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NAFTA CHRONOLOGY

President Bush and President Salinas of Mexico issue a joint statement endorsing the idea of a comprehensive free trade agreement between the United States and Mexico. They direct their trade ministers, U.S. Trade Representative Carla A. Hills and Mexican Secretary of Commerce and Industrial Development Jaime Serra Puche, to undertake consultations and preparatory work.	June 10, 1990
Ambassador Hills and Secretary Serra report back to the Presidents, jointly recommending the initiation of formal negotiations.	August 8, 1990
President Salinas writes to President Bush proposing that the United States and Mexico negotiate a free trade agreement, a step required by U.S. law.	August 21, 1990
President Bush writes to the chairmen of the House Ways and Means and Senate Finance committees notifying the two committees of free trade negotiations with Mexico, a step required by U.S. law. In his letter, the President also informs the chairmen that Canada has expressed a desire to participate in the negotiations.	September 25, 1990
President Bush writes to the chairmen of the Senate Finance and House Ways and Means committees of his desire to enter into trilateral negotiations with Mexico and Canada for a North American Free Trade Agreement (NAFTA).	February 5, 1991
Senate Finance Committee holds public hearings on the proposed negotiations.	February 6, 20, 1991
International Trade Subcommittee of the House Ways and Means Committee holds public hearings on the proposed negotiations.	February 20-21, 1991
Sixty-day legislative review period expires, during which time the Senate Finance Committee or House Ways and Means Committee could have voted to deny fast-track procedures to legislation	February 27, 1991

implementing a free trade agreement with Mexico.

President Bush requests a two-year extension of fast-track procedures to legislation implementing trade agreements, a necessary step if the procedures are to be used for legislation implementing a NAFTA.

March 1, 1991

Deadline passes for either House of Congress to pass a resolution disapproving President Bush's request for an extension of fast-track procedures.

June 1, 1991

NAFTA negotiations begin in Toronto, Canada.

June 12, 1991

Trade Ministers of Canada, Mexico and the United States scheduled to meet for NAFTA negotiations in Seattle, Washington.

September 19-20, 1991

Public hearing scheduled in San Diego, California.

August 21, 1991

Public hearing scheduled in Houston, Texas.

August 26, 1991

Public hearing scheduled in Atlanta, Georgia.

August 29, 1991

Public hearing scheduled in Washington, D.C.

September 3, 1991

Public hearing scheduled in Cleveland, Ohio.

September 9, 1991

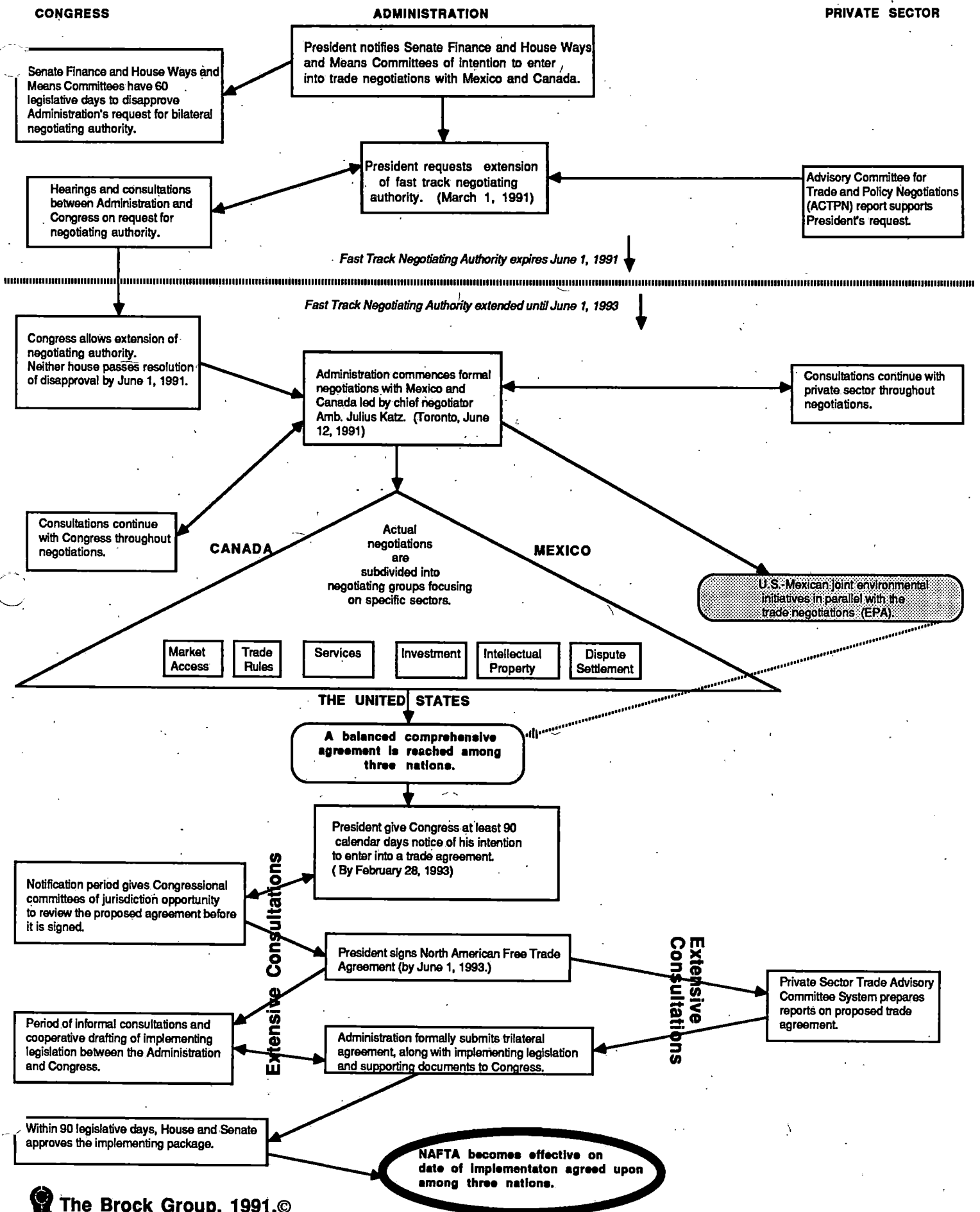
Public hearing scheduled in Boston, Massachusetts.

September 11, 1991

**MULTILATERAL TRADE NEGOTIATIONS
NEGOTIATING GROUPS
FIRST INDICATIVE SCHEDULE OF MEETINGS**

DATES	NEGOTIATING GROUPS
WEEK OF 16 SEPTEMBER	AGRICULTURE
WEEK OF 16 SEPTEMBER	TRIPS
17 SEPTEMBER	GNS (MARITIME TRANSPORT)
19 SEPTEMBER	GNS (TELECOM)
20 SEPTEMBER	GNS (FINANCIAL SERVICES)
WEEK OF 23 SEPTEMBER	GNS
26 SEPTEMBER	INSTITUTIONS
27 SEPTEMBER	MARKET ACCESS
WEEK OF 30 SEPTEMBER	RULE-MAKING AND TRIMS
ON OR ABOUT 30 SEPTEMBER	TEXTILES AND CLOTHING
OCTOBER	SURVEILLANCE BODY
21 OCTOBER - 1 NOVEMBER	GNS
18 - 26 NOVEMBER AND 9 DECEMBER	GNS
ON CALL	TNC

Governmental Process leading to a North American Free Trade Agreement



May 1, 1991

EXECUTIVE SUMMARY

RESPONSE TO ISSUES RAISED IN CONNECTION WITH THE NEGOTIATION OF A NORTH AMERICAN FREE TRADE AGREEMENT

In letters to the President from Chairmen Bentsen and Rostenkowski, and from Majority Leader Gephardt, the Administration has been asked to address a variety of economic, labor and environmental concerns that have been raised about the proposed North American Free Trade Agreement (NAFTA). The Administration's response sets forth detailed action plans for addressing these concerns, as well as views on the economic impact of a NAFTA.

THE POSITIVE ECONOMIC IMPACT OF A NAFTA

- o From 1986 to 1990, as Mexico reduced import barriers, our exports more than doubled from \$12.4 billion to \$28.4 billion, generating (264,000) additional U.S. jobs.
- o Under a NAFTA, we can do even better. Mexico still has higher trade barriers than the U.S. Mexico's average duty is 10% compared to 4% in the U.S. Significant nontariff barriers remain. We therefore have much to gain from the elimination of these barriers.
- o All three major economic analyses done to date corroborate that the U.S. will benefit from a NAFTA in exports, output and employment.
- o We will benefit from Mexican growth: for each dollar Mexico spends on imports, 70 cents is spent on U.S. goods; for each dollar of GNP growth, 15 cents is spent on U.S. goods.
- o Further, the resulting economic integration will strengthen the ability of the U.S. to compete with Japan and the EC.

ADJUSTMENT PROVISIONS WE WILL SEEK IN THE NAFTA

- o Transition Measures: In order to avoid dislocations to industries and workers producing goods that are import-sensitive, tariffs and non-tariff barriers on such products should be eliminated in small increments over a time period sufficient to ensure orderly adjustment.
 - In determining import sensitivity, we will rely heavily on advice of the International Trade Commission, the Congress, and the private sector.
 - We will be prepared to consider transition periods beyond those in the U.S.-Canada FTA.

- o Effective Safeguard Provisions: Even where reductions in tariffs and other trade barriers are staged over a lengthy period, there may be isolated cases in which injurious increases in imports could occur. To prevent injury from such increases, we will seek to include in the agreement a procedure allowing temporary reimposition of duties and other restrictions.
 - This mechanism should be designed to respond quickly, especially in cases of sudden import increases.
 - Special "snap-back" provisions should be included to address the unique problems faced by producers of perishable products.
- o Strict Rules of Origin: We will negotiate rules of origin to ensure that the benefits of a NAFTA do not flow to mere pass-through operations exporting third-country products to the U.S. with only minimal assembly in Mexico.
 - Rules of origin will impose clear, tough, and predictable standards to the benefit of North American products.
 - We will seek to strengthen the required North American content for assembled automotive products.
 - We will consult closely with the private sector and the Congress in designing these rules.

DOMESTIC WORKER ADJUSTMENT PROGRAM

- o Since trade barriers on sensitive products should be decreased over a long timeframe, we do not expect immediate or substantial job dislocations.
- o Nevertheless, beyond including adjustment provisions in the NAFTA itself, there is a need to assist dislocated workers who may have adjustment difficulties.
- o The Administration is committed to working with Congress to ensure a worker adjustment program that is adequately funded and that provides effective services to workers who may lose their jobs as a result of an agreement with Mexico.
- o Whether provided through the improvement or expansion of an existing program or through the creation of a new program, worker adjustment measures should be targeted to provided dislocated workers with comprehensive services in a timely fashion.

LABOR ISSUES

LABOR MOBILITY

- o We have agreed with Mexico that labor mobility and our immigration laws are not on the table in NAFTA talks, with the possible exception of a narrow provision facilitating temporary entry of certain professionals and managers.

WORKER RIGHTS AND LABOR STANDARDS

- o Protections afforded by Mexican labor law and practice are stronger than generally known.
- o Mexico's laws provide comprehensive rights and standards for workers in all sectors, including the maquiladoras.
 - Mexico has ratified 73 International Labor Organization conventions on worker rights, including those on occupational safety and health.
 - Mexico has a minimum working age of 14 and mandates special protections and shorter working hours for those between the ages of 14 and 16.
- o A substantially higher proportion of the Mexican workforce is unionized than is the U.S. workforce.
- o While enforcement problems have resulted largely from a lack of resources, a NAFTA would both raise living standards and create resources for enforcing existing laws.

FUTURE U.S.-MEXICO COOPERATION ON LABOR MATTERS

- o Memorandum of Understanding: The Secretary of Labor and her counterpart from Mexico are prepared to sign a Memorandum of Understanding providing for cooperation and joint action on a number of labor issues which could be implemented in parallel with our FTA negotiations.
 - These include health and safety measures; work conditions, including labor standards and enforcement; labor conflicts; labor statistics; and other areas of concern to the United States and Mexico.
- o Specific Projects: U.S. and Mexican officials have agreed on joint projects to address specific concerns in the labor sector.
 - Initial projects include: occupational health and safety; child labor; and labor statistics.

ENVIRONMENTAL ISSUES

MEXICO'S COMMITMENT TO ENVIRONMENTAL PROTECTION

- o Mexico has no interest in becoming a pollution haven for U.S. companies.
- o Mexico's comprehensive environmental law of 1988, which is based on U.S. law and experience, is a solid foundation for tackling its environmental problems.
- o All new investments are being held to these higher legal standards and an environmental impact assessment is required to show how they will comply.
- o Enforcement has in the past been a key problem, but Mexico's record has been improving dramatically. Since 1989, Mexico has ordered more than 980 temporary and 82 permanent shut-downs of industrial facilities for environmental violations; the budget of SEDUE (Mexico's EPA) has increased almost eight-fold.

ENVIRONMENTAL ISSUES IN THE NAFTA

- o Protection of Health and Safety: We will ensure that our right to safeguard the environment is preserved in the NAFTA.
 - We will maintain the right to exclude any products that do not meet our health or safety requirements, and we will continue to enforce those requirements.
 - We will maintain our right to impose stringent pesticide, energy conservation, toxic waste, and health and safety standards.
 - We will maintain our rights, consistent with other international obligations, to limit trade in products controlled by international treaties (such as treaties on endangered species or protection of the ozone layer).
- o Enhancement and Enforcement of Standards: We will seek a commitment to work together with Mexico to enhance environmental, health, and safety standards regarding products, and to promote their enforcement.
 - We will provide for full public and scientific scrutiny of any changes to standards before they are implemented.

- We will provide for consultations on enhancing enforcement capability, inspection training, monitoring, and verification.

JOINT ENVIRONMENTAL INITIATIVES

- o In parallel to the FTA negotiations, we intend to pursue an ambitious program of cooperation on a wide range of environmental matters.
- o We will design and implement an integrated border environmental plan to address air and water pollution, hazardous wastes, chemical spills, pesticides, and enforcement.
- o During the design phase of the border plan, there will be an opportunity for public comment and hearings; during implementation, there will be periodic comprehensive reviews.
- o We will consult on national environmental standards and regulations, and will provide an opportunity for the public to submit data on alleged non-compliance.
- o We will discuss expanded cooperative enforcement activities, such as coordinated targeting of environmental violators.
- o We will establish a program of technical cooperation and training, which will include facilitating sharing of technology for pollution abatement.

INFORMED POLICY MAKING AND PUBLIC PARTICIPATION

- o We will broaden public participation in the formulation and implementation of trade policy to ensure that efforts to liberalize trade are consistent with sound environmental practices.
- o We will appoint individuals to selected trade policy advisory committees who can contribute both an environmental perspective and substantive expertise.
- o In consultation with interested members of the public, we will complete a review of U.S.-Mexico environmental issues, with particular emphasis on possible environmental effects of the NAFTA, to enable U.S. officials to consider the results during FTA negotiations and other bilateral efforts.

IMPORTANCE AND BENEFITS OF A NAFTA

A NAFTA WOULD CREATE ONE OF THE WORLD'S LARGEST FREE TRADE AREAS

- o A North American Free Trade Area (NAFTA) would create an enormous market, encompassing some 360 million consumers and total output of \$6 trillion.
- o The progressive elimination of barriers to the flow of goods, services and investment, and strengthened protection of intellectual property rights would benefit a broad spectrum of businesses, workers, farmers and consumers.
- o Creation of a NAFTA would be a catalyst for economic growth and development in the United States, Mexico and Canada through increased trade, investment and jobs.

THE IMPORTANCE OF NORTH AMERICAN TRADE

- o Canada and Mexico are America's first and third largest trading partners, respectively. In turn, the United States accounts for over two-thirds of their total trade. In 1990, three-way trade came to about \$237 billion.
- o Since 1980, U.S. exports to Mexico and Canada have doubled, rising from \$55.3 billion to \$111.4 billion. Our exports to our neighbors have grown substantially faster than those to the rest of the world.

REMOVAL OF BARRIERS WOULD CREATE NEW TRADE AND INVESTMENT OPPORTUNITIES

- o Since Mexico joined the General Agreement on Tariffs and Trade (GATT) in 1986 and started its unilateral policy of lowering trade barriers, U.S. exports have more than doubled, growing from \$12.4 billion to \$28.4 billion.
 - U.S. agricultural exports to Mexico totalled \$2.5 billion in 1990, our third largest market.
 - Consumer goods exports from the United States to Mexico have tripled since 1986, rising from \$1 billion to \$3 billion.
 - U.S. exports of capital goods have grown from \$5 billion in 1986 to about \$9.5 billion last year.
- o We can do better. Mexico has greater barriers to U.S. exports than we impose on Mexican shipments to the United States. For example:

- Mexican tariffs average 10 percent, compared to the average tariff of 4 percent we impose on Mexican exports to us.
- Mexico still maintains a restrictive import licensing regime, one which affects 40 percent of U.S. agricultural exports to Mexico.
- o In addition, while Mexico has liberalized its investment regime, it is still closed to many U.S. investments, both in manufacturing and in services, and performance requirements distort export opportunities for U.S. products.
- o Mexico has already pledged to improve its protection for intellectual property rights, and we expect action on those pledges in the near future. A NAFTA will make those reforms secure.

A NAFTA OFFERS BENEFITS TO U.S. PRODUCERS, WORKERS, AND CONSUMERS

- o Economic analyses show that a NAFTA will have a positive impact on the U.S. economy and U.S. employment.
- o U.S. producers and workers will benefit from a NAFTA through increased sales opportunities, improved operating efficiencies and strengthened competitiveness against competitors in Asia and Europe.
- o U.S. consumers will enjoy increased access to lower-cost, higher quality products.

A NAFTA STRENGTHENS THE BROADER NORTH AMERICAN RELATIONSHIP

- o A NAFTA would help cement the extensive historical, familial, cultural and language links the United States has with both Mexico and Canada.
- o More prosperous neighbors are better neighbors and better customers for U.S. goods and services.
- o We have a broad agenda with both Mexico and Canada that goes well beyond trade, economic and investment links. By boosting economic prosperity in all three nations, a NAFTA will help us make progress on issues such as the environment, drugs and immigration.

March 1, 1991

JOB CREATION, COMPETITIVENESS AND INVESTMENT

OVERALL IMPACT OF NAFTA ON U.S. EMPLOYMENT SHOULD BE SMALL, BUT POSITIVE

- o An econometric analysis prepared for the Department of Labor suggests that an FTA with Mexico would result in a net increase of 44,000 to 64,000 jobs in the United States over 10 years, the bulk of these in manufacturing.
- o The overall impact of a NAFTA on U.S. employment should be positive, but small. The Mexican economy is only about 1/25 the size of the U.S. economy and imports from Mexico now account for only about 6 percent of total U.S. imports. And, since we have an FTA in place with Canada, additional effects on our trade with Canada would be limited.
- o Mexican trade barriers are higher than those in the United States. Eliminating these barriers should result in increased U.S. exports, exports that will help generate jobs in the United States.
 - Since Mexico started its trade liberalization in 1986, U.S. exports to Mexico have more than doubled--from \$12.4 billion in 1986 to \$28.4 billion in 1990. It is estimated that each \$1 billion worth of merchandise exports generates over 20,000 U.S. jobs.

