

NUMBER OF PAGES INCLUDING COVER SHEET: _____

NOTES: The library of Congress has a book
entitled "NH. facts" by John Clements
which may help you...

TRANSMITTER: 1



Dear Students:

It is impossible for us to answer individually the many requests that come to us for information on our wonderful state, so we are listing a few facts which we hope will assist you in your school work.

ORIGIN OF STATE NAME	New Hampshire was named for the English county of Hampshire.
NICKNAME	Because granite is the bedrock underlying most of its surface, New Hampshire has been nicknamed the "Granite State." In recent years New Hampshire has also earned the nickname, "Scenic State."
OUR CAPITAL	"The Capital City" of Concord is centrally located on the Merrimack River. The State House, built of Concord, New Hampshire granite was completed in 1819.
STATE GOVERNMENT	The present Constitution of New Hampshire was established October 31, 1783, and put into effect June 2, 1784. The 24 State senatorial districts of New Hampshire are proportioned on the basis of population as are the not more than 400 Representatives of the House who are elected from the 78 city wards and 222 towns of the State. The State is divided into five councilor districts equal in population. Members of the Governor's Council, elected by ballot, are advisors to the Governor. The Governor and Council, and members of the Senate and House of Representatives are elected every 2 years. The justices of the Supreme Court, the Superior Court, the Probate Courts and the Municipal Courts of the State are appointed by the Governor with advice and consent of the Council.
EMBLEM	The State emblem is an elliptical panel with a picture of the Old Man of the Mountains, outside of which is the state motto. The words "Live Free or Die", of General John Stark, were adopted in 1945.
FLAG	The State flag consists of the State seal centered on a field of blue and surrounded by a wreath of laurel leaves, interspersed with nine stars, and was adopted in 1909.
SEAL	The central design of the State seal is a representation of the frigate Raleigh on the stocks, and recalls the ancient glory of the early days of sail.
AMPHIBIAN	The red-spotted newt, <u>Notophthalmus v. viridescens</u> . Adopted in 1985.
ANIMAL	The white tail deer, <u>Odocoileus virginianus</u> . Adopted in 1983.
BIRD	The purple finch, <u>Carpodacus Purpureus Purpureus</u> . Adopted in 1957.
FLOWER	The purple lilac, <u>Syringa Vulgaris</u> . Adopted in 1919.
GEM	Smoky Quartz. Adopted in 1985.
INSECT	The ladybug, <u>Adalia Bipunctata</u> . Adopted in 1977.
MINERAL	Beryl. Adopted in 1985.
ROCK	Granite. Adopted in 1985.
TREE	The white birch, <u>Betula Papyrifera</u> . Adopted in 1947.

Song written about NH by Shaw Bros.

New Hampshire... Naturally

Words and Music by Rick Shaw

Moderately

Guitar (capo 3rd fret)



Piano

Bb

D

F

G

Bb

G

Bb

C

Eb

G

Bb

There's a place... I know... where the pur - ple li - lacs grow, and the
love her in... the spring... when the birds be - gin... to sing, in the
sail up - on... a breeze... feel the earth be - neath... my skin,

D

F

spark - ling riv - ers rush down to the sea, whe
win - ter and the good ol' sun - mer time, Bu
pad - dle down a stream or cast a fly, we

G

Bb

C

Eb

G

Bb

snow - capped moun - tains rise... high in - to the clear... blue sky, am
think it's in the fall... that I love her most... of all
through a vil - lage square... breathe the cool, clean moon - faint air,

D

F

G

Bb

sea - sons come and go... so nat - 'ral - ly...
Itamp-shire's al - ways some - where in... my mind.
know how it feels to be... New Hamp - shire high.

G

Bb

C

Eb

G

Bb


D


F


Oh, _____ New Hamp - shire... (New Hamp - shire)... New Hamp - shire is where I wa


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JAN - 10 - 92 FRI 16:05 DRED


G  Bb


C  Bb


G  Bb




be. Oh, _____ New Hamp - shire - (New Hamp - shire) -


1. 2.  F


G  Bb





I love New Hamp - shire nat - 'ral - ly. (Oh, | As |

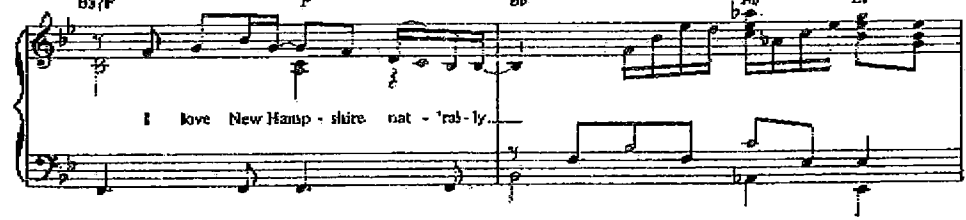
3.  Bb/F

D  F

G  Bb

F  Ab

C  Eb



I love New Hamp - shire nat - 'ral - ly.