U.S. WORKERS ARE AMONG WORLD'S MOST PRODUCTIVE

- o U.S. manufacturing investment and production grew strongly throughout much of the 1980s. In 1988, the latest year for which constant dollar data are available, manufacturing's share of the U.S. economy stood at a post-World War II high (23.1 percent).
- o U.S. workers are among the most productive in the world. U.S. labor productivity in manufacturing showed strong growth in 1990 (up 3 percent).
 - Depending on the measure, output per employed person in the United States is roughly 5 or 6 times that of Mexico.
 - Since 1980, output per person employed in U.S. manufacturing has grown 2.5 times faster than in Mexico.

- o Higher real incomes and wages in the United States reflect superior U.S. productivity.

THE UNITED STATES IS AMONG THE WORLD'S MOST ATTRACTIVE LOCATIONS FOR INVESTMENT

- o Both U.S. and foreign investors will continue to invest heavily in the United States because low wage levels alone are inadequate to assure competitiveness. Among the factors that help compel investment in the United States are:
 - an educated, skilled, and highly productive U.S. work force;
 - a fully developed and reliable transportation, communications, and business and financial infrastructure;
 - proximity to high quality, dependable suppliers;
 - proximity to the marketplace in which one sells; and
 - political and economic stability.
- o These U.S. advantages will not disappear in a NAFTA. Nor will the manufacturing sector be weakened. Rather, the elimination of trade and investment barriers will expand market opportunities for exports for all three countries. The U.S., Mexican and Canadian manufacturing sectors are likely to be strengthened, in terms of production volumes and average real wages.

INVESTMENT IN MEXICO CAN BOOST U.S. COMPETITIVENESS

- o When U.S. firms do invest in Mexico, such investment strengthens their ability to meet the global competitive challenge.
- o A 1988 study by the U.S. International Trade Commission revealed that the vast majority of the 900 firms surveyed felt that assembly in Mexico had improved their overall international competitiveness.
- o Most of the firms indicated that the alternative to moving part of their labor-intensive assembly operations to Mexico, where a substantial amount of U.S. components are used, was to move their U.S. operations to East Asia, which would result in the usage of fewer U.S. components and machinery.

INVESTMENT IN MEXICO HELPS SAVE U.S. JOBS

- o A NAFTA would help save U.S. jobs by strengthening the ability of U.S. firms to compete against Asian and European companies.
- o Joint production arrangements with Mexico have helped save existing U.S. jobs and even created new jobs. For example:
 - As a result of a move of part of its operations to Mexico, a U.S. electronics company's sales rose 400 percent and its U.S. employment by 50 percent. One medical equipment company says it would be out of the health care business without its Mexican operations, which are supported by millions of dollars in U.S. sales.
 - USTR has received a petition requesting duty-free GSP treatment for ceramic magnets imported from the Mexican subsidiary of a U.S. company. These magnets are used in electrical motors that, for example, power air conditioner and heater blowers in automobiles. The local U.S. labor union (representing some 3,000 employees) supports the petition, arguing that Mexican magnets help the U.S. facility to be more competitive.
- o Investment in Mexico is likely to provide greater links back for U.S. exports. Of every dollar Mexico spends on imports, 70 cents goes to purchase U.S. goods.
- o As investment in Mexico boosts the income of Mexicans, it enhances their ability to buy U.S. exports.

TRANSITIONAL MEASURES WILL FACILITATE ADJUSTMENT

- o In cases where immediate elimination of tariffs or non-tariff barriers would create hardship for U.S. producers, we will negotiate transitional measures, such as phase-in periods and safeguard procedures, to minimize adjustment pressures.

MEXICO'S ENVIRONMENTAL EFFORTS

MEXICO HAS A STRONG COMMITMENT TO THE ENVIRONMENT

- o Mexico's 1988 General Law for Ecological Equilibrium and Environmental Protection is sweeping legislation that establishes a firm commitment to protect the environment.
 - While our legal systems are not totally equivalent, much of Mexico's 1988 law is based on U.S. law and experience.
 - The 1988 law sets national policy on ecology reserves, rational use of natural resources, and environmental protection. It establishes administrative sanctions and criminal penalties for non-compliance with the law.
 - Since 1988, each new investment project must submit a detailed study assessing its environmental impact.
 - Some private companies have already responded to the GOM's urging that they consider environmental issues as part of overall business strategy by creating special environmental offices to analyze environmental impacts of proposed business activities.
 - Environmental studies are now part of the curriculum in 18 Mexican universities.
- o Mexico has committed itself to enforcing its new law, regulations and standards.
 - Mexico's enforcement efforts are constrained by limited funds. However, the Mexican Ministry of Urban Development and Ecology (SEDUE) budget has grown significantly in recent years.
 - The budget could be effectively doubled by an anticipated World Bank loan, and a significant portion of the increase may be devoted to enforcement.
 - Anticipating early approval of the loan, SEDUE recently announced commitment of Mexican counterpart funds to create 50 new inspector positions for Mexico City and 50 for the U.S.-Mexico border.
 - Mexico has not hesitated to close several industrial plants in cases of non-compliance.
 - In a unique Mexican approach to such matters, the GOM has negotiated agreements with environmental and industrial groups in an effort to assure compliance with the law.

- For example, agreements have been reached with the Maquiladora Association, which includes most maquilas, to encourage environmental compliance by its members.
- Joint EPA and SEDUE technical workshops and on-site inspections supplement voluntary private enterprise programs in attempts to assure environmental compliance by maquila industries.

MEXICO HAS A STRATEGY TO COMBAT MEXICO CITY AIR POLLUTION

- o With strong international support, including promises of significant financing from Japan and technical assistance from the United States, Mexico announced in October 1990 an ambitious master plan to resolve air pollution problems in greater Mexico City.
- o Mexico also has an interim contingency plan for Mexico City which results in drastic reductions in traffic and industrial activity during the most serious periods of air pollution.
- o Mexico and the IDB are putting together a debt-for-nature swap to fund reforestation efforts around Mexico City.

MEXICO AND THE UNITED STATES WORK TOGETHER TO PROTECT THE ENVIRONMENT

- o A U.S.-Mexico Agreement in 1989 provides for technical support to help Mexico resolve the pollution problems in Mexico City.
 - Under the Mexico City Agreement, patterned after the successful 1983 Border Environment Agreement, action programs and training and technical assistance programs have been developed to deal with problems of air and water pollution, hazardous waste, and environmental health issues. EPA and SEDUE are the National Coordinators.
 - The U.S. Department of Energy and the Mexican Petroleum Institute signed in 1990 a Memorandum of Understanding to do a computer model study of Mexico City air pollution.
- o There has been substantial cooperation between the U.S. and Mexico on wildlife protection and natural resource management.
 - Cooperative dolphin and sea turtle protection programs have been established. As a result of Mexico's efforts, dolphins killed per net deployed were down 58% between 1986 and 1989.



UNITED STATES DEPARTMENT OF EDUCATION
OFFICE OF ELEMENTARY AND SECONDARY EDUCATION

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As requested

THE WHITE HOUSE

Office of the Press Secretary
(Los Angeles, California)

For Immediate Release

September 19, 1991

The President today announced his intention to appoint the following individuals to be Members of the President's Advisory Commission on Educational Excellence for Hispanic Americans:

ANDRES BANDE, of Illinois. He will be designated Chairman. Currently, Mr. Bande serves as President of Ameritech International, Incorporated in Chicago, Illinois.

GUADALUPE C. QUINTANILLA, of Texas. She will be designated Vice Chairman. Currently, Ms. Quintanilla serves as Assistant Vice President at the University of Houston in Houston, Texas.

NANCY MARIE LOPEZ, of Georgia. Ms. Lopez is a Professional Golfer on the Ladies Professional Golf Association Tour.

DIANA S. NATALICIO, of Texas. Currently, Dr. Natalicio serves as President of the University of Texas at El Paso in El Paso, Texas.

RAUL H. YZAGUIRRE, of Texas. Currently, Mr. Yzaguirre serves as President and Chief Executive Officer of the National Council of La Raza in Washington, D.C.

ROBERT J. MIRANDA, of California. Currently, Mr. Miranda serves as President and Chief Executive Officer of Miranda, Strabala & Associates in Santa Ana, California.

LYN W. ZIEGENBEIN, of Nebraska. Currently, Ms. Ziegenbein serves as Executive Director of the Peter Kiewit Foundation in Omaha, Nebraska.

PETER GEORGE MEHAS, of California. Currently, Dr. Mehas serves as Fresno County Superintendent in Fresno, California. He also serves as a Member of the California State Board of Education.

GLORIA GONZALES ROEMER, of Colorado. Currently, Ms. Roemer serves as Vice President and Co-Owner of the Roemer Oil Company in Denver, Colorado.

PETER H. COORS, of Colorado. Currently, Mr. Coors serves as President of the Coors Brewing Company in Golden, Colorado.

ERNEST H. DREW, of New Jersey. Currently, Dr. Drew serves as President and Chief Executive Officer of Hoechst Celanese in Summerville, New Jersey.

DONALD R. GREENE, of Georgia. Currently, Mr. Greene serves as President of the Coca-Cola Foundation in Atlanta, Georgia.

JACINTO PABLO JUAREZ, of Texas. Currently, Dr. Juarez serves as Vice President for Instruction at Laredo Texas Junior College in Laredo, Texas.

YVETTE DEL PRADO, of California. Currently, Dr. Prado serves as Vice President for Education and Public Affairs at Tandem Computers. Incorporated in Cupertino, California.



5TH STORY of Level 1 printed in FULL format.

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October 13, 1991, Sunday, CITY EDITION

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HEADLINE: Jobs Top Latinos' List of Concerns

SERIES: THE NEW Nueva YORK. First in a series

BYLINE: By Clay F. Richards. STAFF WRITER

KEYWORD: NEW YORK CITY; HISPANICS; SERIES; HISPANIC-AMERICANS; DISCRIMINATION;
SOCIAL CONDITIONS; POLL; NEWSDAY; STATISTICS; DISCRIMINATION; EMPLOYMENT;
UNEMPLOYMENT; LANGUAGE

BODY:

HISPANIC NEW YORKERS say their lives are a struggle for survival, an uphill battle against unemployment and discrimination in a city where even those fluent in English face routine mistreatment, according to the New York Poll.

Whether they came here in the last five years from the Dominican Republic or Colombia, or whether their grandparents moved here from Puerto Rico before they were born, most of the Hispanics interviewed by The Gallup Organization for New York Newsday say they have been the victims of discrimination in nearly every aspect of daily life. Those who speak mostly Spanish say language is the barrier that separates them from mainstream New York, but those who are well-educated and fluent in English say they are still often victims of stereotyping.

While the majority of all city residents in earlier New York Newsday polls reported that life in the city was a struggle against outside elements, such as crime and drugs invading their lives, Hispanic New Yorkers painted a different picture, one in which their lives are a struggle for basic necessities - a job, a home and enough money to feed their families.

The poll of 800 Hispanic adults, conducted Sept. 3-8, was one of the most extensive surveys ever made of Hispanic New Yorkers. Those who participated were given the choice of being interviewed in Spanish or English.

Among the major findings of the poll:

One in five Hispanics says jobs and unemployment are the most important problems facing Hispanics in New York City today. Unemployment is perceived as a more serious problem by college graduates (27 percent) than by high school dropouts (17 percent), an indication that it may be easier for Hispanics to find low-paying jobs as laborers than higher-paying white-collar positions.

Eighty percent of Hispanics say they have been mistreated by the police, and more than 70 percent say they have been mistreated by each of the following groups: landlords, the courts, the media, their employers, shopkeepers, the schools and local elected officials. Landlords fared the worst, with only 12 percent of the Hispanics surveyed saying they hardly ever or never have



(c) 1991 Newsday, October 13, 1991

trouble with them, while schools did the "best," with 28 percent of the respondents saying they seldom have problems.

Only 18 percent of Hispanics say they have language problems when dealing with police, the telephone company, schools, getting medical care, at the bank or other places. But among those who speak primarily Spanish, 38 percent say language is a major problem. Twenty-nine percent of Hispanics in the city say they speak Spanish exclusively or primarily, and 22 percent depend on Spanish radio and newspapers as their main source of news.

After jobs and unemployment, 14 percent say race relations is the most important problem facing Hispanics in New York City, and the same number say education is the most serious. Some 12 percent say drugs is the most important problem, with no other issue breaking into double digits. When asked what is the biggest problem facing the city as a whole, Hispanics list drugs (28 percent) and crime (27 percent) almost evenly.

One-third of Hispanics in New York have annual household incomes of less than \$ 20,000, a number almost identical with that of the black population. The number of whites with an income that low is about half that of blacks and Hispanics. Only 6 percent of Hispanics and blacks have an income exceeding \$ 60,000 a year, compared with 17 percent of whites.

The search for a better job was uppermost on the mind of David Dopico, 43, who lives in the Fort Greene section of Brooklyn. Even though he is a second-generation Puerto Rican, life in New York has been a struggle.

"Even if you were born here and your parents were born here, we still have the problems of stereotyping," says Dopico, who has gone back to college in hopes of breaking the cycle of unemployment and low-paying jobs by becoming a teacher. "I'm fortunate that I can speak English. If you can't speak English, you can't get a job. And it's getting worse."

SANDRA SANTIAGO, 25, a registrar at a hospital, voices similar complaints in connection with her search for better housing. Santiago has no language problem because her grandparents moved here from Puerto Rico more than 40 years ago and she has spoken English all her life. But for two months she has been looking for a bigger apartment in the North Bronx for her husband and two children and has reluctantly concluded that being Hispanic is part of the problem.

"I'm not too sure if it's racism, or just taking care of your own," she says, recounting how apartments suddenly turn up as unavailable when she goes to look at them. "I try to think positive, but I'm sure there are things I'm being held back on. And I think sometimes the same thing is happening when it comes to job-related positions, too."

Rachael Pena, who came here from the Dominican Republic 16 years ago and lives in the Washington Heights section of Manhattan, is one of those having trouble finding a job. A college graduate, Pena, 36, has spent the last two years raising her baby and now wants to re-enter the workforce. But she has spent two months searching fruitlessly for a job as a social worker or in the health-care field.

"Yes," Pena says of her job problems. "I think it is some part because I'm Hispanic."



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Treatment of Hispanics

THE QUESTION: How often do you think Hispanics in New York are mistreated by each of the following, all the time, most of the time, sometimes, hardly ever or never?

Hardly	All or most of the time	Sometimes	ever or never
The police	39	41	12 .
The courts	32	34	14 .
Landlords	47	30	12 .
The media	31	39	18 .
Employers	37	41	11 .
Shopkeepers	24	41	20 .
The schools	23	36	28 .
Local elected officials	21	34	20 .

Primary Language

THE QUESTION: Do you generally speak ...

Spanish exclusively with no English	6% .
Primarily Spanish with some English	23% .
Both English and Spanish equally	42% .
Primarily English with some Spanish	24% .
English exclusively with no Spanish	5% .

ABOUT THE POLL: For this survey, The Gallup Organization conducted 800 telephone interviews among a sample of Hispanic adults age 18 or older. Interviewing was conducted Sept. 3-8, 1991. The margin of sampling error is plus or minus 4 percentage points. Categories do not add up to 100 percent because responses of "don't know" have been omitted.

GRAPHIC: Charts-1) THE NEW YORK POLL. NEW YORK NEWSDAY. Treatment of Hispanics-THE QUESTION: How often do you think Hispanics in New York are mistreated by each of the following, all the time, most of the time, sometimes, hardly ever or never. 2) Primary Language-THE QUESTION: Do you generally speak ...Spanish exclusively with no English.-See end of text

Apr. 25 / Administration of George Bush, 1989

tional marijuana and cocaine smuggling ring. How many lives, how many families, how many hopes and dreams have been destroyed with these chemical weapons of death and destruction—drugs? Death bought and sold by the ton—this operation had commercial packing equipment, underground storage vaults, large vans with hidden compartments, jet aircraft, ocean-going vessels. Once a warehouse of death, now it is a source of hope. Rancho del Rio has been reclaimed. Thanks to the Comprehensive Crime Control Act of 1984, pushed through by your former Congressman, Dan Lungren, we can now seize drug dealers' assets and use them in the war on drugs. And this is the first piece of forfeited drug property turned over for use by local officials in Orange County. It's going to serve as an International Narcotics Training Center and as a reminder to these merchants of death: Your money won't help you; in fact, we're going to use it against you.

So, what you see on these tables behind us is over \$4 million—line up—[laughter]—\$4 million of laundered drug money recently seized by U.S. Customs and the regional narcotics suppression program in Operation Shackle. And today I'd like to formally turn these funds over to Sheriff Gates to help fund the Rancho del Rio project. I hope that all of you can help make this project a reality. I'm also pleased to present another \$6 million in drug money—confiscated through a joint DEA-local sting operation in California and Arizona—to fund more effective, cooperative efforts between local, State, and Federal enforcement agencies.

This money then, totaling \$10 million, is the bounty of defeated drug criminals. And we won't stop until we nail every coward who deals in death and put them where they belong.

Now, you have had outstanding results over the last 2 years, thanks to the team efforts of local, State, and Federal agents: nearly 40 million in cash confiscated, the equivalent of 9 million injections of heroin and 38 million doses of cocaine seized. And that's 15 doses for every man, woman, and child in Orange County. Do we need any other reason than that to win this war? Let these funds go then to fighting the war they once financed. Let us raise awareness and build strength through a constellation of concerned Americans in every town, city, and community in this country. And let us send a message, loud and clear, to every drug merchant in America: You're going to be out of business! That is our message. That is my message to you today. Keep up the good work and continue to set an example for the rest of our great country.

Thank you. God bless you. And God bless the United States of America.

Note: The President spoke at 12:23 p.m. outside of the main house at Rancho del Rio. He was introduced by Orange County Sheriff Brad Gates. In his remarks, he referred to Michael K. Hayde, president of Drug Use Is Life Abuse, and Robert Schuller, pastor of the Crystal Cathedral. Prior to his remarks, the President toured the facility. Following his remarks, he attended a working luncheon with law enforcement officers at the ranch.

Remarks to Members of the Hispanic-American Community in Los Angeles, California

April 25, 1989

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Thank you very much. And, Mr. Schwartz—Murray, thank you, sir, for the warm welcome back to this campus, and I am so delighted to be here. This is a non-partisan appearance. And therefore I will resist any partisan commentary except to

make note that it was here, not in this very room, but right on this campus—Murray Schwartz referring to my last visit here that was highly politicized, perhaps one of the most dramatic moments in our whole campaign cycle, but certainly in my life. And so,

I have a feeling, a good feeling, and very pleased to be welcomed back by two people who give so much to UCLA.

I would just give a word of welcome to all of you. And I'm delighted to salute UCLA, one of our great universities. I would simply say that expressing gratitude is not always easy. But I do want to express my gratitude for this warm reception. I had a chance to meet with some of the organizers early on to tell them how grateful I am for this wonderful get-together on relatively short notice.