 Bb/F

Am7/D  Cm7/F

G  Bb

Gadd9  Bbadd9



I love New Hamp - shire nat - 'ral - ly.

Printed in U.S.A.

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Durham, N.H. 03824

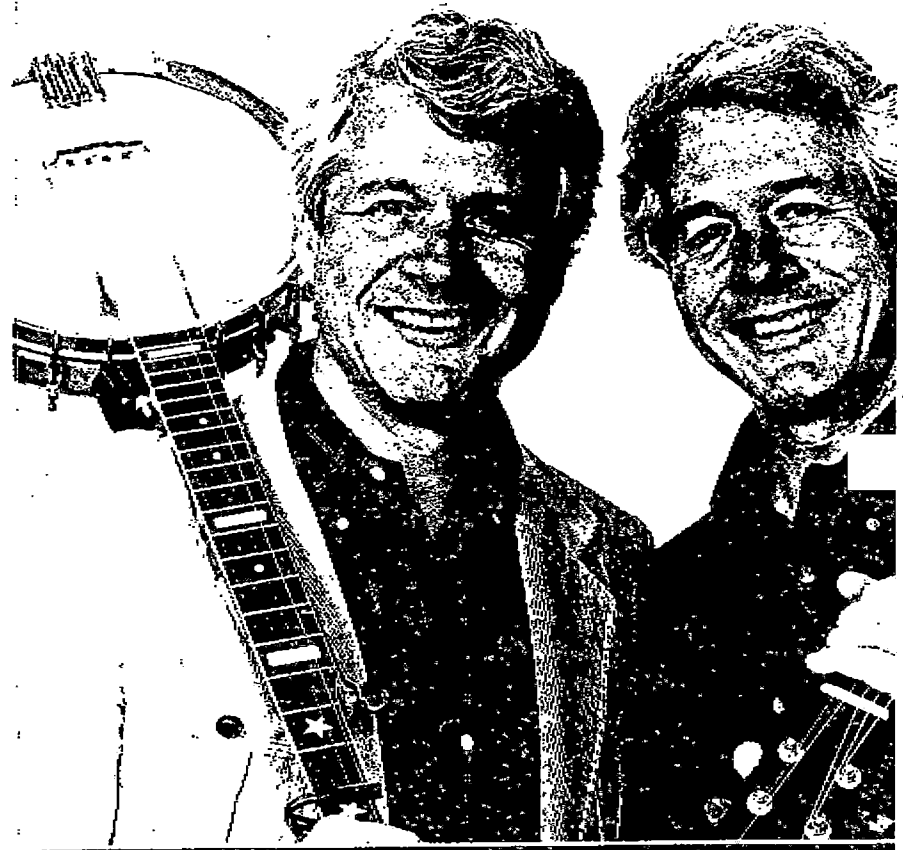


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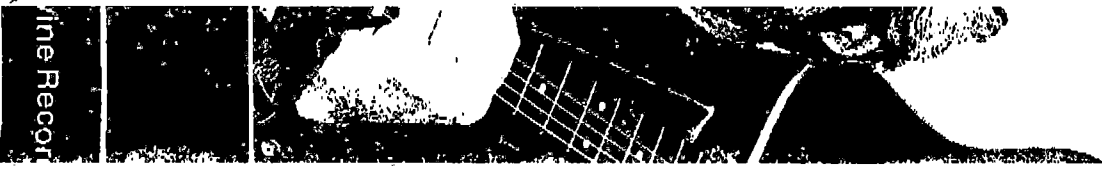
Piano • Vocal • Guitar

New Hampshire ... Natural

Words and Music by Rick Shaw



As recorded by THE SHAW BROTHERS on Brand



Line Record

ally

NEW HAMPSHIRE -- DIVERSIFIED VACATIONLAND

New Hampshire's first-in-the-nation Presidential Primary election every four years draws international attention and has made the Granite State better known throughout the world than a state of its modest size has a right to expect.

That no candidate has ever won the Presidency without first winning in New Hampshire has given rise to the conviction at home and abroad that New Hampshire is a microcosm of America.

Settled in 1623, New Hampshire was one of the 13 original colonies; small towns, white clapboarded churches and neat village greens attest to its rich history and tradition. Still, superhighways, shopping centers and fast food restaurants are among the sure signs of the modern world. Today, next to Florida, New Hampshire is the fastest growing state east of the Mississippi River.