You know, a Hispanic patriot of our hemisphere once said: "I am America's son. To her I belong." Well, let me speak for Barbara, who regrettably is not with us here tonight. I feel that we belong, for we've spent a lot of our adult lives in—Barbara and I—in Texas, seeing close up, firsthand, the strength of the Hispanic communities there. Hispanic values touched us: discipline, caring, patriotism, love of God. And of course because of Jeb's wife, Columba, we feel doubly blessed as a family because the Hispanic culture is our culture, too.

And tomorrow I'm going to meet with one of our greatest Presidents. And I'm talking about California's always-favorite son and my good friend, Ronald Reagan. And I can't help recalling the words that he once said about Hispanic-Americans: "Just as their forefathers sought a dream in the new world, Hispanic-Americans have realized their dream in our great nation and will continue to do so. Their dedication to higher purposes reflects what is best in the American spirit."

Well, my friends, that spirit brought your parents and your grandparents and some of you to the United States. And they and you came in search of a better life, and you're finding it. And you came to build a better America, and you're sure helping build it. And you're building it through family, through church, through love of country and belief in the value of hard work—you know, building it in the school also, a new spirit, I'd say, of public service that is sweeping our educational system, from grade school to grad school, building it through excellence and through such leaders now as we have in Washington: Secretaries Lujan [Interior] and Cavazos [Educa-

tion], who so enrich our administration.

It was over a year ago at a LULAC [League of United Latin American Communities] meeting in Texas where I said time had come, long since, that we have Hispanics in the President's Cabinet. And now we have two outstanding Secretaries: Manuel Lujan and Lauro Cavazos.

I don't want to embarrass this guy, but it was here at UCLA, on one of these questions they ask you at these debates out of a clear blue sky—and they asked me: Name a couple of contemporary heroes, or who are your heroes? I've found that in this line of work you always get psychoanalyzed—[laughter]—and you're stretched out on a theoretical couch for people to figure out what makes you tick—that just goes with the job. But this question came out of the clear blue sky, and it had something to do with your heroes. And I cited, quite proudly, Tony Fauci, who is one of the researchers and now top people at the National Institutes of Health who is doing so much in AIDS and cancer research and all of this. What immediately came to my mind was Jaime Escalante, who is here with us today. And I—here he is—I told Jaime—I said, "Look"—I saw him later; I think it was back at the White House or somewhere—I said: "I hope I didn't throw you into some kind of partisan limelight there because what I really wanted to do, though, is express my feeling of contribution, my feeling of respect for the contribution that you have made in this—what we're talking about here today—excellence in education." So, right amongst us again is one of my genuine heroes.

I see many business people here, people that know what entrepreneurship means and have taken the lead in starting businesses and building them. And you are creating new jobs and cutting unemployment in the process—here, California, many of you from across the country. And as America's fastest growing minority in the 21st century, you, more than ever, will help tell the American story. And so is the promise that our kids will inherit a better land than we inherited true. It is very, very true—and I'm convinced of it.

And I haven't been President very long,

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but I remain an optimist about the United States of America. The problems are big, but we can solve them. And when I look to the values that give us the underpinning for everything we do in society, I come right back to the Hispanic community. And I'm grateful to you.

Some people say that the younger generation is selfish. I don't believe this. I have much more confidence in the young people than to say they're selfish. And young people of this country hunger to return to America a measure of what America has given us all. The people in this room care about the disadvantaged, about the environment. And under this administration, we are going to work together to transform our caring into a commitment for action. Let us pledge, then, not simply to knock at the door of opportunity, let's throw that door wide open and keep it open! And let's remember that we are one nation under God and that we honor Him with the lives we lead.

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People are asking me now that you've been President, what are some of your major concerns? And one for me is the diminution of American family. It's more than a sociological textbook kind of a concern. I worry about it. And I want to say to you in this room—because I think of the Hispanic culture in America, in the United States, is family-oriented; strength coming from the

family—I will have nothing to do with any Federal legislation that diminishes the strength of the American family. We've got to find ways to strengthen it, and I think I've learned a lot of that right here from people in this room.

We are rural and urban; native-born and foreign-born; Hispanic and non-Hispanic; brown, black, white—but most of all, we are Americans. So, my plea is: Let's join our hands together, for the future is ours. And as we do, please accept my thanks for this wonderful occasion. I do want to have an opportunity now to come and greet as many as I possibly can. God bless you. Thank you all, and God bless the United States of America. Thank you very, very much.

Note: The President spoke at 5:28 p.m. in the Galleria at the James West Alumni Center on the campus of the University of California at Los Angeles. In his remarks, he referred to Murray Schwartz, executive vice chancellor of the university; John and Columba Bush, his son and daughter-in-law; and Jaime Escalante, a calculus teacher at Garfield High School in east Los Angeles. Prior to his remarks, the President attended a reception in the alumni center for leaders of the Hispanic community. Following his remarks, he stayed overnight at the Four Seasons Hotel.

Nomination of Richard L. Armitage To Be Secretary of the Army

April 25, 1989

The President today announced his intention to nominate Richard L. Armitage to be Secretary of the Army. He would succeed John O. Marsh.

Mr. Armitage has served in several capacities at the Department of Defense, including Assistant Secretary of Defense for International Security Affairs, 1983 to present, and Deputy Assistant Secretary of Defense for International Security Affairs for East Asia, 1981–1983. From 1979 to 1983, Mr. Armitage established a Washington-based consulting firm specializing in Asian affairs,

and he worked in the foreign policy office of the Reagan Presidential campaign. Mr. Armitage has served as administrative assistant to Senator Robert Dole of Kansas, 1978–1979; consultant to the Pentagon, 1975–1976; and Naval and Marine Corps adviser with the U.S. Defense Attaché Office in Saigon, 1973–1975. He is a member of the Association of Asian Studies and the World Affairs Council.

Mr. Armitage graduated from the U.S. Naval Academy in 1967, where he received a commission as an ensign in the U.S. Navy.

AUSTRALIA RESEARCH

- National Anthem, constitution
- Australian symbols, flag
- History/culture/demographics of Australia from Encyclopedia, National Geographic pieces, almanac, etc.
- Prominent Australian-Americans
- Birthplace of Australians like Paul Hogan, Mel Gibson, Olivia Newton John
- Australian musical groups
- Bush went to Australia in April 1982 -- What did he do when he was there? Contact Emily Mead's office
- Prime Minister Bob Hawke references in Bush speeches -- Hawk visited during this administration (1989)
- Australia was a coalition member -- what was their contribution? e.g., number of planes, ships, troops, casualties. (contact NSC)
- Australian-U.S. relations -- history of
- Johnson was the only U.S. President to go to Australia -- find out when and copy any speeches he delivered.

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F.A. HAYEK

ITEMS 1-3 OF 74

SET 1: BRIEF DISPLAY
(ASCENDING ORDER)

FILE: LCCC

1. 54-64:Hayek, Friedrich A. von/(Friedrich August). Capitalism and the historians. Chicago], University of Chicago Press, c1954]. vii, 187 p, 20 cm.
LC CALL NUMBER: HB501 .H39
2. 67-18436:Hayek, Friedrich A. von/(Friedrich August). Studies in philosophy, politics and economics. Chicago], University of Chicago Press, 1967]. x, 356 p, 24 cm.
LC CALL NUMBER: HC59 .H363 1967b
3. 68-140028:Hayek, Friedrich A. von/(Friedrich August). The confusion of language in political thought. London, Institute of Economic Affairs, 1968. 36 p, 22 cm.
LC CALL NUMBER: H11 .I47 no. 20
4. 70-127444:Saulnier, Raymond Joseph. Contemporary monetary theory. New York, AMS Press, 1970, c1938]. 420 p, 23 cm.
LC CALL NUMBER: HB3723 .S3 1970
5. 70-435509:Roads to freedom: essays in honour of Friedrich A. von Hayek. London, Routledge & K. Paul, 1969. xix, 315 p, plate, illus., port, 26 cm.
LC CALL NUMBER: HD82 .R575
6. 72-183945:Hayek, Friedrich A. von/(Friedrich August). A tiger by the tail. London, Institute of Economic Affairs, 1972. xii, 124 p, 22 cm.
LC CALL NUMBER: HB99.7 .H36
7. 73-82488:Hayek, Friedrich A. von/(Friedrich August). The mirage of social justice /. Chicago, University of Chicago Press, c1976. xiv, 195 p., 23 cm.
LC CALL NUMBER: JC578 .H39 1976
8. 73-166686:Verdict on rent control: essays on the economic consequences of political action to restrict rents in five countries. London, Institute of Economic Affairs, 1972. xvi, 79 p, 21 cm.
LC CALL NUMBER: HD7287.5 .V47
9. 73-181173:Hayek, Friedrich A. von/(Friedrich August). Rules and order. London, Routledge & K. Paul, 1973]. xi, 184 p, 23 cm.
LC CALL NUMBER: LAW
10. 74-7272:Hayek, Friedrich A. von/(Friedrich August). Collectivist economic planning. Clifton N.J.J, A. M. Kelly, 1975. v, 293 p, 23 cm.
NOT IN LC COLLECTION
11. 74-172773:Hayek, Friedrich A. von/(Friedrich August). Economic freedom and representative government. London], Published for the Wincott Foundation by the Institute of Economic Affairs, 1973. 22 p, 21 cm.
LC CALL NUMBER: H11 .I47 no. 39
12. 74-183821:Hayek, Friedrich A. von/(Friedrich August). Individualism and economic order. Chicago, H. Regnery Co, 1972, c1948]. vi, 271 p, 21 cm.
LC CALL NUMBER: HB34 .H3 1972
13. 75-34747:Hayek, Friedrich A. von/(Friedrich August). A discussion with Friedrich A. von Hayek. Washington, American Enterprise Institute for Public Policy Research, c1975. 20 p., 23 cm.
LC CALL NUMBER: HC106.6 .H328
14. 75-505285:Hayek, Friedrich A. von/(Friedrich August). Die Irrtumer des

Konstruktivismus und die Grundlagen legitimer Kritik gesellschaftlicher Gebilde. Tübingen, Mohr, 1975. 34 p, ill., 23 cm.

LC CALL NUMBER: HM24 .H42 1975

15. 75-521367:Hayek, Friedrich A. von/(Friedrich August). Prix et production / . Paris, Calmann-Levy, c1975. 199 p, ill., 21 cm.

LC CALL NUMBER: H0229 .H314

16. 76-4073:Hayek, Friedrich A. von/(Friedrich August). Preise und Produktion /. Wien New York, Springer-Verlag, c1976. 18, xv, 124 p, ill., 21 cm.

LC CALL NUMBER: HB3723 .H3315 1976

17. 76-8360:Essays on Hayek /. New York, New York University Press, 1976. xxiv, 182 p, port., 24 cm.

LC CALL NUMBER: HB103.H3 E77

18. 76-76355:Hayek, Friedrich A. von/(Friedrich August). Profits, interest, and investment. New York, A. M. Kelley, 1969]. viii, 266 p, illus, 20 cm.

LC CALL NUMBER: HB3711 .H365 1969

19. 76-95610:Roads to freedom. New York], A. M. Kelley, 1969]. xix, 315 p, port, 26 cm.

LC CALL NUMBER: HD82 .R575 1969

20. 76-352410:Hayek, Friedrich A. von/(Friedrich August). Full employment at any price? /. London], Institute of Economic Affairs, 1975. 52 p., 22 cm.

LC CALL NUMBER: H11 .I47 vol. 45

21. 76-365840:Hayek, Friedrich A. von/(Friedrich August). Choice in currency. London, Institute of Economic Affairs, 1976. 1], 46 p., 22 cm.

LC CALL NUMBER: H11 .I47 no. 48

22. 76-369703:Rent control. Vancouver, Fraser Institute, 1975. xviii, 212 p, ill., 21 cm.

LC CALL NUMBER: HD7287.5 .R42 1975

23. 76-472506:Hayek, Friedrich A. von/(Friedrich August). Geldtheorie und Konjunkturtheorie /. Salzburg, Neugebauer, 1976. xv, 160 p., 21 cm.

LC CALL NUMBER: HB3711 .H35 1976

24. 76-525180:Hayek, Friedrich A. von/(Friedrich August). Die Irrtümer des Konstruktivismus und die Grundlagen legitimer Kritik gesellschaftlicher Gebilde. München Salzburg, W. Fink, 1970. 34 p, 21 cm.

LC CALL NUMBER: HM24 .H42

25. 77-9010:Finer, Herman. Road to reaction /. Westport, Conn, Greenwood Press, 1977, c1945. xii, 228 p., 23 cm.

LC CALL NUMBER: HD82.H38 F5 1977

26. 77-88475:Hayek, Friedrich A. von/(Friedrich August). New studies in philosophy, politics, economics and the history of ideas /. Chicago, University of Chicago Press, 1978. vii, 314 p., 24 cm.

LC CALL NUMBER: H61 .H3366 1978

27. 77-181817:Toward liberty. Menlo Park, Calif, Institute for Humane Studies , 1971]. 2 v, port, 24 cm.

LC CALL NUMBER: H35 .T65

28. 77-356723:Hayek, Friedrich A. von/(Friedrich August). Denationalisation of money. London, Institute of Economic Affairs, 1976. 107 p, ill., 22 cm.

LC CALL NUMBER: H0230.7 .H38

29. 77-561736:Hayek, Friedrich A. von/(Friedrich August). Individualismus und wirtschaftliche Ordnung /. Salzburg, W. Neugebauer, 1976. 357 p., 21 cm.

LC CALL NUMBER: HB34 .H33 1952

30. 78-6366:Liberty and the rule of law /. College Station, Tex, Texas A&M

University Press, c1979. xi, 349 p., 24 cm.

LC CALL NUMBER: K3171.A3 L5 1979

31. 78-25905:Hayek, Friedrich A. von/(Friedrich August). The political order of a free people /. Chicago, University of Chicago Press, 1979. xv, 244 p., 23 cm.

LC CALL NUMBER: JC585 .H294 1979

32. 78-183822:Hayek, Friedrich A. von/(Friedrich August). The constitution of liberty. Chicago, Regnery, 1972, c1960]. 569 p., 21 cm.

LC CALL NUMBER: JC585 .H29 1972

33. 78-311911:Hayek, Friedrich A. von/(Friedrich August). New studies in philosophy, politics, economics, and the history of ideas /. London, Routledge and K. Paul, 1978. vii, 314 p., 24 cm.

LC CALL NUMBER: H61 .H3366 1978b

34. 78-315112:Hayek, Friedrich A. von/(Friedrich August). The mirage of social justice /. London etc.], Routledge and Kegan Paul, 1976. xiv, 195 p., 23 cm.

LC CALL NUMBER: JC578 .H39 1976b

35. 78-356264:Hayek, Friedrich A. von/(Friedrich August). Entnationalisierung des Geldes. Tübingen, Mohr, 1977. xiii, 136 p., 24 cm.

LC CALL NUMBER: H6230.7 .H3815

36. 78-362453:Machlup, Fritz. Würdigung der Werke von Friedrich A. von Hayek /. Tübingen, Mohr, 1977. 76 p., 23 cm.

LC CALL NUMBER: HB103.H3 M33

37. 78-369340:Hayek, Friedrich A. von/(Friedrich August). Drei Vorlesungen über Demokratie, Gerechtigkeit und Sozialismus /. Tübingen, Mohr, 1977. 59 p., 23 cm.

LC CALL NUMBER: JC423 .H42

38. 78-375237:Graf, Hans Georg. "Muster-Voraussagen" und "Erklärungen des Prinzips" bei F. A. von Hayek. Tübingen, Mohr, 1978. 108 p., 23 cm.

LC CALL NUMBER: HB101.H39 G7

39. 79-21045:Hayek, Friedrich A. von/(Friedrich August). The counter-revolution of science. Indianapolis, Liberty Press, 1979, c1952. 415 p., port., 22 cm.

LC CALL NUMBER: H61 .H33 1979

40. 79-54089:Hayek, Friedrich A. von/(Friedrich August). A conversation with Friedrich A. von Hayek. Washington, American Enterprise Institute for Public Policy Research, c1979. 21 p., 23 cm.

LC CALL NUMBER: HB95 .H388

41. 79-77255:Mill, John Stuart. John Stuart Mill and Harriet Taylor, their friendship and subsequent marriage. New York, A. M. Kelley, 1969]. 320 p., illus., facsim., geneal. tables, ports, 23 cm.

LC CALL NUMBER: B1606 .A28 1969

42. 79-113451:Hayek, Friedrich A. von/(Friedrich August). Friedrich A. Hayek, honorary fellow at the Hoover Institution, speaks on the reactionary character of the Socialist conception to the Advisory Committee of the Domestic Studies Program and the 1978-1979 visiting scholars, Stanford University, October 27, 1978. Stanford, Calif.], The Institution, c1979] cover 1978. 11 p., 23 cm.

LC CALL NUMBER: HB95 .H39

43. 79-317648:Barry, Norman P. Hayek's social and economic philosophy /. London, Macmillan, 1979. xi, 228 p., 23 cm.

LC CALL NUMBER: H59.H39 B37

44. 79-383885:Hayek, Friedrich A. von/(Friedrich August). Wissenschaft und Sozialismus. Tübingen, Mohr, 1979. 17 p., 23 cm.

LC CALL NUMBER: HX21 .H37

45. 80-17870:Hayek, Friedrich A. von/(Friedrich August). Individualism and economic order /. Chicago, University of Chicago Press, 1980, c1948. vii, 271 p., 23 cm.

LC CALL NUMBER: HB34 .H3 1980

46. 80-477052:Hayek, Friedrich A. von/(Friedrich August). Liberalismus /. Tübingen, Mohr, 1979. 47 p., 23 cm.

LC CALL NUMBER: HM276 .H37

47. 80-485373:Hayek, Friedrich A. von/(Friedrich August). The three sources of human values /. London, the London School of Economics and Political Science, 1978. 40 p., 21 cm.

LC CALL NUMBER: BD232 .H343

48. 81-3284:Rent control, myths and realities. Hillside, NJ, Enslow Publishers, c1981. xxiii, 335 p, ill., 21 cm.

NOT IN LC COLLECTION

49. 81-102004:Hayek, Friedrich A. von/(Friedrich August). The road to serfdom /. Chicago, University of Chicago Press, 1980?]. xxiii, 248 p., 21 cm.

LC CALL NUMBER: HD82 .H38 1980

50. 81-134109:Hayek, Friedrich A. von/(Friedrich August). A tiger by the tail. San Francisco, Calif, Cato Institute, c1979. xiv, 158 p., 22 cm.

LC CALL NUMBER: HB99.7 .H363

51. 81-183903:Hayek, Friedrich A. von/(Friedrich August). Unemployment and monetary policy. San Francisco, Calif, Cato Institute, c1979 (1980 printing). xviii, 53 p., 22 cm.

LC CALL NUMBER: HD5710 .H39 1979

52. 81-459325:Friedrich A. von Hayek. Baden-Baden, Nomos-Verlagsgesellschaft, 1980. 60 p., 23 cm.

LC CALL NUMBER: HB101.H39 F74

53. 81-467300:Hayek, Friedrich A. von/(Friedrich August). Social justice, socialism & democracy. Turramurra, N.S.W, Centre for Independent Studies, 1979. 61 p., 21 cm.

LC CALL NUMBER: JC578 .H394

54. 82-162213:Hayek na UnB. Brasília, DF, Editora Universidade de Brasília, com o apoio, Fundacao Roberto Marinho, c1981. 58 p, ports., 23 cm.

LC CALL NUMBER: HB101.H39 H39 1981

55. 82-176256:Hayek, Friedrich A. von/(Friedrich August von). Law, legislation, and liberty. London, Routledge and Kegan Paul, 1982. 3 v. in 1, 22 cm.

LC CALL NUMBER: JC585 .H293 1982

56. 82-205615:Hayek, Friedrich A. von/(Friedrich August). Economic progress in an open society /. Seoul, Korea, Korea International Economic Institute, 1978. 53 p., 24 cm.

LC CALL NUMBER: HD82 .H34518 1978

57. 82-213742:Rent control, myths & realities. Vancouver, B.C., Canada, Fraser Institute, 1981. xxiii, 335 p, ill., 22 cm.

LC CALL NUMBER: HD7288.82 .R45 1981b

58. 83-12205:Conference on European Monetary Union and Currency Competition. Currency competition and monetary union /. The Hague Boston, M. Nijhoff Publishers Hingham, MA, Distributors for the U.S. and Canada, Kluwer Boston, 1984. vii, 298 p., 25 cm.

LC CALL NUMBER: H63894 .C66 1980

59. 83-208770:Friedrich A. von Hayek. Baden-Baden, Nomos, c1982. 68 p, ill., port., 23 cm.

LC CALL NUMBER: HB101.H39 F74 1982

60. 84-227:Hayek, Friedrich A. von/(Friedrich August). Money, capital, and fluctuations. Chicago, IL, University of Chicago Press London, Routledge & Kegan Paul, 1984. xi, 196 p., 23 cm.
LC CALL NUMBER: H0221 .H346 1984
61. 84-6706:Hayek, Friedrich A. von/(Friedrich August). The essence of Hayek / . Stanford, Calif, Hoover Institution Press, Stanford University, c1984. lxxviii, 419 p., ill., 24 cm.
LC CALL NUMBER: HB171 .H428 1984
62. 85-154043:Hayek, Friedrich A. von/(Friedrich August). Money, capital & fluctuations. London, Routledge & Kegan Paul in co-operation with London School of Economics and Political Science, 1984. xi, 196 p., 22 cm.
LC CALL NUMBER: HB171 .H429 1984
63. 85-179209:The Political economy of freedom. Munchen, Philosophia Verlag, c1985. 320 p., 23 cm.
LC CALL NUMBER: HB101.H39 P65 1985
64. 85-241337:Mestmacker, Ernst Joachim. Regelbildung und Rechtsschutz in marktwirtschaftlichen Ordnungen /. Tubingen, Mohr, 1985. 35 p., 23 cm.
LC CALL NUMBER: K3840.Z9 M47 1985
65. 87-17244:Hayek, Friedrich A. von/(Friedrich August). Monetary nationalism and international stability /. Fairfield, NJ, A.M. Kelley, 1989. xiv, 94 p., 23 cm.
LC CALL NUMBER: H0221 .H345 1989
66. 87-873565:Hayek, Friedrich A. von/(Friedrich August). Der Strom der Guter und Leistungen /. Tubingen, Mohr, 1984. 28 p., 23 cm.
LC CALL NUMBER: MLCM 87/645 (H)
67. 88-9694:Hayek, Friedrich A. von/(Friedrich August). The fatal conceit /. London New York, Routledge New York, NY, Routledge, Chapman & Hall, 1988-. p. cm.
CIP - NOT YET IN LC
68. 88-10082:Hayek, Friedrich A. von/(Friedrich August). The collected works of F.A. Hayek /. London New York, Routledge New York, NY, Routledge, Chapman & Hall, 1988-. p. cm.
CIP - NOT YET IN LC
69. 88-26763:Hayek, Friedrich A. von/(Friedrich August). The collected works of F.A. Hayek /. Chicago, University of Chicago Press, 1989- ,c1988-. v. <1 >, 24 cm.
LC CALL NUMBER: HB171 .H426 1989
70. 88-29577:Hayek, Friedrich A. von/(Friedrich August). The fatal conceit. Chicago, University of Chicago Press, 1989, c1988. xiii, 180 p., 24 cm.
LC CALL NUMBER: HB171 .H426 1989 vol. 1
71. 89-78252:Hayek, Friedrich A. von/(Friedrich August). Economic freedom /. Oxford, UK Cambridge, Mass., USA, B. Blackwell, 1991. xii, 415 p., 24 cm.
LC CALL NUMBER: HB95 .H389 1990
72. 90-4693:Thornton, Henry. An enquiry into the nature and effects of the paper credit of Great Britain (1802). Fairfield, NJ, A.M. Kelley, 1991. 368 p., ill., 23 cm.
LC CALL NUMBER: H6944 .T4 1991
73. 90-158740:Hayek, Friedrich A. von/(Friedrich August). Camino de servidumbre /. San Jose, Costa Rica, Libro Libre, 1989. 261 p., 21 cm.
LC CALL NUMBER: HD82 .H3817 1989
74. 91-26840:Hayek, Friedrich A. von/(Friedrich August). The fortunes of liberalism. Chicago, University of Chicago Press, 1992. p. cm.
CIP - NOT YET IN LC
1. ggg13-50000:Hayek, Friedrich August von. La route de la servitude. . Paris

- , Librairie de Medicis, 1945]. 179 p, 23 cm.
LC CALL NUMBER: HD82 .H3815
2. 11120-300000:Hayek, Friedrich August von. Der Wettbewerb als Entdeckungsverfahren, . Kiel, 1968. 20 p, 24 cm.
LC CALL NUMBER: HD41 .H35
 3. 30-20692:Hayek, Friedrich August von. Geldtheorie und konjunkturtheorie, . Wien/Leipzig, Holder-Pichler-Tempsky a. g, 1929. xii, 147, 21 p, 22 cm.
LC CALL NUMBER: HB3711 .H35
 4. 131-163:Hayek, Friedrich August von. Preise und produktion, . Wien, J. Springer, 1931. xv, 124 p, incl. diags, 21 cm.
LC CALL NUMBER: HB3723 .H35
 5. 32-641:Hayek, Friedrich August von. Prices and production, . London, G. Routledge & sons, ltd, 1931. xv, 112 p, diags, 19 cm.
LC CALL NUMBER: H6229 .H3
 6. 32-4460:Weiser, Friedrich. Gesammelte abhandlungen; . Tubingen, J. C. B. Mohr, 1929. xxxiv p., 1 l, 404 p. front. (port.), 24 cm.
LC CALL NUMBER: HB43 .W5
 7. 33-15796:Hayek, Friedrich August von. Monetary theory and the trade cycle, . New York, Harcourt, Brace & co., inc, 1933]. 244 p, 20 cm.
LC CALL NUMBER: HB3711 .H36
 8. 33-23480:Hayek, Friedrich August von. Beitrage zur geldtheorie, . Wien, J. Springer, 1933. ix p., 1 l, 511, 11 p. diagr, 25 cm.
LC CALL NUMBER: H6221 .H34
 9. 35-7185:Hayek, Friedrich August von. Collectivist economic planning; . London, G. Routledge & sons, ltd, 1935. v, 293 p, diags, 22 cm.
LC CALL NUMBER: HD82 .H345
 10. 35-7782:Hayek, Friedrich August von. Prices and production, . London, G. Routledge & sons, ltd, 1935]. xiv, 162 p, diags, 19 cm.
LC CALL NUMBER: H6229 .H3 1935
 11. 38-17803:Hayek, Friedrich August von. Monetary nationalism and international stability, . London New York etc.], Longmans, Green and co , 1937. 4 p.l., xii-xiv p, 1 l., 94 p, 22 cm.
LC CALL NUMBER: H6221 .H345
 12. 39-4889:Saulnier, Raymond Joseph. Contemporary monetary theory; . New York, Columbia university press, 1938. 420 p, 23 cm.
LC CALL NUMBER: H31 .C7 no. 443
 13. 39-10703:Saulnier, Raymond Joseph. Contemporary monetary theory; . New York, 1938. 2 p, 1., 7-420 p., 1 l, 23 cm.
LC CALL NUMBER: HB3723 .S3 1938
 14. 39-19735:Hayek, Friedrich August von. Freedom and the economic system . Chicago, Ill, The University of Chicago press, 1939]. iv, 37, 11 p, 20 cm.
LC CALL NUMBER: HD82 .H35
 15. 40-6253:Hayek, Friedrich August von. Monetary nationalism and international stability, . London New York etc.], Longmans, Green and co , 1939. 4 p.l., xii-xiv p, 1 l., 94 p, 22 cm.
LC CALL NUMBER: H6221 .H345 1939
 16. 40-8258:Hayek, Friedrich August von. Profits, interest and investment, and other essays on the theory of industrial fluctuations, . London, G. Routledge and sons, ltd, 1939]. viii, 266 p, diags, 19 cm.
LC CALL NUMBER: HB3711 .H365
 17. 40-10999:Thornton, Henry. An enquiry into the nature and effects of the paper credit of Great Britain (1802) . London, G. Allen & Unwin ltd, 1939]. 368 p, incl. front. (port.), 22 cm.

18. 40-36089:Sangines Villalva, Estela. Aspecto monetario de la teoria de Hayek. Mexico, D. F., 1939. p. cm.
LC CALL NUMBER: H6944 .T4 1939
19. 41-2540:Hayek, Friedrich August von. The pure theory of capital. London, Macmillan and co., limited, 1941. xxxi, 454 p, diagrs, 22 cm.
LC CALL NUMBER: HB501 .H392
20. 41-17893:Hayek, Friedrich August von. L'economie dirigee en regime collectiviste; . Paris, Librairie de Medicis, 1939]. 2 p, 1., 71-303, 11 p. diagrs, 22 cm.
LC CALL NUMBER: HB82 .H3452
21. 42-25826:Mill, John Stuart. The spirit of the age. Chicago, Ill, The University of Chicago press, 1942]. xxxiii, 93, 11 p, 20 cm.
LC CALL NUMBER: HM51 .M5
22. 44-4381:Hayek, Friedrich August von. The road to serfdom. Chicago, University of Chicago press, 1944]. xi, 250 p, 21 cm.
LC CALL NUMBER: HB82 .H38 1944a
23. 44-4911:Hayek, Friedrich August von. The road to serfdom. London, G. Routledge & sons ltd, 1944]. viii, 184 p, 23 cm.
LC CALL NUMBER: HB82 .H38 1944
24. 45-9861:Finer, Herman. Road to reaction. Boston, Little, Brown, and company, 1945. xii p., 11, 228 p, 19 cm.
LC CALL NUMBER: HB82.H38 F5
25. 45-16927:Press research, inc., Washington, D.C. Planning vs. freedom ... Washington], Press research, inc., c1945. 1 p.l., 9 numb. 1, 30 x 23 cm.
LC CALL NUMBER: HB82.H382 P7
26. 46-21427:Hayek, Friedrich August von. Individualism: true and false. Dublin, Hodges, Figgis & co., ltd.; etc., etc., 1946. 38 p, 21 cm.
LC CALL NUMBER: B824 .H3
27. 46-40423:Kamp, Mathias Ernst. Die geldliche wechsellagenlehre. Jena, G. Fischer, 1939. x, 143, 11 p, 23 cm.
LC CALL NUMBER: H63751 .K3 1939a
28. 47-15211:Bogliolo, Romulo. Socialismo, libertad, direccion. Buenos Aires, La Vanguardia], 1946. 3 p.l., 9-124 p, 21, 24 cm.
LC CALL NUMBER: HB85 .B62
29. 47-25907:Finer, Herman. Road to reaction. London, D. Dobson, 1946]. 131 p, 23 cm.
LC CALL NUMBER: HB82.H38 F5 1946
30. 48-4149:Hayek, Friedrich August von. Individualism and economic order. Chicago], Univ. of Chicago Press, 1948]. vii, 271 p, 22 cm.
LC CALL NUMBER: HB34 .H3
31. 48-4321:Hayek, Friedrich August von. Pianificazione economica collettivistica. Torino], G. Einaudi, 1946. xxi, 235 p, 22 cm.
LC CALL NUMBER: HB82 .H3454
32. 48-28090:Hayek, Friedrich August von. Camino de servidumbre; . Madrid, Editorial Revista de Derecho Privado, 1946]. 245 p, port, 23 cm.
LC CALL NUMBER: HB82 .H3817
33. 49-26396:Hayek, Friedrich August von. Individualism and economic order. London], Routledge & K. Paul, 1949]. vii, 271 p, 22 cm.
LC CALL NUMBER: HB34 .H3 1949
34. 50-25759:Hayek, Friedrich August von. Vejen til traelsdom; . Kobenhavn, Gyldendal, 1946. 263 p, 21 cm.
LC CALL NUMBER: HB82 .H3812
35. 52-614:Mill, John Stuart. John Stuart Mill and Harriet Taylor. London,

- Routledge & K. Paul, 1951]. 320 p, ports., facsim, 23 cm.
LC CALL NUMBER: B1606 .A28
36. 52-8157:Hayek, Friedrich August von. The counter-revolution of science; . Glencoe, Ill, Free Press, 1952]. 255 p, 22 cm.
LC CALL NUMBER: H61 .H33
37. 52-14469:Hayek, Friedrich August von. The sensory order. Chicago, University of Chicago Press, 1952]. xxii, 209 p, 22 cm.
LC CALL NUMBER: BF233 .H35
38. 52-34259:Hayek, Friedrich August von. Societe liberale ou collectivisme totalitaire, d'apres "La route de la servitude." . Paris, P. Lhoste-Lachaume, 1945?]. 63 p, 25 cm.
LC CALL NUMBER: HD82 .H3815 1945a
39. 52-68426:Hayek, Friedrich August von. Individualismus und wirtschaftliche Ordnung. . Erlenbach-Zurich, E. Rentsch, 1952]. 344 p, 22 cm.
LC CALL NUMBER: HB34 .H33
40. 53-21448:Hayek, Friedrich August von. The sensory order. London, Routledge & Paul, 1952]. 209 p, 22 cm.
LC CALL NUMBER: BF181 .H385
41. 56-26965:Hayek, Friedrich August von. The political ideal of the rule of law. . Cairo, 1955. 60 p, 25 cm.
LC CALL NUMBER: LAW <General Law "Haye">
42. 58-29413:Brell, Karl Heinz. Zur Problematik der progressiven Einkommensbesteuerung. Karlsruhe], 1957. 173 p, illus, 21 cm.
LC CALL NUMBER: HJ4629.H32 B7
43. 59-11618:Hayek, Friedrich August von. The constitution of liberty. . Chicago], Univeristy of Chicago Press, 1960]. x; 569 p, 24 cm.
LC CALL NUMBER: JC585 .H29
44. a60-5368:Fabbrini, Luigi. Istanze statiche ed istanze evolutive nella modellistica contemporanea: Leontief, Hayek, post-keynesiani. . Bologna], Cappelli, 1959]. 172 p, 25 cm.
LC CALL NUMBER: HB177 .F25
45. 61-59726:Seldon, Arthur. Agenda for a free society; . London, Published for the Institute of Economic Affairs by Hutchinson, 1961]. p. cm.
LC CALL NUMBER: JC585 .S46
46. 63-18476:Finer, Herman. Road to reaction. . Chicago, Quadrangle Books, 1963]. xxviii, 228 p, 21 cm.
LC CALL NUMBER: HE82.H38 F5 1963
47. a64-489:Hayek, Frierich August von. Rules, perception, and intelligibility, . London, n.d.]. p. 321]-344. 26 cm.
LC CALL NUMBER: AS122 .L5 vol. 48
48. 64-7666:Hayek, Friedrich August von. Monetary nationalism and international stability, . New York, A. M. Kelley, bookseller, 1964. xiv, 94 p, 22 cm.
LC CALL NUMBER: H6221 .H345 1964
49. 64-30916:Hayek, Friedrich August von. Los sindicatos y la ocupacion obrera. . Buenos Aires, Centro de Estudios sobre la Libertad, 1961. 52 p, 20 cm.
LC CALL NUMBER: HD6511 .H34
50. 64-43358:Hayek, Friedrich August von. Wirtschaft. Freiburg im Breisgau, H. F. Schulz, 1963. 24 p, 21 cm.
LC CALL NUMBER: HB71 .H44
51. 66-22629:Hayek, Fr iedrich August von. Monetary theory and the trade cycle,. . New York, A. M. Kelley, 1966. 244 p, 21 cm.
LC CALL NUMBER: HB3711 .H36 1966

52. c67-634: Hai-yeh-k'o han t'a ti ssu hsiang. . , 1965]. 2, 11, 1, 235 p, port, 19 cm.
LC CALL NUMBER: HB103.H3 H3 (Orien China)
53. 67-19586: Hayek, Friedrich August von. Prices and production, . New York, A. M. Kelley, 1967]. xiv, 162 p, illus, 20 cm.
LC CALL NUMBER: H6229 .H3 1967
54. 73-303125: Hayek, Friedrich August von. Die Theorie komplexer Phanomene, . Tubingen, Mohr, 1972. 38 p, 23 cm.
LC CALL NUMBER: Q175 .H3615
55. 74-429800: Hayek, Friedrich August von. Freiburger Studien; . Tubingen, Mohr, 1969. 284 p, 24 cm.
LC CALL NUMBER: HB175 .H425
56. 76-378935: Hayek, Friedrich August von. L'abuso della ragione. . Firenze, Vallecchi, 1967. p. cm.
LC CALL NUMBER: H61 .H336
57. 77-842762: Chou, Te-wei. Tang tai ta ssu hsiang chia Hai-yeh-k'o hsueh shou tsung shu. . , 64 1975]. 5, 4, 661 p., 21 leaves of plates, : ports., 21 cm.
LC CALL NUMBER: HB103.H3 C46 (Orien China)
58. 78-885166: Hayek, Friedrich August von. Die Verfassung der Freiheit, . Tubingen, Mohr, 1971. xvi, 530 p, 24 cm.
LC CALL NUMBER: JC585 .H2915
59. 79-287279: Hayek, Friedrich August von. De zin van de concurrentie . Bussum], Comite ter Bestudering van Ordeningsvraagstukken, 195-?]. 16 p, 21 cm.
LC CALL NUMBER: HF1436 .H3612
60. 79-456420: Hayek, Friedrich August von. Der Wettbewerb als Entdeckungsverfahren, . Kiel, 1968. 20 p, 24 cm.
LC CALL NUMBER: HD41 .H35
61. unk82-5290: Hayek, Friedrich August von. Drei Vorlesungen uber Demokratie, . Tubingen: Mohr, 1977. 59 p, , 23 cm.
LC CALL NUMBER: JC423 .H42
62. unk82-12911: Hayek, Friedrich August von. Entnationalisierung des Geldes . Tubingen : Mohr, 1977. xiii, 136 p, , 24 cm.
LC CALL NUMBER: H6230.7 .H3815
63. unk82-63348: Hayek, Friedrich August von. The mirage of social justice . London etc.], : Routledge and Kegan Paul, 1976. xiv, 195 p, , 23 cm.
LC CALL NUMBER: JC578 .H39 1976b
64. unk82-74179: (IS NOT IN FILE OR FILE IS NOT CURRENTLY AVAILABLE).
65. 82-800611: Hayek, Friedrich August von. Shizen jinrui bummei. . , 1979. 205 p, : ports., 19 cm.
LC CALL NUMBER: CB19 .H39
66. unk84-228051: Hayek, F. A. Von. La planificacion y el estado de derecho. . Cordoba, Republica Argentina, Imprenta da la Universidad, 1943. 20 p, cm.
LC CALL NUMBER: LAW <General Law "Haye">
67. unk85-57624: Hayek, F. A. The Political Ideal of the Rule of law, National Bank of Egypt Fiftieth Anniversary commemoration lectures. . Cairo, 1955. 60 p. and, notes cm.
LC CALL NUMBER: LAW <Egypt '7 Haye 1955>

CRS Report for Congress

Hispanic Heritage in the United States: Tradition, Achievement, and Aspiration

Thomas H. Neale
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Government Division

August 28, 1989
Revised September 27, 1989



Republic National Bank, serving the Cuban American community, has grown to be among the largest financial institutions in populous Dade County.