New Hampshire's population is over the million mark, and old line Yankee predominates, but by not much over a cosmopolitan mixture of Canadian French, Irish, Greek, Italian, Scandinavian, Teutonic, and Slav. Indeed, French is virtually the first language in Berlin, a paper manufacturing city not far from the Canadian border, and is the second language in Manchester, the state's largest city.

Ample water power put New Hampshire in the vanguard of America's Industrial Revolution. New Hampshire is still one of America's most highly industrialized states. Yet 87 % of New Hampshire is heavily forested. More trees grow here now and more wild game live among them than did a century ago.

Thus while industrial and economic growth continue at an astonishing pace in New Hampshire, the state remains the "Playland of New England". Recreational opportunities such as swimming, camping, hiking, boating, hunting, fishing, skiing and snowmobiling abound. New Hampshire's 18 miles of Atlantic Ocean coastline is lined with white, sandy beaches; inland there are more than 2,000 lakes and ponds, 40,000 miles of streams and 182 mountains over 3,000 feet high.

There are fine inns, famous resort hotels, attractions for adults, families and children and a wide variety of dining opportunities. The compact nature of the State makes it possible to be at the ocean, the lakes or even the mountains in an hour or two of easy driving.

Europeans brought Alpine skiing to America and to New Hampshire in the 1920's-the final touch to make New Hampshire a four-season resort state.

Today's favorable money exchange rate is making America attractive to European tourists and New Hampshire's convenience, fine accommodations, low prices and lack of a sales tax are making the State even more alluring.

Europeans, who are contemplating a visit to America, should know that New Hampshire is only about 200 miles from New York City and easily reached by plane, train, and bus; New Hampshire is only an hour's drive over superhighways from Boston, New England's major port of entry.

NEW HAMPSHIRE HISTORICAL ITEMS

The White Mountains of New Hampshire can be seen in clear weather from ships off the Maine coast, some 80 miles away. In 1614 Captain John Smith reported seeing their peaks from the sea while on a voyage of exploration for the Plymouth Company.

Unlike the founders of the Plymouth colony and the Puritans of Massachusetts Bay, the first settlers of New Hampshire were commercial venturers who hoped to become wealthy by developing trade with England in furs, salted fish, and merchantable timber.

By Royal edict, the Provincial government of New Hampshire reserved the finest tall pine trees with trunks more than two feet in diameter for use as masts in the English Navy.

Although New Hampshire was a stronghold of Revolutionary patriotism, no British army ever invaded the Granite State.

In 1680, more than half a century after its first settlers arrived from England, New Hampshire comprised only five towns; Dover, Portsmouth, Exeter, Hampton, and Nashua, with a population of less than 3,000.

New Castle, chartered in 1693, was the first town created by the Provincial government of New Hampshire. Originally a part of Portsmouth, known as Great Island, it was one of the earliest settlements to have a fort and a church.

More than half the American troops who faced British regulars at the Battle of Bunker Hill on June 17, 1775, were volunteers from New Hampshire led by John Stark.

Silver and glassware were costly rarities in New Hampshire households during the first 100 years of the colony's history. As late as 1730, even well-to-do merchants used pewter in their dining rooms, while poorer families drank from cups made of horn or leather. Kitchen utensils were often home-made of wood.

The first important victory won by American arms during the Revolutionary War was the Battle of Bennington on August 17, 1777, in which John Stark and his New Hampshire Militia routed a large detachment of Hessians and Indians from General Burgoyne's army.

The first 74-gun "line of battle" ship ordered by the Continental Congress for the New American Navy was the "America", designed and built by James Hackett at Portsmouth, NH. Although he was a broadly experienced shipbuilder, Hackett had never seen a "74" in his life. The "America" was launched in 1777, but wartime delays in her construction kept her from seeing service during the Revolution. She was finally given to the French government as a gesture of American gratitude for France's help in defeating Great Britain.

HISTORICAL: Page 2

The first glass manufactured north of Boston was produced by Robert Hewes at Temple, NH in 1790.

Samual Morse, famed as the "father of electric telegraphy", was also a gifted painter. Three portraits in oil of prominent Concord, NH residents, which he painted in 1816, are now in the museum of the NH Historical Society at Concord.

Between 1820 and 1823, the amount of private capital subscribed to build factories in New Hampshire increased from about \$2.5 million to more than \$8 million, or roughly 230 percent.