Continued growth of America's Hispanic population has led to a parallel increase in efforts by producers and advertisers to appeal to this vital part of the national market. *Hispanic Business* magazine reports that Hispanics will spend more than \$140 billion in 1989, a figure larger than the gross national product of many nations. Advertising firms such as Sosa and Associates of San Antonio are directing many of the campaigns now being developed to attract Hispanic patronage.

Coca Cola, whose chief executive officer Roberto Goizueta, is Cuban born, recently announced a three year program, leading to the 500th anniversary of Columbus' first voyage, which will highlight Hispanic contributions to American life. Miller Brewing Company has also begun efforts to increase its involvement with the Hispanic community, including sponsorship of a major exhibit, "Images of the Mexican Revolution", at the Fort Worth Museum of Science and History.

The growth and maturity of the Hispanic American market and business community are unmistakable. As a study sponsored by the U.S. Chamber of Commerce recently noted, "quietly, steadily, Hispanic-Americans are on the move, building businesses, making jobs, creating wealth. They have proved themselves [people] with talent and drive, and a taste for success. They show every indication of being a stimulus to the economy in the coming decades and a vital resource for growth."

Public Service

Sometimes the life of a single person can provide an example for an entire people. Such was the career in public service of Dennis Chávez. In 1916, the 28 year old New Mexican arrived in Washington to work as an interpreter for U.S. Senator Andrieus A. Jones. Dennis Chávez had been born in poverty to a proud family which had worked the land in New Mexico since the 16th century. Forced to abandon school at the age of 13, he worked 80 hours a week as a teamster and stable hand, while still finding time at night to study surveying and engineering. Young Chávez caught the attention of Senator Jones, who asked him to join his staff to interpret for his Spanish speaking constituents and translate their letters into English.

Moving to Washington, Chávez supported his wife and family on Capitol Hill, while studying law at night at Georgetown University Law School. Admitted to the Bar in 1920, he returned to Albuquerque, where he opened a successful practice as one of the few Hispanic American attorneys in New Mexico. Elected to the State Legislature in 1923, and the U.S. House of Representatives in 1930, he was appointed to the Senate in 1935 to fill the vacancy created by the death of Senator Brunson Cutting.

Dennis Chávez won election in his own right in 1936, and was reelected by wide margins for four additional six year terms. During his 26 years in the Senate, Dennis Chávez never forgot the people of New Mexico. He was a tireless fighter for equal rights and a strong supporter of Federal legislation in the areas of public health, welfare, education, and housing. During the McCarthy era, he was one of the first Senators to speak out against intolerance and the reckless charges of "red baiters." By the time of his death in 1962, Senator Chávez was fourth in seniority in the Senate, and Chairman of the powerful Committee on Public Works. He was succeeded in the Senate by fellow Hispanic American Joseph Montoya. In 1966, his native New Mexico honored Dennis Chávez when his statue was placed in the U.S. Capitol.

Dennis Chávez was not the first Hispanic to be elected to either House of Congress. Those honors belong to Joseph Hernandez, who served as a Delegate from the Territory of Florida in the 17th Congress (1822-1823), and Octaviano Larrazolo, of New Mexico, who served in the Senate in 1928 and 1929. But, by his distinguished achievements and length of service, Chavez was a trailblazer for the many who have followed.

The past 25 years have seen remarkable growth in the number of Hispanics holding public office, elective and appointive, throughout the United States.

In Congress, the Hispanic Caucus was formed in 1976 as a bi-partisan group dedicated to the advancement of Hispanic Americans in the United States and its territories and associated areas through promotion of public policy initiatives and legislation. Members of the Hispanic Caucus in the 101st Congress include Representatives Albert G. Bustamante, Kika de la Garza, Henry Gonzalez, and Solomon Ortiz of Texas, Matthew Martinez, Edward G. Roybal, and Esteban E. Torres of California, Bill Richardson of New Mexico, Robert Garcia of New York, Delegates Ben Blaz of Guam and Ron de Lugo of the U.S. Virgin Islands, and Puerto Rican Resident Commissioner Jaime B. Fuster. Hispanic American representation in the House increased in 1989 with the election of Ileana Ros Lehtinen in Florida. Recently a veteran Florida legislator, Representative Ros Lehtinen, became the first Cuban American to win a seat in Congress.

The Bush Cabinet also reflects the growing influence of Hispanic Americans in Washington. Secretary of Education Lauro Cavazos was one of the few officers of the Reagan Cabinet asked to serve in the Bush Administration. Cavazos is a sixth-generation Texan, proud of his Mexican American heritage. After completing his studies, he was a professor of Anatomy, and later Dean at the Tufts University School of Medicine in Boston. In 1980, the Secretary was named President of Texas Tech University, where he served with distinction until nominated by President Reagan in 1988.

He has been joined in the Cabinet by Manuel Lujan, Jr., who had scarcely retired from the House of Representatives after a 20 year career, when President Bush tapped him for the office of Secretary of Interior. As the first, and thus far, the only Hispanic American Republican to sit in the House, he served as ranking Republican on the Committees on Interior and Insular Affairs, and Science, Space, and Technology.

The nation's State and local governments have also begun to reflect the growing importance of Hispanic Americans in public service. Mexican American Toney Anaya was elected to a four year term as Governor of New Mexico in 1982. Four years later, in 1986, Bob Martinez became the first elected Hispanic American Governor of Florida.

Federico Pena came to Colorado from his native El Paso to practice law in 1972. Within six years, he was elected to the Colorado Legislature, in 1978, and only five years later he was elected Mayor of Denver. Henry Cisneros stepped down as Mayor of his native San Antonio in 1989. Only 29 when he was elected to the City Council in 1975, he was elected Mayor in 1981, the first Mexican American to hold the office since 1842. In 1985, 36-year-old Xavier Suarez, Cuban born and Harvard educated, was elected Mayor of Miami, replacing fellow Hispanic Maurice Ferre, who had held the job since 1973.

Each of these individuals gained national respect and attention for their political and administrative abilities. They exemplify the future promise of Hispanic Americans in public service; but they are only representative of the ever growing number of Hispanic American public officials in the United States.

In 1986, the National Association of Latino Elected and Appointed Officials (NALEO) identified 3,202 Hispanic elected office holders throughout the United States. The majority of these are located in the Southwest, reflecting the large population of Hispanic Americans, and the long-standing Hispanic tradition in such States as California, New Mexico, and Texas. Moreover, 15 percent of these elected public servants were women, as compared with a national average of 9 percent women in elected office.

Even these thousands of elected officials fail to provide a full picture of the powerful and growing commitment to public service among Hispanic Americans. They include numerous of dedicated teachers, administrators, social workers, and law enforcement officials.

The scope of public service extends to many professions: education, the law, labor, and others. In each of these fields, there is a growing record of Hispanic achievement.

Armando Rodriguez was born in Mexico, but settled in San Diego with his family as a child. Following military service in World War II, he obtained

Bachelor's and Master's degrees at San Diego State, and began a 20 year career as a classroom teacher and administrator. As Assistant Commissioner of Education in the former U.S. Office of Education, he was one of the motivating forces behind Federal sponsorship of and support for bilingual education programs.

Mari-Luci Jamarillo worked her way through college at New Mexico Highlands University, graduating in 1955, and later served as an administrator in Latin American education programs at her alma mater. During this period, the U.S. Agency for International Development called on her expertise as a consultant in education, sending her to represent the United States in 21 nations around the world. In 1977, she was appointed by President Jimmy Carter, and confirmed by the Senate, as Ambassador to Honduras, the first woman ambassador of Hispanic descent.

Raul Castro pursued a career that included education, the law, diplomacy, and politics. Born in Mexico, he received a degree in education at Arizona State College in 1939. After teaching in the public schools of Tucson, he was employed by the U.S. Department of State for five years in Mexico. Returning to Arizona in 1946, he taught at the University of Arizona while studying law. Castro practiced law and served, successively, as Pima County Attorney and State Supreme Court Judge until 1964, when he was appointed by President Lyndon Johnson as Ambassador, first to El Salvador, and then to Bolivia. In 1974, he was elected governor of Arizona, and completed his remarkable career in public service as Ambassador to Argentina from 1977 to 1980.

One of the most charismatic figures in the struggle for social justice for Hispanic Americans has been Cesar Chavez. His efforts to improve working conditions for migrant labor have aroused the conscience of the Nation. Chavez was born in a family of migrant farm workers, and attended 30 different schools before dropping out after seventh grade to help support his family. After years as a farm worker, he joined the movement to organize migrant labor. In 1966, his National Farm Workers Association merged with another union to form the United Farm Workers Organizing Committee (UFWOC). Using only non-violent tactics, Chavez negotiated contracts with the major California wine grape growers, and led an effective nationwide boycott of table grapes when the table grape growers failed to bargain in good faith. After a two year struggle, table grape growers negotiated contracts with UFWOC in 1970. Since then, Cesar Chavez has continued the struggle to secure decent wages and working conditions in California's huge vegetable growing industry. He is a major figure in the history of the American labor movement.

ASPIRATIONS

This review of the Hispanic experience in the United States provides selected highlights of Latino tradition and achievement. For every struggle

That human institutions require periodic redesign, if only because of their tendency to decay, is not a minor fact about them, nor easily overlooked. Taken the span of history, there is no more important lesson to be learned.

How curious then in all this history, with all the immensely varied principles on which society has been designed and operated, no people have seriously attempted to take into account the aging of institutions and to provide for their continuous renewal. Why should we not be the first to do so.

-- John W. Gardner --

*John
Flores
at Education
401-0747*

WHITE HOUSE INITIATIVE: HISPANIC EXCELLENCE IN EDUCATION

*Mary Duke Sanders
x+ 2147
Pres. Personnel*

CASE STATEMENT

*Hispan. pop. is
a resource
in which we
need to invest -
greatest & most
dynamic*

*work on the
past - opportunity
to be done*

September 1991

[Signature]

*fuel participation
exist new wave
of immigrants -
prison, high work.*

EDUCATIONAL EXCELLENCE FOR HISPANIC AMERICANS

THE CASE STATEMENT

MISSION: TO STRENGTHEN AMERICA'S CAPACITY TO PROVIDE QUALITY EDUCATION TO HISPANIC AMERICANS CONSISTENT WITH THE AMERICA 2000 GOALS.

CRITICAL ISSUES

The Workforce Crisis -- America is facing a workforce crisis. Education and demographics are basic to its resolution. The American workforce is:

- Growing more slowly;
- Aging (average age 36; 40 by the year 2000);
- Education requirements for jobs are getting greater and the less skilled jobs are shrinking;
- In need of workers who are more educated.

The Untapped Workforce: Hispanics -- Hispanics are the youngest and fastest growing minority. By the year 2000, Hispanics will:

- Constitute 33% of the net growth of the workforce;
- Comprise 10% of the total U. S. workforce;
- Be younger, (36) while the total workforce will be older.

The Hispanic Crisis -- At a time when Hispanics are the fastest growing and youngest minority in America, their wages and school completion rates are lower than any other ethnic group. They have the fastest growing poverty rate.

America's Choice -- We can either invest in the education and training of Hispanics and increase productivity of our workforce today or relegate them to tomorrow's poverty pool.

THE CHOICE IS OURS!

*Last yr. signed
etc. order
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other part*

Draft Discussion Only

THE WHITE HOUSE INITIATIVE: EDUCATIONAL EXCELLENCE FOR HISPANIC AMERICANS

MISSION, GOALS AND STRATEGY

MISSION TO STRENGTHEN AMERICA'S CAPACITY TO PROVIDE QUALITY EDUCATION TO HISPANIC AMERICANS CONSISTENT WITH THE AMERICA 2000 GOALS.

THE PROBLEM

America's workforce is shrinking, aging and losing its competitive edge. If we are to revitalize our workforce, we must invest in that new source of workers -- Hispanics. They are the youngest and fastest growing portion of the new workforce, yet we are losing them because they lack the education, training and resources needed to participate in today's complex workplace. Their main problem is opportunity, not motivation.

Education, Wages, Poverty-- While certain segments of the Hispanic population are progressing, the current trend shows that a growing number have less education, earn lower wages and show a higher increase in poverty than Blacks or whites:

- Dropout: Hispanic youth have a higher school dropout rate -- 40+%, as compared to 18% for Blacks and 14% for whites;
- School Readiness: Hispanics are less likely to participate in preschool programs and more likely to repeat grade levels than their white cohorts;
- Student Achievement: Hispanics consistently score below whites in all measures of academic achievement;
- Post Secondary: Hispanics have the lowest participation rates. In 1989, 28.7% were Hispanic compared to 30.8% for Black and 38.8% for whites.
- Adult Workers: Hispanic male workers have less education than Black or white males: (1980) 10.2 Hispanic, 11.7 Black, 12.9 white.
- Wages: In 1990 Hispanic men earned less weekly wages (\$322) than Blacks (\$360) or whites (\$497). The same occurred for Hispanic women (\$280) as compared to Blacks (\$308), and whites (\$355).

Draft Discussion Only

- Dead End Jobs: Hispanics occupy and stay in the lowest paying jobs which are more susceptible to economic downturns, are temporary and have few benefits.
- Farmworkers: There are approximately 3-4 million farmworkers of which 80% are Hispanic who, in many instances, their income is below the poverty level.
- Immigration: There are approximately 3.5 million people in the Immigration, Reform and Control Act (IRCA) pool waiting to become citizens; 90% are Hispanic of which 80% are Mexican. Approximately 1.2 million are farmworkers.
- Children in Poverty: Between 1979 and 1989, the number of poor Hispanic children grew faster than any other ethnic group -- 1/2 of the new children in poverty are Hispanic. One out of three Hispanic children lives in poverty.

GOALS AND STRATEGY

The White House Initiative on Educational Excellence for Hispanics will be an integral part of the America 2000 Strategy and adopt the following goals:

- GOAL #1. National Advisory Commission -- Establish a National Advisory Commission by September 1991, which will advise the Secretary of Education as to how effectively all federal agencies are meeting the educational needs of Hispanics consistent with the President's Executive Order.
- GOAL #2. Accountability -- Establish performance standards for all federal programs by March 1992 which will assist the Secretary in reporting progress in fulfilling the Intent of the Executive Order.

Draft Discussion Only

GOAL #3. Innovation -- Establish innovative programs in areas where there is a high concentration of Hispanics with low income and focus on:

- Enhancing parental involvement
- Promoting early childhood education
- Removing barriers to success in education and work, particularly limited proficiency in the English language
- Helping students to achieve their potential at all educational levels

GOAL #4. Life-long Learning -- Support innovative approaches in the public and private sector which will provide for continuous skill upgrading for Hispanics.

GOAL #5. Community Empowerment -- Develop the diverse leadership in communities which will adopt and implement the "America 2000 Communities" campaign.

THE STRATEGY: THE HISPANIC INITIATIVE WILL BE AN INTEGRAL PART OF THE "AMERICA 2000 EDUCATIONAL STRATEGY" WHICH CALLS FOR:

- ACCOUNTABILITY
- INNOVATION
- LIFE LONG LEARNING
- COMMUNITY EMPOWERMENT

Basic Premises:

- Hispanic Education: A workforce investment -- The Hispanic population should be viewed as one of our most valuable untapped resources in raising the productivity of the American workforce.
 - Education is key in improving economic opportunities for Hispanics.
 - Institutional Renewal- America 2000 -- There is a need to renew our institutions so they are flexible and responsive to the rapid change our society is experiencing and accountable to their respective communities.
 - Family and Community -- Education should be viewed as both a family problem which requires a family solution as well as a community problem which requires a community solution.
- A commitment to family and community are two important values within the Hispanic sub-cultures which should be mobilized.
- Empowerment -- The empowerment of people begins with having expectations in their ability to be masters of their destiny. It starts by doing things "with people, not for them". If we are to be successful in renewing our educational institutions, we must involve the Hispanic community from the beginning in the planning and the implementation of our educational strategy.

To Bob
Date TUES Time 7:50 PM

WHILE YOU WERE OUT
M. VERONICA
of US Hispanic Chamber

Phone _____
Area Code Number Extension

TELEPHONED	☒ PLEASE CALL	
CALLED TO SEE YOU	WILL CALL AGAIN	
WANTS TO SEE YOU	URGENT	

☐ RETURNED YOUR CALL

Message POTUS can't
mention the National
Business Winner,
it will be divulged
late

JAG
Operator



AMPAD
EFFICIENCY®

23-023

CARBONLESS

**Nomination of George F. Murphy, Jr.,
To Be Inspector General of the United
States Information Agency**

June 27, 1990

The President today announced his intention to nominate George F. Murphy, Jr., to be Inspector General of the U.S. Information Agency. He would succeed Anthony J. Gabriel.

Since 1988 Mr. Murphy has served as Deputy Director for the U.S. Arms Control and Disarmament Agency in Washington, DC. Prior to this, he served as a consultant to the nuclear industry, 1986-1987; director of the Senate National Security Office, 1977-1986; executive director of the Joint Committee on Atomic Energy, 1975-1977; deputy director of the Joint Committee on Atomic Energy, 1968-1975; and a professional staff member on the Joint Committee on Atomic Energy, 1958-1968. In addition, Mr. Murphy worked for the Central Intelligence Agency, 1950-1958.

Mr. Murphy graduated from Harvard College (A.B., 1949). He was born May 1, 1924, in Boston, MA. Mr. Murphy served in the U.S. Army Air Corps, 1942-1946. He is married, has two children, and resides in Bethesda, MD.

**Statement on Signing a Bill Protecting
Natural and Cultural Resources in
New Mexico**

June 27, 1990

I take great pleasure in signing into law S. 286, an Act to establish the Petroglyph National Monument and the Pecos National Historical Park in New Mexico, and to resolve various New Mexico land issues.

West of Albuquerque, New Mexico, the major landscape feature is the West Mesa, marked by a 17-mile long basalt escarpment and five volcanic cones. Within the area are an estimated 15,000 to 17,000 petroglyphs, which are designs carved or pecked into the rock. Establishment of the Petroglyph National Monument will provide an excellent opportunity to form a strong partnership among the Federal Government, the State of New Mexico, and the City of Albu-

querque to ensure the protection of seriously threatened ancient Pueblo Indian and Spanish rock art. Cost sharing will be an important component of the success of this joint effort, and I look forward to a successful partnership.

S. 286 also will expand the existing 365-acre Pecos National Monument into the 5,865-acre Pecos National Historical Park. This will allow for expanded protection and recreation programs in an area rich in cultural resources.

I wholeheartedly support the measures contained in S. 286 because they will ensure the protection of rich natural and cultural resources within the State of New Mexico that are now seriously threatened.

George Bush

The White House,
June 27, 1990.

Note: S. 286, approved June 27, was assigned Public Law No. 101-313.

**Remarks Announcing the Enterprise for
the Americas Initiative**

June 27, 1990

Thank you all very much for coming to the White House, and it is my pleasure to welcome so many distinguished guests with such strong interests in the vital Latin American and Caribbean region. Let me recognize the many members of the diplomatic corps that are here and extend to you a warm welcome—from Latin America, particularly, and the Caribbean, Europe, Japan. Members of our Cabinet—Nick Brady and Secretary Baker, Carla Hills, Secretary Mosbacher—delighted you're here. Chairman of the Council of Economic Advisers, Mike Boskin, is here. Bill Webster, welcome. And of course, we're delighted to see Alan Greenspan, Chairman of the Federal Reserve Board, here and then an old friend, Barber Conable, of the World Bank, and Richard Erb, from the IMF. And Ricky Iglesias, an old friend of the Bushes, and we welcome him, of the IDB, and so many leading lights in the business and financial

communities. To all of you, then, a welcome.

In the past 12 months, every one of us, from the man in the White House to the man on the street, has been fascinated by the tremendous changes, the positive changes, taking place around the world. Freedom has made great gains not just in Eastern Europe but right here in the Americas; and we've seen a resurgence of democratic rule, a rising tide of democracy, never before witnessed in the history of this beloved hemisphere. And with one exception, Cuba, the transition to democracy is moving towards completion, and we can all sense the excitement that the day is not far off when Cuba joins the ranks of world democracies and makes the Americas fully free.

With one exception, that's the case. But the political transformation sweeping the rest of Latin America and the Caribbean has its parallel in the economic sphere. Throughout the region, nations are turning away from the statist economic policies that stifle growth and are now looking to the power of the free market to help this hemisphere realize its untapped potential for progress. A new leadership has emerged, backed by the strength of the people's mandate, leadership that understands that the future of Latin America lies with free government and free markets. In the words of Colombia's courageous leader, Virgilio Barco—President Barco: "The long-running match between Karl Marx and Adam Smith is finally coming to an end" with the "recognition that open economies with access to markets can lead to social progress."

For the United States, these are welcome developments, developments that we're eager to support. But we recognize that each nation in the region must make its own choices. There is no blueprint, no one-size-fits-all approach, to reform. The primary responsibility for achieving economic growth lies with each individual country. Our challenge in this country is to respond in ways that support the positive changes now taking place in the hemisphere. We must forge a genuine partnership for free-market reform.

Back in February, I met in Cartagena [Colombia] with heads of the three Andean nations, and I came away from that meet-

ing convinced that the U.S. must review its approach not only to that region but to Latin America and the Caribbean as a whole. And I asked Treasury Secretary Brady to lead a review of U.S. economic policy towards this vital region, to make a fresh assessment, if you will, of the problems and opportunities we'll encounter in the decade ahead. And that review is now complete, and the results are in, and the need for new economic initiatives is clear and compelling.

All signs point to the fact that we must shift the focus of our economic interaction towards a new economic partnership because prosperity in our hemisphere depends on trade, not aid. And I've asked you here today to share with you some of the ideas, some of the ways we can build a broad-based partnership for the nineties—to announce the new Enterprise for the Americas Initiative that creates incentives to reinforce Latin America's growing recognition that free-market reform is the key to sustained growth and political stability.

The three pillars of our new initiative are trade, investment, and debt. To expand trade, I propose that we begin the process of creating a hemispherewide free trade zone; to increase investment, that we adopt measures to create a new flow of capital into the region; and to further ease the burden of debt, a new approach to debt in the region with important benefits for our environment.

Let's begin with trade. In the 1980's, trade within our hemisphere trailed the overall pace of growth in world trade. One principal reason for that: overrestrictive trade barriers that wall off the economies of our region from each other and from the United States at great cost to us all. These barriers are the legacy of the misguided notion that a nation's economy needs protection in order to thrive. The great economic lesson of this century is that protectionism still stifles progress and free markets breed prosperity. To this end, we've formulated a three-point trade plan to encourage the emerging trend toward free-market reform that are now gathering forces in the Americas.

First, as we enter the final months of the current Uruguay round of the world trade

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Second, we see toward mate aim of the Americas. And we look only are the democratic equal partnership from Tierra del

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talks, I pledge close cooperation with the nations of this hemisphere. The successful completion of the Uruguay round remains the most effective way of promoting long-term trade growth in Latin America and the increased integration of Latin nations into the overall global trading system. Our aim in the Uruguay round is free and fair trade, and through these talks we are seeking to strengthen existing trade rules and to expand them to areas that do not now have agreed rules of fairplay. And to show our commitment to our neighbors in Latin America and the Caribbean, we will seek deeper tariff reductions in this round on products of special interest to them.

Second, we must build on the trend we see toward free markets and make our ultimate aim a free trade system that links all of the Americas: North, Central, and South. And we look forward to the day when not only are the Americas the first fully free, democratic hemisphere but when all are equal partners in a free trade zone stretching from the port of Anchorage to the Tierra del Fuego.

I'm announcing today that the U.S. stands ready to enter into free trade agreements with other markets in Latin America and the Caribbean, particularly with groups of countries that have associated for purposes of trade liberalization. And the first step in this process is the now-announced free trade agreement with Mexico. We must all recognize that we won't bring down barriers to free trade overnight; changes so far-reaching may take years of preparation and tough negotiations. But the payoff in terms of prosperity is worth every effort, and now is the time to make a comprehensive free trade zone for the Americas our long-term goal.

And third, I understand that some countries aren't yet ready to take that dramatic step to a full free trade agreement. And that's why we're prepared to negotiate with any interested nation in the region bilateral framework agreements to open markets and develop closer trade ties. Such agreements already exist with Mexico and Bolivia. Framework agreements will enable us to move forward on a step-by-step basis to eliminate counterproductive barriers to trade and towards our ultimate goal of free trade. And that's a prescription for greater

growth and a higher standard of living in Latin America and, right here at home, new markets for American products and more jobs for American workers.

Promoting free trade is just one of three key elements in our new Enterprise for the Americas Initiative. And our second pillar is increased investment.

The competition for capital today is fierce, and the key to increased investment is to be competitive, to turn around the conditions that have discouraged both foreign and domestic investment—reduce the regulatory burden, clear away the thicket of bureaucratic barriers that choke off Latin America's aspiring entrepreneurs.

In one large Latin city, for instance, it takes almost 300 days to cut through the redtape to open a small garment shop. In another country, the average overseas caller has to make five phone calls to get through, and the wait for a new telephone line can be as long as 5 years. And that's got to change.

Investment reform is essential to make it easier to start new business ventures and make it possible for international investors to participate and profit in Latin American markets. In order to create incentives for investment reform, the United States is prepared to take the following steps:

First, the United States will work with the Inter-American Development Bank to create a new lending program for nations that take significant steps to remove impediments to international investment. The World Bank could also contribute to this effort.

And second, we propose the creation of a new investment fund for the Americas. This fund, administered by the IDB, could provide up to \$300 million a year in grants in response to market-oriented investment reforms in progress in privatization. The U.S. intends to contribute \$100 million to the fund, and we will seek matching contributions from Europe and Japan.

But in order to create an attractive climate for new investment, we must build on our successful efforts to ease the debt burden. That's the third pillar of this new Enterprise for the Americas Initiative.

Many nations have already undertaken painful economic reforms for the sake of

future growth, but the investment climate remains clouded, weighted down by the heavy debt burden. Under the Brady plan, we are making significant progress. The agreements reached with Mexico and Costa Rica and Venezuela are already having a positive impact on investment in those countries. Mexico, to take just one example, has already seen a reversal of the destructive capital flight that drained so many Latin American nations of precious investment resources. That's critical. If we restore confidence, capital will follow.

As one means of expanding our debt strategy, we propose that the IDB add its efforts and resources to those of the International Monetary Fund and the World Bank to support commercial bank debt reduction in Latin America and the Caribbean, and as in the case of World Bank and IMF, IDB funds should be directly linked to economic reform.

While the Brady plan has helped nations reduce commercial bank debt, for nations with high levels of official debt—debt owed to governments rather than private financial institutions—the burden remains heavy. And today, across Latin America, official debt owed to the U.S. Government amounts to nearly \$12 billion, with \$7 billion of that amount in concessional loans. And in many cases, the heaviest official debt burdens fall on some of the region's smallest nations, countries like Honduras and El Salvador and Jamaica.

That's a problem we must address today. As the key component in addressing the region's debt problem, I am proposing a major new initiative to reduce Latin America and the Caribbean's official debt to the United States for countries that adopt strong economic and investment reform programs with the support of international institutions.

Our debt reduction program will deal separately with concessional and commercial types of loans. On the concessional debt, loans made from AID or Food for Peace accounts, we will propose substantial debt reductions for the most heavily burdened countries. And we will also sell a portion of outstanding commercial loans to facilitate these debt-for-equity and debt-for-

nature swaps in countries that have set up such programs. These actions will be taken on a case-by-case basis.

One measure of prosperity and the most important long-term investment any nation can make is environmental well-being. As part of our Enterprise for the Americas Initiative, we will take action to strengthen environmental policies in this hemisphere. Debt-for-nature swaps are one example, patterned after the innovative agreements reached by some Latin American nations and their commercial creditors. We will also call for the creation of environmental trusts, where interest payments owed on restructured U.S. debt will be paid in local currency and set aside to fund environmental projects in the debtor countries.

These innovative agreements offer a powerful new tool for preserving the natural wonders of this hemisphere that we share. From the vistas of the unspoiled Arctic to the beauties of the barrier reef off Belize to the rich rain forests of the Amazon, we must protect this living legacy that we hold in trust. For an increasing number of our neighbors, the need for free-market reform is clear. These nations need economic breathing room to enact bold reforms, and this official debt initiative is one answer, a way out from under the crushing burden of debt that slows the process of reform.

I know there is some concern that the revolutionary changes we've witnessed this past year in Eastern Europe will shift our attention away from Latin America; but I want to assure all of you here today, as I've assured many democratic leaders in Central and South America and the Caribbean and Mexico, the United States will not lose sight of the tremendous challenges and opportunities right here in our own hemisphere. And indeed, as we talk with the leaders of the G-24 about the emerging democracies in Europe—I've been talking to them also about their supporting democracy and economic freedom in Central America. Our aim is a closer partnership between the Americas and our friends in Europe and in Asia.

Two years from now, our hemisphere will celebrate the 500th anniversary of an epic event: Columbus' discovery of America, our

New World. And we trace our origins, our shared history, to the time of Columbus' voyage and the courageous quest for the advancement of man. Today the bonds of our common heritage are strengthened by the love of freedom and a common commitment to democracy. Our challenge, the challenge in this new era of the Americas, is to secure this shared dream and all its fruits for all the people of the Americas—North, Central, and South.

The comprehensive plan that I've just outlined is proof positive the United States is serious about forging a new partnership with our Latin American and Caribbean neighbors. We're ready to play a constructive role at this critical time to make ours the first fully free hemisphere in all of history. Thank you all for coming and God bless the peoples of the Americas. Thank you very, very much, indeed.

Note: The President spoke at 2:48 p.m. in the East Room at the White House. In his opening remarks, he referred to Secretary of the Treasury Nicholas F. Brady; U.S. Trade Representative Carla A. Hills; Secretary of Commerce Robert A. Mosbacher; William H. Webster, Director of Central Intelligence; Barber B. Conable, Jr., President of the World Bank, which is also known as the International Bank for Reconstruction and Development; and Richard D. Erb, Deputy Managing Director of the International Monetary Fund. The President also referred to the Group of 24, the industrialized democracies that have pledged support for economic and political reform in Poland and Hungary.

Message to the Congress Reporting Budget Rescissions June 28, 1990

To the Congress of the United States:

In accordance with the Impoundment Control Act of 1974, I herewith report eight proposed rescissions totalling \$327,375,000.

The proposed rescissions affect programs of the Department of Defense. The details

of the proposed rescissions are contained in the attached report.

George Bush

The White House,
June 28, 1990.

Note: The attachment detailing the proposed rescissions was printed in the "Federal Register" of July 6.

Statement on the Japan-United States Trade Negotiations June 28, 1990

Last year the United States and Japan launched a new cooperative endeavor in economic policy called the Structural Impediments Initiative. This initiative is designed to address underlying structural problems in both of our economies with the goal of contributing to more open and competitive markets and to the reduction of payments imbalances. A joint working group was formed to identify and solve these problems. Over the past year, these discussions have demonstrated the constructive and cooperative spirit which characterizes the relationship between our two countries.

The joint report of the SII working group has just been issued in Tokyo, following up an interim report issued in April. I welcome and endorse this joint report. Both countries have identified structural impediments, taken initial corrective actions, and made commitments to take further steps to resolve a wide range of structural problems. We expect that the structural policy actions to be taken will have a positive effect on our economies, encouraging open and competitive markets, promoting sustained world economic growth, contributing to a reduction in global payments imbalances, and enhancing the quality of life in both Japan and the United States. Although our efforts on SII are bilateral, the effects will be beneficial for the entire world.

I particularly welcome the clear commitment by Japan to reduce further its current account surplus and view the SII process as

THE WHITE HOUSE

Office of the Press Secretary
(Chicago, Illinois)

For Immediate Release

September 20, 1991

REMARKS BY THE PRESIDENT
AT THE 12TH ANNUAL NATIONAL CONVENTION OF THE
UNITED STATES HISPANIC CHAMBER OF COMMERCE

Hyatt Regency Hotel
Chicago, Illinois

1:45 P.M. CDT

THE PRESIDENT: Thank you very much. And I really want to thank you for that warm reception here. First, may I salute two Secretaries of my Cabinet -- Secretary Lujan, who many of you have known over the years is with us today; and also Secretary Sam Skinner, who just came in with us from California, a son of Chicago in a sense and doing a great job as Secretary of Transportation.

May I also thank the Governor of the state, Jim Edgar; and the Mayor of this great city, Mayor Daley, for greeting me at the airport here and welcoming us to Illinois and Chicago. And this is, as I view it, certainly not a partisan gathering, and I think their both showing up together, side-by-side, was a manifestation of that. (Laughter and applause.)

But may I thank Jose, Jose Nino, who just introduced me, your very able president; Gabe Aguirre, the outgoing chairman. And thank you all, ladies and gentlemen, for, once again, that very warm welcome. Let me congratulate my fellow Texan, Delia Reyes, your newly elected chair. And warmest greetings to the many dignitaries that are here.

I'm here a little later than originally scheduled. Would you believe we experienced a slight flight delay? (Laughter.) I know it happens all the time. We had to circle the city while Michael Jordan practiced takeoffs and landings out here. (Laughter.) And there's a second reason, too -- if I may be candid. I know you've just heard Jack Kemp speak -- and I thought you'd want to catch your breath for a little bit. (Laughter.)

If you're still feeling winded, it's my fault. It goes back to our first Cabinet meeting and I asked Jack, "Can't you generate -- can't you work up a little more enthusiasm?" And you saw it today. But he's doing a great job for us as Secretary of Housing and Urban Development. His concept, our concept, of tenant management and home ownership offers really hope to millions. But then, Jack -- and all our administration -- believe in the greatest and most visionary of American ideals, the ideal of real equality -- ensuring that people can go as far as their abilities and their hard work will take them.

Five centuries ago, men crossed the great ocean and brought Hispanic America into being. Ever since then, we have called the combination of European and American peoples on these vast lands not a new territory, not a new colony, not a new settlement. We've called it a New World.

Hispanic America arose out of risk and romance. Several forces fed its growth: transoceanic trade, the movement and mingling of peoples, the grand enterprise of discovery and development. On

MORE

September 20 -- this very date, but in 1519, Magellan and his party set sail from Spain to sail around the globe. Next month we begin a year of commemoration leading to the 500th anniversary of Columbus's daring journey.

We must not think of these achievements as somehow antique and irrelevant. Frontiers don't close when men settle the wilderness, when they build cities and factories and schools. Subtle but braver adventures confront advanced civilizations: the adventures of creating families, educating children, knowing that no matter how hard or how comfortable our circumstances, we must make our world better. In the life of the Americas, in our mission of discovery and development, 1492 was only yesterday.

How true this is in the case of commerce. Voyagers charted the trade routes of the Americas centuries ago, but we've only now begun to explore their full potential.

Your convention theme sings with this spirit: "Launching New Partnerships." America's more than 400,000 Hispanic-owned firms provide new jobs and generate new wealth. In 1987, the latest date for these statistics, our Hispanic-owned businesses pumped nearly \$25 billion into our economy and created half a million jobs.

You believe in yourselves -- in your abilities, your determination, your excellence. Because you believe in yourselves, you helped our administration get congressional approval to extend our fast track procedures for trade negotiations. Armed with that powerful tool -- and as you heard this morning from an able team from three countries -- we are negotiating a North American Free Trade Agreement.

I might say that Mexico, under President Salinas, has been a powerful leader and ally. And I would also say that relationships between Mexico and the United States have never in history been better. And that is in the best interests of the United States of America. (Applause.) When we complete that accord, and I'm confident we will, we'll build a free trade zone that ranges from the Yukon to the Yucatan -- a market of 360 -- get the figure -- 360 million consumers and a present annual output of \$6 trillion.

When we seal the Free Trade Agreement, Hispanic-owned firms in the United States will enjoy strong natural advantages. Bonds of family, language, understanding the culture, already cherished in the families represented here today -- all of these will gain value as business assets.

Because you believe in yourselves, you also have supported our Enterprise for the Americas Initiative, aiming to establish a network of expanded trade, investment and cooperation from Hudson Bay to the Straits of Magellan.

The North American Free Trade Agreement and the Enterprise for the Americas Initiative incorporate the great lesson of our age: trade and enterprise can build wealth and preserve freedom. Protectionism and government control only create poverty and backwardness, and yes, a denial of freedom.

Consider the case of Mexico. Since 1986, when Mexico joined the GATT and dropped tariff rates from 100 percent -- 100 percent -- to little more than 10 percent, U.S. exports to Mexico have more than doubled. Exports of automobiles and auto parts have quadrupled. Exports of iron and steel, which were running a \$12-million deficit just four years ago, now are achieving a \$300-million surplus. And this rise in exports created almost 300,000 jobs in the United States. Each additional \$1 billion in exports will translate into nearly 20,000 American jobs.

But these reforms -- it's not a one-way street -- these reforms have helped Mexico -- a classic win-win situation, if you will. Fidel Velázquez Sanchez, the head of the Mexican Labor Confederation, recognizes that increased trade will create new jobs, indeed, new industries, in Mexico, and he strongly supports the trade agreement.

What's good for Hispanic America will be good for the United States. And with open trade, by the year 2000, United States firms will be doing a robust business with dynamic economy of 100 million Mexican consumers.