Moses Gerrish Harmer of Boscawen, NH was a little-known pioneer in developing the use of electricity for lighting. In 1859 he lighted a room in his home with two bulbs powered by a wet cell battery, and 10 years later he succeeded in illuminating his entire house with 40 light bulbs supplied with current from a "self-exciting" generator.

Benjamin Thompson, a Concord, NH school teacher, won fame in Europe after the Revolutionary War as a scientist, inventor and philanthropist. When his services to the Elector of Bavaria were rewarded with a patent of nobility, he chose as his title, "Count Rumford", because at that time Concord was called Rumford.

The first newspaper in the United States wholly devoted to summer resort information was "The White Mountain Echo", established at Bethlehem, NH in 1878. An illustrated weekly, it was issued for 12 weeks during the tourist season and contained a directory of visitors at all nearby White Mountain hostelrys.

Lewis Downing, whose Concord Coaches were New Hampshire's best known product a century ago, is said to have inspected personally every vehicle that left his shop. Concord Coaches not only helped to open up the West, but improved transportation in Mexico, Canada, South Africa, and Australia between 1850 and 1900.

In 1900 the greatest cotton mills in the world were those of the Amoskeag Manufacturing Company at Manchester, NH.

New Hampshire was: in 1775 the first State to declare its independence from England; in 1776 the first State to form a free Constitutional Government with a Legislature; in 1778 the first State to create a Constitutional Convention of, for and by the people; in 1783 the first State to adopt its own constitution; and in 1788 the ninth and deciding State to ratify the U.S. Constitution.

To Michelle
Date 14 Feb Time 11:10

WHILE YOU WERE OUT

M. Rick Pham
of Manchester office
Phone 603-429-3210
Area Code Number Extension

TELEPHONED	<input checked="" type="checkbox"/>	PLEASE CALL	<input checked="" type="checkbox"/>
CALLED TO SEE YOU	<input type="checkbox"/>	WILL CALL AGAIN	<input type="checkbox"/>
WANTS TO SEE YOU	<input type="checkbox"/>	URGENT	<input type="checkbox"/>

RETURNED YOUR CALL

Message
Rep. take
for cake
breakfast
Jay
Operator

Rec'd 1/6/92

DRAFT
1/3/92

The Bush Record

Economic growth is on everyone's mind, so let's start there. Earlier this year the President proposed a series of initiatives that would ensure economic growth and a more competitive America. Had the Congress agreed to the President's proposals, many of which he launched in his very first State of the Union in February, 1989, the recession could have been avoided and millions more Americans would be working today. Last year, for example, the Bush Administration proposed reducing in the capital gains tax rate along with tax-free Family Savings Accounts, and penalty-free withdrawals from IRAs for first-time home buyers.

The President's trip to Asia is aimed at improving our international competitiveness and keeping good jobs here at home. The President realizes we live in a global economy, with our present and future prosperity depending on more exports. The President knows that every billion dollars of exports means 20,000 more good jobs here at home. So the President is determined to nail down agreements that guarantee free and fair trade for American companies and workers.

? — The stock market's remarkable holiday rally is a reminder of the wide confidence in the economy and in the President's leadership. Investors are putting their money on the line because they know the President means business when he says that #1 on his agenda is "jobs, jobs, jobs."

? The President's leadership in foreign affairs and national security has set a high standard here at home: victory in the Cold War, victory in the Gulf War, reminds us that we can do it, we can dream heroic dreams, because we are Americans. The real peace dividend is a more peaceful planet. The President's efforts in Eastern Europe, in the Middle East, and in Asia, Africa, and Latin America are aimed at peaceful democratization, so that never again will Americans have to fear war. Precisely because we have such an opportunity, the President is determined to uphold American leadership as a force for peace, for good, and for prosperity. After all, we can't export to nations that are at war or else mired in poverty. The President and Secretary of State Baker and Secretary of Defense Cheney appreciate that this is still a dangerous world; that threats from dictators, terrorists, and madman must be watched closely.

The President recognizes that there is much work to do. He understands that the American people don't want finger-pointing, they want positive results. As he said in his Inaugural Address, the American people did not send politicians

2

to Washington so they could bicker with each other. The President has proposed comprehensive plans for dealing with everything from drugs to the deficit. Therefore, it is all the more unfortunate that Congress, quite frankly, has all too often delayed or blocked the President's domestic initiatives. For example, the Congress severely weakened the economy in 1989, 1990, and 1991 when it refused to enact his capital gains tax rate cut, even though the record shows that both Democratic and Republican Administrations have cut this tax on job creation in the past and gained jobs as well as tax revenue as a result.