The prospects seem equally exciting south of Mexico, true. We've heard a lot about the Mexican free trade agreement. We've heard about the negotiations. They are our friendly neighbors on the border and we ought to -- parenthetically, I might say, we should never just take those friends for granted, whether it be to our north or to our south. We are blessed by peaceful borders. But we're already advancing creative plans now to reduce debt, boost investment and increase trade. We've now signed framework trade liberalization agreements involving 28 countries in the hemisphere. So it's not just Mexico. But we need your help.

Congress still has failed to give us debt reduction authority and funding, and to give us the ability to contribute to the Multilateral Investment Fund. This would help stimulate investment and build stable democracies within our hemisphere. So please, speak out in support of the Enterprise for the Americas Initiative. And join me in urging Congress to pass the legislation to put it into full effect. Enterprise for the Americas is not a slogan. It will strengthen democracy and freedom in those friendly countries south of the Rio Grande, and it will be good for American exports, and that means it will be good for American jobs.

Our efforts to expand U.S. exports will get another boost when my friend, Jose Martinez, becomes Director of the United States Trade and Development Program.

And, of course, one more event will demonstrate to one and all that we really have entered into a new era of freedom and opportunity. I'm speaking of Cuba's becoming free and democratic. (Applause.)

Today we hear the creaking and crumbling of that Castro dictatorship. And the day is coming, I'm absolutely convinced of this, sooner than Castro dares to believe, when the people of Cuba will reclaim their destiny and rejoin the Western Hemisphere's family of free nations. (Applause.)

And if we want to make our hemisphere a neighborhood of peoples, we must do more than lift economic and political barriers. Our administration also has promoted educational and cultural exchanges between our country and our neighbors in the hemisphere. As in commerce, the natural leaders in this enterprise will be Hispanic Americans.

You see, something more than mere geography unites us. Common cultural roots enable us all to seek a shared destiny for our hemisphere, for ourselves.

And I want to thank the Hispanic Chamber of Commerce for its endorsement of our America 2000 Education Strategy. I am grateful for your initiatives to teach economics and entrepreneurship to our kids, beginning in the kindergarten. And now, if only someone could do the same for economists, I think we'd be in pretty good shape around here. (Laughter and applause.)

America 2000, like our economic proposals, begins with an article of faith: We believe that parents care about their children, care about education, and can help find schools that will help their children reach their potential. So we want to expand parental choice so that parents will have as much choice in the crucial matter of education as they now have when they wish to purchase peanut butter.

And if we want to make the most of ourselves, we must invite competition and show just how well we can do.

America 2000 will enable Hispanic communities to draw upon their natural strengths and values. And it will enable parents, teachers and, yes, church and business leaders to help reinvent American education.

To further this goal, I have announced the membership of the President's Advisory Commission on Educational Excellence for Hispanic Americans. Chicago's own Andres Bande, CEO of Ameritech International, will chair the panel, and its work will play a major role in unleashing the America 2000 revolution in education.

I understand Andres is here today, and I'd like him to stand up -- right there. Thank you for undertaking this. (Applause.) This is important work he's about to be engaged in. And I know, on his behalf, I'd like to solicit your ideas and your full cooperation.

Let me close with a few comments on a concept we talked about earlier -- development. It's a term of art, of course, in international economics. We tend to use "developing country" as a sort of fuzzy euphemism for "poverty" -- for a nation short on material or financial wealth.

But when we use the term "development" in this way, we forget its deeper meaning. Isn't the United States -- must it not be -- still "developing"? For all our present wealth, can we afford to become static or stagnant? And if we're not giving our children a moral and intellectual inheritance as good as our parents gave us, are we a "developed" society?

I think again of the explorers on our continent five centuries ago. Some were wise, some were foolish. And we remember the effort wasted in trying to find the imaginary Seven Cities of Gold. And those adventurers were not just looking in the wrong place, they were searching for the wrong treasure. The treasure was, and is, in men and women, in "human resources", in mind and muscle and soul. And these, not unearned bonanzas, build civilizations.

Our work never ends. That's the key to life's excitement. In these hopeful times, as we tear down economic barriers and liberate ourselves from ideological confines, we must continue supplying our own sons and our own daughters with the values -- the fundamentals -- of a good society. Together, I know that we shall.

You know, the longer I'm in the White House and privileged to serve as President of the United States, and the more Barbara and I discuss these enormous problems that Mayor Daley confronts in his excellent way every day, or Jim Edgar, the Governor of this state, confronts in his very effective way as Governor -- the more we contemplate those problems and the more I look at this great country of ours that I'm privileged to lead at this point in history -- and I must say it's a very exciting point -- the more Barbara and I conclude that family is absolutely essential to our success. We have got to stay involved -- (applause) -- we have got to stay fundamentally involved. And when I speak to this group, it's almost like preaching to the choir because I think if you exemplify one of the prime values and principles that this group and, indeed, Hispanic American culture all across our country exemplifies, is love of

family and its faith and its conviction about our great country, the freest and fairest on the face of the Earth. (Applause.)

So thank you very much for letting me come by and visit this highly successful convention. And let me tell you that it's a great joy to be back with you again. And may God bless our great country. Thank you very very much. (Applause.)

END

2:05 P.M. CDT

U.S. Exports to Mexico

A STATE-BY-STATE OVERVIEW
1987-89



U.S. DEPARTMENT OF COMMERCE
International Trade Administration

U.S. EXPORTS TO MEXICO:

A STATE-BY-STATE OVERVIEW, 1987-89



Prepared by:

Georg M. Mehl

William F. Kolarik

Janet M. Mims

Office of Trade & Investment Analysis

U.S. DEPARTMENT OF COMMERCE
International Trade Administration
April 1991

FOREWORD

The pursuit of a free trade agreement with Mexico has generated growing demand for information on merchandise exports to Mexico by individual U.S. states and industries within the states. This book seeks to meet the demand by providing data on state exports to Mexico from 1987 to 1989--the latest year for which data were available at the time of publication.

This report is divided into several complementary sections. First, major trends in state exports to Mexico are highlighted in a brief overview. Next, there is a series of statistical tables summarizing state exports to our southern neighbor. The final section provides, for each state and its key industries, one-page profiles of recent exports to Mexico.

Data utilized in this publication were furnished by the Massachusetts Institute for Social and Economic Research (MISER) of the University of Massachusetts at Amherst. MISER statistics are based on Census Bureau data tapes which aggregate information from Shippers' Export Declarations. An explanation of the MISER-Census data is provided in a statistical note following the introductory overview.

This book was produced under the direction of Barbara N. McLennan, Deputy Assistant Secretary for Trade Information and Analysis. General supervision was provided by Martin J. Kohn, Director of the Office of Trade and Investment Analysis (OTIA). William F. Kolarik, Director of the International Economics Division, OTIA, was Project Director and a contributing author. The principal author was Georg M. Mehl, and Janet M. Mims was a contributing author.

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U.S. EXPORTS TO MEXICO, 1987-89: STATE EXPORT PROFILE

- U.S. exports to Mexico--the third leading U.S. export market--totaled \$25 billion in 1989, a 71 percent increase from \$14.6 billion in 1987.
- From 1987 to 1989, 45 states and the District of Columbia expanded exports to Mexico.
- Fifteen states more than doubled exports to Mexico during 1987-89. States reporting the greatest percentage growth in shipments to the Mexican market over the three-year period were: Montana (1,536 percent), Nevada (721 percent), Vermont (350 percent), and Maine (319 percent).
- Some of the states registering the largest dollar increases in exports to Mexico over the 1987-89 period were: Texas (up \$4.5 billion), California (up \$1.9 billion), Michigan (up \$643 million), and New York (up \$322 million).
- The top ten state exporters to Mexico in 1989 represented diverse parts of the country and accounted for \$21 billion, or 85 percent, of total U.S. exports to the Mexican market.
 - Leading state exporters were, in descending order of 1989 shipments to Mexico: Texas, California, Michigan, New York, Arizona, Louisiana, Illinois, Pennsylvania, Ohio, and Florida.
 - Six key industries in the top ten states exported \$13.4 billion to Mexico in 1989. These industries, and amounts exported, were: electric & electronic equipment (\$4.6 billion), transportation equipment (\$2.6 billion), computers & industrial machinery (\$2.6 billion), chemicals (\$1.6 billion), primary metal industries (\$1 billion), and fabricated metal products (\$1 billion).
- Texas was by far the dominant state exporter to Mexico in 1989. Exports from Texas to the Mexican market totaled \$11 billion and accounted for 44 percent of total U.S. shipments to Mexico. California, with \$4.2 billion in exports to Mexico, was a distant second.
- Mexico has become an increasingly important market for the United States. The 71 percent increase in U.S. exports to Mexico from 1987 to 1989 far outstripped the 41 percent growth in U.S. exports to the rest of the world over the same period.

- **Consequently, the Mexican share of U.S. exports rose from 5.9 percent in 1987 to 7.2 percent in 1989.**
 - Forty states and the District of Columbia registered an increase in the Mexican share of their exports.
 - Five states--Texas, Arizona, North Dakota, Missouri, and Kansas--saw ten percent or more of their exports go to Mexico in 1989.
- **In 1989, Mexico ranked among the top ten export markets in thirty-six states and the District of Columbia.**
 - Twenty states counted Mexico among their top five foreign markets.
 - Eleven states ranked Mexico as one of their top three export destinations.
 - Mexico was the number one export market of two states--Texas and Arizona.

STATISTICAL NOTE

U.S. state export statistics have important limitations. Users are therefore urged to use caution when utilizing these data, especially for policy purposes.

State export figures presented in this report were provided by the Massachusetts Institute for Social and Economic Research (MISER) of the University of Massachusetts. MISER data are drawn from Census Bureau data tape number EQ912, which is issued quarterly. This tape aggregates export-origin information from Shippers' Export Declarations (SEDs), which are filed for virtually all merchandise exported from the United States.

On every SED, shippers are asked to provide the "point (state) of origin" of the export. Answering this question is not as straightforward as it might seem. Instructions for filling out the SED allow the shipper to choose among several alternative definitions of the state of origin. These are:

- (1) The state in which the merchandise actually starts its journey to the port of export. This can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, regional warehouse, or cargo processing facility.
- (2) The state of the commodity having the greatest dollar value in a multi-product shipment.
- (3) The "state of consolidation," which is the state in which various parts of a multi-product export order are readied for shipment.
- (4) The Foreign Trade Zone for exports leaving a FTZ (a FTZ is similar in principle to bonded warehouses). Using the FTZ "state of origin" definition, an export produced in Ohio, but shipped from a FTZ located in Florida, would show up in state export statistics as a Florida export.

The diverse definitions for "state of origin," coupled with the fact that different shippers tend to interpret the guidelines in different ways, make it impossible to say whether exports attributed to any given state actually were produced in that state, or were simply temporarily warehoused in that location.

The state-of-origin problem is particularly serious with respect to nonmanufactures. Exporters of agricultural products, for example, almost always specify the location of loading terminals, not the location of producing farms, as the state of origin.

Another problem is that some shippers simply leave blank the "point of origin" block on the SED. On the Census tape, about 25 percent of the value of U.S. exports is unallocated by state. MISER tries to deal with this shortcoming by applying a formula to "unallocated" data, breaking down the category and reassigning export values to individual states. Although resulting "massaged" numbers give a much neater picture of state exports, the precision of the figures is unknown because MISER's reallocation procedure cannot be validated.

Finally, MISER-Census state export data for the years 1987, 1988, and 1989 are not fully comparable for several reasons: First, revisions in the Standard Industrial Classification system were implemented in 1988. Thus, 1988-89 state exports for individual industries are classified somewhat differently than in earlier years. Further complicating the situation is that, beginning with 1989 data, reporting of U.S. export statistics shifted from the long-standing "Schedule B" nomenclature to the new Harmonized System (HS). This move introduced a number of classification problems which the Census Bureau is currently working to resolve.

Although the MISER-Census data have major weaknesses, the fact remains that these data are the most up-to-date source of information on state exports. The only alternative source for state export figures is a Census Bureau series which, while more accurate and comprehensive, is typically issued with a three-year lag.

To sum up, care must be taken when drawing conclusions from the MISER-Census series: One should not rely solely on MISER-Census statistics when making statements about the contribution of exports to a given state's employment and overall economic health. Such statements should be supported, not only by MISER-Census data, but also by other evidence (e.g., anecdotal or statistical information) furnished by state agencies, trade associations, or other sources.

NATIONAL SUMMARY TABLES

STATE EXPORTS TO MEXICO: 1987-89

(Thousand \$)

(Percent Change)

	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1987-88</u>	<u>1988-89</u>	<u>1987-89</u>
ALABAMA	\$80,551	\$114,216	\$156,037	41.8	36.6	93.7
ALASKA	5,293	2,678	9,942	-49.4	271.3	87.9
ARIZONA	644,677	761,786	759,494	18.2	-0.3	17.8
ARKANSAS	37,710	42,664	80,519	13.1	88.7	113.5
CALIFORNIA	2,257,263	3,241,765	4,172,918	43.6	28.7	84.9
COLORADO	69,290	79,955	96,398	15.4	20.6	39.1
CONNECTICUT	115,378	160,174	182,953	38.8	14.2	58.6
DELAWARE	28,033	38,900	51,414	38.8	32.2	83.4
DIST. OF COL.	4,932	7,063	6,627	43.2	-6.2	34.4
FLORIDA	218,998	326,336	424,199	49.0	30.0	93.7
GEORGIA	108,097	157,208	232,017	45.4	47.6	114.6
HAWAII	61	216	22	256.5	-89.9	-64.1
IDAHO	11,238	36,331	22,652	223.3	-37.7	101.6
ILLINOIS	278,373	448,166	569,203	61.0	27.0	104.5
INDIANA	270,929	155,910	203,961	-42.5	30.8	-24.7
IOWA	66,084	93,773	116,720	41.9	24.5	76.6
KANSAS	124,979	279,445	221,210	123.6	-20.8	77.0
KENTUCKY	43,266	86,127	99,428	99.1	15.4	129.8
LOUISIANA	377,426	530,149	671,019	40.5	26.6	77.8
MAINE	2,685	10,858	11,237	304.5	3.5	318.6
MARYLAND	17,044	33,212	25,262	94.9	-23.9	48.2
MASSACHUSETTS	100,117	116,530	155,449	16.4	33.4	55.3
MICHIGAN	1,077,870	1,317,396	1,720,558	22.2	30.6	59.6
MINNESOTA	89,975	135,383	162,847	50.5	20.3	81.0
MISSISSIPPI	52,510	69,557	97,460	32.5	40.1	85.6
MISSOURI	198,713	312,727	322,043	57.4	3.0	62.1
MONTANA	1,219	2,255	19,948	85.0	784.8	1536.4
NEBRASKA	44,546	52,275	50,581	17.3	-3.2	13.5
NEVADA	2,706	5,476	22,207	102.4	305.5	720.7
NEW HAMPSHIRE	9,790	14,280	18,316	45.9	28.3	87.1
NEW JERSEY	189,017	266,749	390,817	41.1	46.5	106.6
NEW MEXICO	9,058	15,968	14,479	76.3	-9.3	59.9
NEW YORK	512,368	827,931	834,284	61.6	0.8	62.8
NORTH CAROLINA	94,670	137,110	190,184	44.8	38.7	100.9
NORTH DAKOTA	39,886	37,483	51,651	-6.0	37.8	29.5
OHIO	245,232	381,331	464,034	55.5	21.7	89.2
OKLAHOMA	44,248	97,769	62,369	121.0	-36.2	41.0
OREGON	19,477	23,453	38,067	20.4	62.3	95.4
PENNSYLVANIA	181,126	337,393	474,687	86.3	40.7	162.1
RHODE ISLAND	14,664	23,941	32,108	63.3	34.1	119.0
SOUTH CAROLINA	32,350	54,853	59,751	69.6	8.9	84.7
SOUTH DAKOTA	5,358	4,760	5,251	-11.2	10.3	-2.0
TENNESSEE	100,938	141,177	244,237	39.9	73.0	142.0
TEXAS	6,465,123	9,334,029	11,010,627	44.4	18.0	70.3
UTAH	37,088	50,985	31,758	37.5	-37.7	-14.4
VERMONT	2,570	16,351	11,550	536.3	-29.4	349.5
VIRGINIA	41,056	63,513	85,743	54.7	35.0	108.8
WASHINGTON	83,382	90,990	119,270	9.1	31.1	43.0
WEST VIRGINIA	43,988	18,567	26,273	-57.8	41.5	-40.3
WISCONSIN	77,322	83,188	135,217	7.6	62.5	74.9
WYOMING	3,374	3,055	3,824	-9.5	25.2	13.3
TOTAL U.S.	\$14,582,239	\$20,643,408	\$24,968,823	41.6	21.0	71.2

**PERCENT CHANGES IN STATE EXPORTS
TO MEXICO: 1987-89**

	<u>% Change 1987-89</u>	<u>Rank</u>
MONTANA	1536.4	1
NEVADA	720.7	2
VERMONT	349.5	3
MAINE	318.6	4
PENNSYLVANIA	162.1	5
TENNESSEE	142.0	6
KENTUCKY	129.8	7
RHODE ISLAND	119.0	8
GEORGIA	114.6	9
ARKANSAS	113.5	10
VIRGINIA	108.8	11
NEW JERSEY	106.6	12
ILLINOIS	104.5	13
IDAHO	101.6	14
NORTH CAROLINA	100.9	15
OREGON	95.4	16
ALABAMA	93.7	17
FLORIDA	93.7	18
OHIO	89.2	19
ALASKA	87.9	20
NEW HAMPSHIRE	87.1	21
MISSISSIPPI	85.6	22
CALIFORNIA	84.9	23
SOUTH CAROLINA	84.7	24
DELAWARE	83.4	25
MINNESOTA	81.0	26
LOUISIANA	77.8	27
KANSAS	77.0	28
IOWA	76.6	29
WISCONSIN	74.9	30
TEXAS	70.3	31
NEW YORK	62.8	32
MISSOURI	62.1	33
NEW MEXICO	59.9	34
MICHIGAN	59.6	35
CONNECTICUT	58.6	36
MASSACHUSETTS	55.3	37
MARYLAND	48.2	38
WASHINGTON	43.0	39
OKLAHOMA	41.0	40
COLORADO	39.1	41
DIST. OF COL.	34.4	42
NORTH DAKOTA	29.5	43
ARIZONA	17.8	44
NEBRASKA	13.5	45
WYOMING	13.3	46
SOUTH DAKOTA	-2.0	47
UTAH	-14.4	48
INDIANA	-24.7	49
WEST VIRGINIA	-40.3	50
HAWAII	-64.1	51
TOTAL U.S.	71.2	