In other critical areas the Congress has been equally intransigent. The Congress blocked the President's crime bill, his education reform package, a national energy strategy, and banking reform. Even the vital transportation bill, which would create jobs and improve our infrastructure for competitiveness, was delayed for months.

Now we are hearing the drumbeat of isolationist, anti-trade sentiments -- policies that will wreck the healing economy and seriously damage long term prosperity.

The President is determined to complete the Uruguay Round of negotiations and the proposed North American Free Trade Agreement along with the Enterprise for the Americas Initiative. These efforts will not only expand world trade but will create additional opportunities for U.S. exports through open markets, lower government subsidies, fewer trade barriers, and rules of fair play. Free and fair trade will broaden our economic opportunities to include areas where America's strengths are particularly great, such as services, high technology, and agriculture. Speaking of agriculture, the President was proud to sign a new Farm Bill in 1990.

In order to maintain our competitiveness internationally, the President believes that we must prepare for the future. And that includes nurturing our human capital. The President's national education strategy, "America 2000," will help us achieve the six national education goals for the end of the decade which the nation's governors and the President announced in early 1990. Under the leadership of Education Secretary Lamar Alexander, the President's education strategy has pursued four tracks: first, for today's students, we must establish better and more accountable schools; second, for tomorrow's students we must create a new generation of American schools; third, for the rest of us, we must create a nation of students; and fourth, we must ensure that our communities are places where learning can happen. America 2000 calls for a nationwide effort which involves every sector of our society and all Americans.

The President's education initiatives are intended to stimulate the reforming and restructuring of our education system in ways that enhance local control and innovation while at the same time encouraging parental involvement and expanding parental choice. Empowering parents to choose the schools their children will attend -- whether private or public schools -- is a keystone of the President's education agenda.

The President has also submitted to the Congress legislation that would reauthorize the Higher Education Act in ways that would reform and strengthen many Federal programs that guarantee access to affordable, quality post-secondary education for all.

Investment in America's future also entails investment in our infrastructure, whether it is transportation, energy, research and development, financial sector reform, or health care. Making permanent the Research & Experimentation tax credit along with an expanded commitment to scientific research will vastly strengthen our research and development capability.

The President believes that a strong highway system, operated in partnership with the States is critical to our economic future, and the Surface Transportation Act is intended to achieve this important goal. As you know, the President asked Congress when he last spoke to them in March to pass this bill within a hundred days. Over two hundred days later, the Congress finally came through. At a highway construction site in Dallas, the President signed this \$150 billion legislation that will create at least 600,000 jobs. The bill also includes an innovative privatization provision that will enable the private sector to become more involved in improving and expanding our competitive infrastructure.

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The President has also sought to reduce America's energy vulnerability through conservation and efficiency, increased domestic energy development, and greater use of alternative fuels in order to ensure that our future economic growth is not jeopardized by possible supply disruptions. Unfortunately, the Congress failed to pass national energy legislation, and thus a more secure energy future sits on the back burner on Capital Hill.

There was, however, some good news on natural resources. The Congress agreed with the President on a new Clean Air Act. This landmark legislation was the greatest victory for our lungs in years. George Bush believes that economic growth and environmental protection do not have to be mutually exclusive. He is determined to balance the priorities of economy and conservation of natural resources through cost effective environmental initiatives toward implementing the Clean Air

Act, improving our wetlands policy, and reducing air toxic emissions.

A sound internationally-competitive banking system is also critical to our economic vitality and the financial well-being of our citizens. Last Spring, the President proposed comprehensive financial sector reforms that would modernize our outdated banking laws in order to make our banking system stronger and safer. The legislation offered a carefully balance, integrated approach to increased competitiveness, a sound deposit insurance system that safeguards the deposits of all Americans, and a national regulatory structure that is both stronger and streamlined. While the Congress failed to pass the legislation, we will not give up on pursuing this crucial set of reforms.

The President has also launched initiatives that would enhance food safety and that would, through a series of prevention initiatives, improve infant health and expand childhood immunizations. The President and Secretary of Human Services Sullivan are working to improve America's health care, with a special emphasis on prevention. The tragedy of Magic Johnson is another reminder that only a combination of abstinence, research and compassion will solve the AIDS epidemic. The President proposed and signed the landmark Child Care Act to provide low-income working parents with the means and flexibility to choose the best child care option for their individual needs.

The President has repeatedly emphasized the need to "put more power and opportunity in the hands of the individual." Under the leadership of Secretary of Housing and Urban Development Jack Kemp, the Administration is seeking to create thousands of new jobs in America's inner cities by encouraging expanded investment through urban enterprise zones. The President has also called on Congress to expand opportunities for greater tenant ownership of public housing. And if we are going to expand opportunities for individuals, we need to make sure that barriers to such opportunities are eliminated. That is why the President continues to enforce civil rights law aggressively. He also aggressively sought civil rights legislation. The outcome of that continuing effort was the Civil Rights Act of 1991, which the President signed late last year. The Civil Rights Act was particularly noteworthy because the President insisted on no racial quotas. This President was adamantly opposed to quotas, having always believed that civil rights can be guaranteed in a way that is fair to all and that relies on removing barriers to opportunity rather than denying opportunity.

As a part of putting power into the hands of people, the President has endorsed the idea of limiting the terms of office

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for elected officials, including the Congress. The President of the United States is limited to two terms, as are many state governors, as well as other state and local officials. The time is now to apply the same principle of term limits to Congress as well. Another vital priority is campaign finance reform. Here again, the President proposed a balance package more than two years ago that included curbing special interest influences by abolishing corporate, union, and trade association political action committees (PACs).

The Vice President has been particularly in the forefront of the Administration's efforts to achieve real reforms of the civil justice system -- the "litigation explosion" that is undercutting America's competitive edge. The President and the Vice President know that we are in a global economic race, a race with no finish line. We can't afford to cripple ourselves with 18 million law suits a year, draining \$300 billion out of the productive economy! In addition, the Vice President is the Chairman of the President's Council On Competitiveness, leading the way to streamlining regulations when the economic burden of those regulations outweighs the benefits. One immediate success has been a speed-up in the approval process for life-saving and life-improving drugs by the Food and Drug Administration. Taken together, these reforms will help promote economic growth in all sectors of the American economy, but small businesses, which have long been the engine of job creation in America, will benefit especially. Medium and smaller businesses suffer the most from strangling regulation, paperwork, insurance and legal costs, as well as high taxes on capital. The President, who was a small businessman himself once, is determined to help.

The President has spoken many times of the "Four R's" -- reading, writing, 'rithmetic and respect. Americans have a right to be free from crime and drug abuse. A decent society keeps the streets safe for all its citizens, even as it does everything possible to help the homeless. Another particular concern of the President's is the safety and well-being of children. After all, what good is it for parents to have the opportunity to choose a school for their children, only to find that the new school is jeopardized by drugs, disciplinary problems, and violence?

The President understands that building a better America here at home means freedom from fear. The President is doubling our prison capacity, has doubled the number of federal prosecutors, and wants the Congress to pass a crime bill with teeth. Once the Congress passes it, the President's comprehensive crime bill will help us restore law and order to our streets, cities, communities and schools, by expanding the death penalty and ending frivolous appeals.

Finally, and most importantly, the President realizes that the great strength of our nation is the strength of our citizens. He wants all of us to be able live in an America that is whole and good -- a nation of sturdy communities and solid families. The President is very pleased that his Points of Light initiative has struck such a chord with the American people, because he knows that only Americans in service to each other will be able to solve all the problems and grasp all the opportunities we face.

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MEMORANDUM

To: Karl Rove
From: Charlie Black
Re: New Hampshire Mail
Date: January 6, 1992

Attached are the talking points Mrs. Bush used for her visit to New Hampshire to file the President's papers for the primary.

This gives you an idea of the tone and type appeal we have in mind for the first letter.

I would add to the third talking point something like, "You know I talk to some of my friends in New Hampshire almost every week. Some of them are experiencing these hard times. They're struggling to make ends meet. So, the trouble you're having there affects me personally."

"I'll be coming to New Hampshire several times in the next few weeks. My main purpose is to meet as many people as I can--some I've known before and some I'll be meeting for the first time--to listen to you. To learn first hand of your problems and your needs."

"I'm working everyday to do whatever is necessary to turn this economy around, there in New Hampshire and all across America. Now, I haven't gotten all the cooperation I need from the Democratic Congress. If some of my proposals for economic growth had been acted on by Congress, I believe we'd be coming out of the recession by now."

"But, that just makes me try harder to come up with answers and solutions to your problems. I hope you'll give me some ideas when I'm there, ideas to restore the hope and opportunity which have been such a strong part of the New Hampshire character."

Karl, this is rough, but gives you the general idea. Please call me or Bob Teeter, if you need more input.

Thanks for your help.

cc: Bob Teeter, Dave Carney

CABLETRON
SYSTEMS^{INC.}
The Complete Networking Solution™

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Rochester, NH 03867-5005
(603) 332-9400

January 3, 1992

Mr. Rich Myers
Bush Campaign Headquarters
20 Bridge Street
Manchester, NH 03101

Dear Mr. Myers:

As you requested earlier today, I am forwarding information about Cabletron Systems along with several requests for the presidential visit.

Why, you ask, should Mr. Bush want to visit Cabletron? Simply stated, Cabletron is the "American Dream." Only in America could a business start from literally nothing to become the country's fastest growing business operation and a major force within its own respective industry. Allow me to list only a few relevant facts about our company's phenomenal success.

- In 1983, Cabletron's founders, Robert Levine and Craig Benson -- literally neighbors in a small apartment complex -- founded the company in a tiny garage as a reseller of computer cables and connectors. For the first six years of the company's existence both men financed the operation 100 percent through their own means, including savings accounts, house mortgages, etc. To say they took a risk is an understatement, accumulating \$15 million of loan debt on personal net worth of \$200,000. To this day, Cabletron has received no venture capital, holds zero debt and carries \$65 million in cash reserves in its accounts.
- With only 30 employees on board, the company moved to New Hampshire to expand its operations into an old mill building where space was not a concern. There, the company developed a number of patented technologies including a product known as a transceiver. Today, Cabletron is the world's largest supplier of transceivers.
- In 1989, on the heels of a booming new high technology industry known as the local area networking industry, Cabletron opened a brand new 126,000 square foot research and development/manufacturing headquarters promising hundreds of new jobs for the local economy.
- That same year, Cabletron performed its initial public offering on the New York Stock Exchange (NYSE:CS), a feat rarely accomplished because of the

stringent guidelines required by this exchange. To this day, only a limited number of high-technology stocks appear on the New York Stock Exchange.

- In its first full year listed on the New York Stock Exchange, Cabletron was named the #1 performance stock, rising 204 percent. The company's value also increased from \$400,000 to nearly \$1.5 billion today.

- As part of its public offering, Cabletron's founders, recognizing the strength of its organization lie in its people, granted a minimum of 100 shares of stock to each and every employee (over 400) as a thank you for a job well done, and an incentive to keep up the good work. That stock, valued at \$7 per share only twenty months ago, now sells near an all-time high of \$55 per share.

- To the State of New Hampshire, Cabletron has grown from 30 employees in 1985 to 1350 in 1991, 1850 in the United States, and over 2000 worldwide. In 1991, Cabletron brought a \$33 million payroll to the state's economy in addition to representing over three percent of the state's revenues generated by the Business Profits Tax. Cabletron's worldwide sales -- by Wall Street estimates -- are expected to exceed \$275 million for the current fiscal year, up from \$22 million just four years ago. ←

- In 1991, Cabletron brought more than 500 new jobs to the State of New Hampshire, including 101 manufacturing positions where over 1250 job seekers came to interview.

- Today, Cabletron has 40 domestic sales operations; its corporate headquarters are located in Rochester, New Hampshire beside one of its four U.S.-based manufacturing operations (totalling more than 200,000 square feet)

- **International Sales** -- Key to the company's growth is its ability to penetrate foreign markets. Cabletron has invested heavily in creating seven wholly-owned international subsidiaries and a worldwide direct sales organization. Today, this market represents 28 percent of our overall revenues, with more than 200 employees overseas and 400 U.S.-based jobs directly tied to international business. All export sales products are developed and manufactured in the United States.

- Briefly, the accolades achieved by the employees of this company over the past three years include:

1988 -- Named the nation's 7th fastest growing privately-owned company by Inc. magazine.

1990 -- Named the 2nd "Hottest Growth" Company in America by Business Week magazine

-- Named 2nd in the Forbes magazine Survey of America's "Best Small Companies"

-- Named #1 Socially Responsible Stock by Money magazine

1991 -- Co-founders became first to receive "Co-Entrepreneurs of the Year" by Inc. magazine.

-- For the prior year, the company was named the New York Stock Exchange's #1 performance stock

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-- Rated #531 in *Business Week's* ranking of "America's 1000 Most Valuable Companies"
1992 -- Since its founding, has brought eight "industry firsts" to market including the invention of the "smart hub" and "network management"

Clearly it becomes quite obvious that Cabletron is the "American Dream" come true. More importantly, our company continues to share a common vision that teamwork is the key to success in business. Nowhere is this more obvious than in the founders efforts to keep everything in perspective with employees. In fact, a recent study showed the typical Japanese CEO earning 16 times his average worker; the average American CEO earning 200 times his workers; but here at Cabletron, our founders earn just over two times the average employee. Yes, they have indeed forged the "American Dream," but remaining competitive is still the bottom line, and key to the company's collective future.

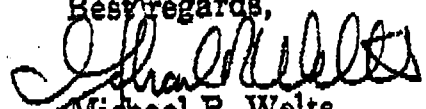
As we discussed, there are several opportunities we would like to explore with the presidential visit. These include the following:

- A 20-minute tour of our manufacturing facilities and an explanation of our networking technologies.
- A 15-minute closed door meeting with senior management.
- A 10-minute closed door meeting with industry trade press to discuss the growing importance of the technology field and the need to maintain competitiveness by manufacturing here in the United States.
- A 10-minute speech to the employees by the president addressing the importance of manufacturing in the United States. This will be led by a company announcement of two new facilities opening this spring in New Hampshire, bringing a projected 200 new blue and white collar jobs to the state.
- A five minute presentation to President Bush of official company jackets for the president and first lady.
- Additionally, we have had numerous requests by national networks for a 5-minute one-on-one interview with the president.

Mr. Myers, as you can see, we have quite an afternoon slated for the presidential visit. We feel honored and privileged by his interest in visiting us and will certainly make every effort to ensure a beneficial press opportunity for him. Quite simply, we base our company's success on the restored pride in America granted by the Reagan/Bush administrations. Prior to their terms, our country lacked in its self-esteem and competitiveness. It is our sincere belief that these two men, through their strength and leadership, have brought back what is good about being an American and have restored faith in the "American Dream." We fully support President Bush in his re-election bid and wish to thank him for the opportunity of success that has allowed Cabletron to become what it is today.

As you will see upon visiting us here, our theme of "Made in America -- Proud to be American" will be prominently displayed with flags and banners throughout the facility. I look forward to meeting with you and your staff in the coming weeks and strongly encourage your comments.

Best regards,


Michael R. Welts
Director of Marketing

enc.



THE DEPUTY SECRETARY OF COMMERCE
Washington, D.C. 20230

January 3, 1992

Tony
NH. Speed

TO: HONORABLE EDE HOLIDAY
ASSISTANT TO THE PRESIDENT AND
SECRETARY OF THE CABINET

FROM: Rockwell A. Schnabel *[Signature]*

SUBJECT: National Technology Initiative

As you know, Secretary Mosbacher and Secretary Watkins have been developing plans for a National Technology Initiative (NTI) which will bring together leaders in business and government to forge new partnerships: partnerships between industry and our world-renowned Federal Laboratories to bring new technologies to the marketplace; partnerships between industry and the financial community to ensure U.S. companies have access to the capital they need for R&D and modern equipment; and partnerships between labor and management to ensure that our industrial sector remains second to none in the 21st century.

I have enclosed copies of a detailed description which outlines the NTI, its goals, structure and themes and initial sites. We have selected the Massachusetts Institute of Technology (M.I.T.) in Cambridge, Massachusetts to be the site for the first NTI which is tentatively scheduled for January 29-30.

In addition, I have enclosed a draft Presidential Statement concerning the National Technology Initiative for your review and evaluation.

We believe this initiative would create an excellent opportunity for the President to highlight the Administration's program to make industry more competitive and to create jobs and foster economic growth. The President's announcement of this initiative would truly have a major impact on its success.

Should you have any questions, please feel free to contact Marc G. Stanley, Associate Deputy Secretary, 377-4625.

DRAFT

PRESIDENTIAL STATEMENT CONCERNING NATIONAL TECHNOLOGY INITIATIVE

We recognize the serious challenge that U.S. companies face from foreign competitors. It is U.S. business which must meet this challenge. However, the Federal government must find ways to support the business community's efforts. As one means of providing that support, our Federal departments and agencies are launching the "National Technology Initiative" -- a coast-to-coast series of town meetings bringing together business and government leaders to discuss ways of partnering to enhance our technological strengths and our global competitiveness.

The Departments of Commerce and Energy have joined forces to take the lead in developing this initiative with industry and have arranged the first such session at the Massachusetts Institute of Technology in Cambridge, Massachusetts on January 30th, 1992. Similar programs will be held in all regions of the country. I am asking all Federal departments and agencies to become active participants with Commerce and Energy in this effort.

Through such dialogues, we can begin to build new partnerships between government and industry that will improve our competitiveness and increase our economic prosperity. We must not only encourage but assist industry in making better use of our world-renowned Federal laboratories to help be first to market with new technologies. We must also explore government-

industry cooperation to ensure that industry has access to the capital needed for technological competitiveness.

Finally, we must create a national commitment to excellence in our manufacturing industries through improved training for both workers and management and through access for both small and large businesses to the latest manufacturing technologies. By working to build these partnerships we will be opening a new era in relations between government and industry-- an era that will greatly strengthen the economic well-being of all Americans and our national global competitiveness.