**DOLLAR CHANGES IN STATE EXPORTS
TO MEXICO: 1987-89***
(Thousand \$)

	<u>\$ Change</u> <u>1987-89</u>	<u>Rank</u>
ALABAMA	\$75,487	17
ALASKA	4,650	44
ARIZONA	114,816	14
ARKANSAS	42,808	26
CALIFORNIA	1,915,656	2
COLORADO	27,108	29
CONNECTICUT	67,575	19
DELAWARE	23,381	30
DIST. OF COL.	1,695	45
FLORIDA	205,201	9
GEORGIA	123,919	12
HAWAII	(39)	47
IDAHO	11,414	37
ILLINOIS	290,830	7
INDIANA	(66,968)	51
IOWA	50,636	23
KANSAS	96,231	15
KENTUCKY	56,163	21
LOUISIANA	293,592	5
MAINE	8,553	39
MARYLAND	8,218	41
MASSACHUSETTS	55,332	22
MICHIGAN	642,688	3
MINNESOTA	72,872	18
MISSISSIPPI	44,950	24
MISSOURI	123,331	13
MONTANA	18,729	32
NEBRASKA	6,035	42
NEVADA	19,501	31
NEW HAMPSHIRE	8,526	40
NEW JERSEY	201,799	10
NEW MEXICO	5,421	43
NEW YORK	321,916	4
NORTH CAROLINA	95,514	16
NORTH DAKOTA	11,765	36
OHIO	218,802	8
OKLAHOMA	18,121	34
OREGON	18,590	33
PENNSYLVANIA	293,561	6
RHODE ISLAND	17,444	35
SOUTH CAROLINA	27,401	28
SOUTH DAKOTA	(107)	48
TENNESSEE	143,299	11
TEXAS	4,545,504	1
UTAH	(5,329)	49
VERMONT	8,980	38
VIRGINIA	44,687	25
WASHINGTON	35,889	27
WEST VIRGINIA	(17,715)	50
WISCONSIN	57,895	20
WYOMING	449	46

TOTAL U.S. \$10,386,584

*Negative values are in parentheses

**DOLLAR CHANGES IN STATE EXPORTS
TO MEXICO: 1987-89***

(Ranked by Dollar Value - Thousand \$)

	<u>\$ Change</u> <u>1987-89</u>	<u>Rank</u>
TEXAS	\$4,545,504	1
CALIFORNIA	1,915,656	2
MICHIGAN	642,688	3
NEW YORK	321,916	4
LOUISIANA	293,592	5
PENNSYLVANIA	293,561	6
ILLINOIS	290,830	7
OHIO	218,802	8
FLORIDA	205,201	9
NEW JERSEY	201,799	10
TENNESSEE	143,299	11
GEORGIA	123,919	12
MISSOURI	123,331	13
ARIZONA	114,816	14
KANSAS	96,231	15
NORTH CAROLINA	95,514	16
ALABAMA	75,487	17
MINNESOTA	72,872	18
CONNECTICUT	67,575	19
WISCONSIN	57,895	20
KENTUCKY	56,163	21
MASSACHUSETTS	55,332	22
IOWA	50,636	23
MISSISSIPPI	44,950	24
VIRGINIA	44,687	25
ARKANSAS	42,808	26
WASHINGTON	35,889	27
SOUTH CAROLINA	27,401	28
COLORADO	27,108	29
DELAWARE	23,381	30
NEVADA	19,501	31
MONTANA	18,729	32
OREGON	18,590	33
OKLAHOMA	18,121	34
RHODE ISLAND	17,444	35
NORTH DAKOTA	11,765	36
IDAHO	11,414	37
VERMONT	8,980	38
MAINE	8,553	39
NEW HAMPSHIRE	8,526	40
MARYLAND	8,218	41
NEBRASKA	6,035	42
NEW MEXICO	5,421	43
ALASKA	4,650	44
DIST. OF COL.	1,695	45
WYOMING	449	46
HAWAII	(39)	47
SOUTH DAKOTA	(107)	48
UTAH	(5,329)	49
WEST VIRGINIA	(17,715)	50
INDIANA	(66,968)	51
TOTAL U.S.	\$10,386,584	

*Negative values are in parentheses

STATE EXPORTS TO MEXICO, 1989

(Ranked by Dollar Value—Thousand \$)

	<u>1989</u>	<u>Rank</u>
TEXAS	\$11,010,627	1
CALIFORNIA	4,172,918	2
MICHIGAN	1,720,558	3
NEW YORK	834,284	4
ARIZONA	759,494	5
LOUISIANA	671,019	6
ILLINOIS	569,203	7
PENNSYLVANIA	474,687	8
OHIO	464,034	9
FLORIDA	424,199	10
NEW JERSEY	390,817	11
MISSOURI	322,043	12
TENNESSEE	244,237	13
GEORGIA	232,017	14
KANSAS	221,210	15
INDIANA	203,961	16
NORTH CAROLINA	190,184	17
CONNECTICUT	182,953	18
MINNESOTA	162,847	19
ALABAMA	156,037	20
MASSACHUSETTS	155,449	21
WISCONSIN	135,217	22
WASHINGTON	119,270	23
IOWA	116,720	24
KENTUCKY	99,428	25
MISSISSIPPI	97,460	26
COLORADO	96,398	27
VIRGINIA	85,743	28
ARKANSAS	80,519	29
OKLAHOMA	62,369	30
SOUTH CAROLINA	59,751	31
NORTH DAKOTA	51,651	32
DELAWARE	51,414	33
NEBRASKA	50,581	34
OREGON	38,067	35
RHODE ISLAND	32,108	36
UTAH	31,758	37
WEST VIRGINIA	26,273	38
MARYLAND	25,262	39
IDAHO	22,652	40
NEVADA	22,207	41
MONTANA	19,948	42
NEW HAMPSHIRE	18,316	43
NEW MEXICO	14,479	44
VERMONT	11,550	45
MAINE	11,237	46
ALASKA	9,942	47
DIST. OF COL.	6,627	48
SOUTH DAKOTA	5,251	49
WYOMING	3,824	50
HAWAII	22	51
TOTAL U.S.	\$24,968,823	

PERCENT OF STATES' EXPORTS GOING TO MEXICO: 1987-89

	<u>1987</u>	<u>1988</u>	<u>1989</u>
ALABAMA	3.3	4.0	4.5
ALASKA	0.3	0.1	0.4
ARIZONA	21.5	21.5	18.7
ARKANSAS	5.4	6.0	9.6
CALIFORNIA	6.6	6.8	7.8
COLORADO	4.0	3.8	3.8
CONNECTICUT	3.5	4.2	4.1
DELAWARE	3.3	3.2	4.2
DIST. OF COL.	1.7	2.6	2.2
FLORIDA	2.1	2.4	2.9
GEORGIA	2.7	3.2	3.8
HAWAII	0.0	0.1	0.0
IDAHO	2.1	5.2	2.7
ILLINOIS	3.2	3.9	4.3
INDIANA	6.5	3.3	3.8
IOWA	3.6	4.3	4.5
KANSAS	7.7	14.2	10.9
KENTUCKY	1.9	2.9	3.4
LOUISIANA	2.8	3.6	3.8
MAINE	0.4	1.3	1.2
MARYLAND	0.8	1.3	0.8
MASSACHUSETTS	1.2	1.2	1.5
MICHIGAN	6.0	6.3	8.1
MINNESOTA	2.2	2.7	3.1
MISSISSIPPI	4.1	5.1	5.5
MISSOURI	6.7	11.4	11.2
MONTANA	0.4	0.6	5.8
NEBRASKA	5.7	5.7	6.1
NEVADA	0.7	2.2	6.9
NEW HAMPSHIRE	1.1	1.4	1.7
NEW JERSEY	2.8	3.2	4.5
NEW MEXICO	5.4	8.3	6.8
NEW YORK	2.6	3.1	3.1
NORTH CAROLINA	1.6	2.0	2.3
NORTH DAKOTA	13.4	13.4	13.5
OHIO	2.4	3.1	3.5
OKLAHOMA	4.1	6.3	3.8
OREGON	0.6	0.5	0.7
PENNSYLVANIA	3.0	4.3	5.5
RHODE ISLAND	2.9	4.3	4.9
SOUTH CAROLINA	1.4	1.8	1.7
SOUTH DAKOTA	8.1	5.2	3.3
TENNESSEE	4.0	4.7	6.7
TEXAS	25.5	27.0	28.9
UTAH	4.6	5.4	2.6
VERMONT	0.4	1.4	0.7
VIRGINIA	0.6	0.8	1.0
WASHINGTON	0.6	0.5	0.5
WEST VIRGINIA	3.6	1.4	1.9
WISCONSIN	2.0	1.8	2.7
WYOMING	1.4	1.3	1.5
TOTAL U.S.	5.9	6.6	7.2

PERCENT OF STATES' EXPORTS GOING TO MEXICO: 1987-89

(Ranked by 1989 Values)

	<u>1987</u>	<u>1988</u>	<u>1989</u>
TEXAS	25.5	27.0	28.9
ARIZONA	21.5	21.5	18.7
NORTH DAKOTA	13.4	13.4	13.5
MISSOURI	6.7	11.4	11.2
KANSAS	7.7	14.2	10.9
ARKANSAS	5.4	6.0	9.6
MICHIGAN	6.0	6.3	8.1
CALIFORNIA	6.6	6.8	7.8
NEVADA	0.7	2.2	6.9
NEW MEXICO	5.4	8.3	6.8
TENNESSEE	4.0	4.7	6.7
NEBRASKA	5.7	5.7	6.1
MONTANA	0.4	0.6	5.8
MISSISSIPPI	4.1	5.1	5.5
PENNSYLVANIA	3.0	4.3	5.5
RHODE ISLAND	2.9	4.3	4.9
NEW JERSEY	2.8	3.2	4.5
IOWA	3.6	4.3	4.5
ALABAMA	3.3	4.0	4.5
ILLINOIS	3.2	3.9	4.3
DELAWARE	3.3	3.2	4.2
CONNECTICUT	3.5	4.2	4.1
GEORGIA	2.7	3.2	3.8
COLORADO	4.0	3.8	3.8
OKLAHOMA	4.1	6.3	3.8
LOUISIANA	2.8	3.6	3.8
INDIANA	6.5	3.3	3.8
OHIO	2.4	3.1	3.5
KENTUCKY	1.9	2.9	3.4
SOUTH DAKOTA	8.1	5.2	3.3
NEW YORK	2.6	3.1	3.1
MINNESOTA	2.2	2.7	3.1
FLORIDA	2.1	2.4	2.9
IDAHO	2.1	5.2	2.7
WISCONSIN	2.0	1.8	2.7
UTAH	4.6	5.4	2.6
NORTH CAROLINA	1.6	2.0	2.3
DIST. OF COL.	1.7	2.6	2.2
WEST VIRGINIA	3.6	1.4	1.9
SOUTH CAROLINA	1.4	1.8	1.7
NEW HAMPSHIRE	1.1	1.4	1.7
WYOMING	1.4	1.3	1.5
MASSACHUSETTS	1.2	1.2	1.5
MAINE	0.4	1.3	1.2
VIRGINIA	0.6	0.8	1.0
MARYLAND	0.8	1.3	0.8
OREGON	0.6	0.5	0.7
VERMONT	0.4	1.4	0.7
WASHINGTON	0.6	0.5	0.5
ALASKA	0.3	0.1	0.4
HAWAII	0.0	0.1	0.0
TOTAL U.S.	5.9	6.6	7.2

STATE-BY-STATE RANKING OF MEXICO AS AN EXPORT MARKET, 1989

	<u>Total # of Markets This State Exports to*</u>	<u>Mexico's Rank Among Foreign Markets</u>
ALABAMA	153	6
ALASKA	90	19
ARIZONA	149	1
ARKANSAS	118	3
CALIFORNIA	197	3
COLORADO	149	9
CONNECTICUT	157	7
DELAWARE	101	2
DIST. OF COL.	136	9
FLORIDA	185	10
GEORGIA	185	6
HAWAII	70	49
IDAHO	98	8
ILLINOIS	179	6
INDIANA	154	4
IOWA	139	3
KANSAS	150	3
KENTUCKY	131	8
LOUISIANA	171	5
MAINE	113	16
MARYLAND	164	25
MASSACHUSETTS	177	15
MICHIGAN	162	2
MINNESOTA	167	9
MISSISSIPPI	142	5
MISSOURI	151	3
MONTANA	69	4
NEBRASKA	119	4
NEVADA	101	5
NEW HAMPSHIRE	114	15
NEW JERSEY	184	5
NEW MEXICO	77	6
NEW YORK	188	8
NORTH CAROLINA	165	14
NORTH DAKOTA	71	2
OHIO	169	6
OKLAHOMA	139	7
OREGON	166	20
PENNSYLVANIA	177	5
RHODE ISLAND	110	5
SOUTH CAROLINA	148	15
SOUTH DAKOTA	71	7
TENNESSEE	156	3
TEXAS	190	1
UTAH	123	12
VERMONT	96	7
VIRGINIA	171	20
WASHINGTON	174	29
WEST VIRGINIA	99	13
WISCONSIN	174	10
WYOMING	53	15

*The Census Bureau recognizes 217 destinations for U.S. exports. These geographic entities are sovereign countries (the majority), their dependencies and protectorates, and various localities of indeterminate political status.

**STATE-BY-STATE RANKING OF MEXICO AS AN
EXPORT MARKET, SORTED BY 1989 MARKET RANK**

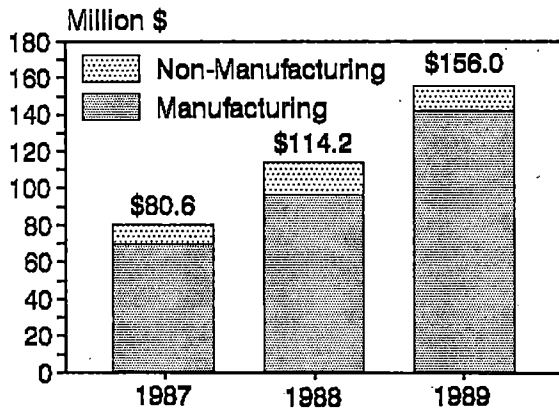
	<u>Total # of Markets This State Exports to*</u>	<u>Mexico's Rank Among Foreign Markets</u>
ARIZONA	149	1
TEXAS	190	1
NORTH DAKOTA	71	2
DELAWARE	101	2
MICHIGAN	162	2
ARKANSAS	118	3
IOWA	139	3
KANSAS	150	3
MISSOURI	151	3
TENNESSEE	156	3
CALIFORNIA	197	3
MONTANA	69	4
NEBRASKA	119	4
INDIANA	154	4
NEVADA	101	5
RHODE ISLAND	110	5
MISSISSIPPI	142	5
LOUISIANA	171	5
PENNSYLVANIA	177	5
NEW JERSEY	184	5
NEW MEXICO	77	6
ALABAMA	153	6
OHIO	169	6
ILLINOIS	179	6
GEORGIA	185	6
SOUTH DAKOTA	71	7
VERMONT	96	7
OKLAHOMA	139	7
CONNECTICUT	157	7
IDAHO	98	8
KENTUCKY	131	8
NEW YORK	188	8
DIST. OF COL.	136	9
COLORADO	149	9
MINNESOTA	167	9
WISCONSIN	174	10
FLORIDA	185	10
UTAH	123	12
WEST VIRGINIA	99	13
NORTH CAROLINA	165	14
WYOMING	53	15
NEW HAMPSHIRE	114	15
SOUTH CAROLINA	148	15
MASSACHUSETTS	177	15
MAINE	113	16
ALASKA	90	19
OREGON	166	20
VIRGINIA	171	20
MARYLAND	164	25
WASHINGTON	174	29
HAWAII	70	49

*The Census Bureau recognizes 217 destinations for U.S. exports. These geographic entities are sovereign countries (the majority), their dependencies and protectorates, and various localities of indeterminate political status.

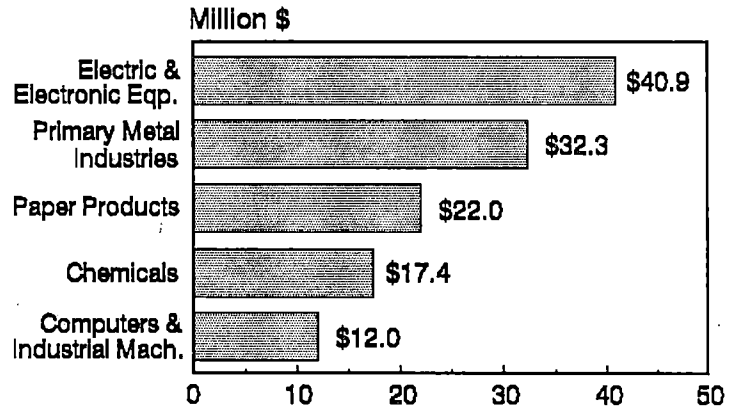
INDIVIDUAL STATE PROFILES

ALABAMA: EXPORTS TO MEXICO, 1987-89

Alabama's Exports to Mexico Grew by
94 Percent From 1987 to 1989



The Top 5 Exports Accounted for
80 Percent of Alabama's
Total Exports to Mexico in 1989



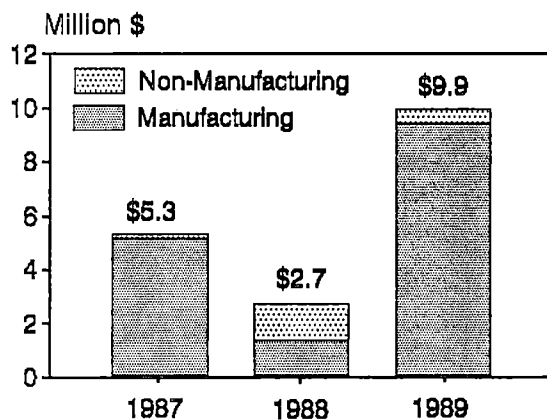
ALABAMA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	5,832.8	111.5	8,407.3
Agriculture - crops	5,680.5	0.0	8,407.3
Agriculture - livestock	152.3	111.5	0.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	242.0	11,561.1	724.9
Metal Mining	38.6	0.0	0.0
Coal Mining	104.7	10,372.8	305.2
Oil & Gas	0.0	0.0	10.4
Non-Metallic Minerals	98.6	1,188.3	409.2
MANUFACTURING	70,190.2	96,579.3	142,253.9
Food Products	724.4	627.5	251.8
Tobacco Products	0.0	0.0	2.4
Textile Mill Products	212.2	1,718.2	2,111.7
Apparel	113.9	159.8	2,352.4
Lumber & Wood Products	0.0	22.7	313.1
Furniture & Fixtures	26.8	104.4	389.9
Paper Products	28,705.9	30,235.8	22,037.1
Printing & Publishing	0.0	1.6	10.5
Chemical Products	14,509.0	17,356.6	17,396.7
Petroleum Refining Products	9,773.8	281.9	5,135.9
Rubber & Plastic Products	375.6	189.6	1,313.1
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	17.8	307.7	1,655.7
Primary Metal Industries	6,340.1	15,285.7	32,286.9
Fabricated Metal Products	1,820.2	684.5	1,228.8
Computers & Industrial Machinery	3,789.0	10,750.4	12,049.6
Electric & Electronic Equipment	2,602.7	17,583.2	40,853.1
Transportation Equipment	779.2	541.7	1,846.7
Scientific & Measuring Instruments	391.4	613.3	930.3
Miscellaneous Equipment	8.1	114.7	88.3
OTHER	4,285.8	5,964.3	4,651.1
Scrap & Waste	4,075.4	4,749.6	4,122.2
Second Hand Goods	201.7	681.7	0.0
Military Equipment	8.7	533.0	528.9
ALABAMA'S EXPORTS TO MEXICO	80,550.7	114,216.1	156,037.2
ALABAMA'S EXPORTS TO WORLD	2,431,683.0	2,867,348.6	3,484,424.2
MEXICO'S SHARE OF ALABAMA'S EXPORTS	3.3%	4.0%	4.5%

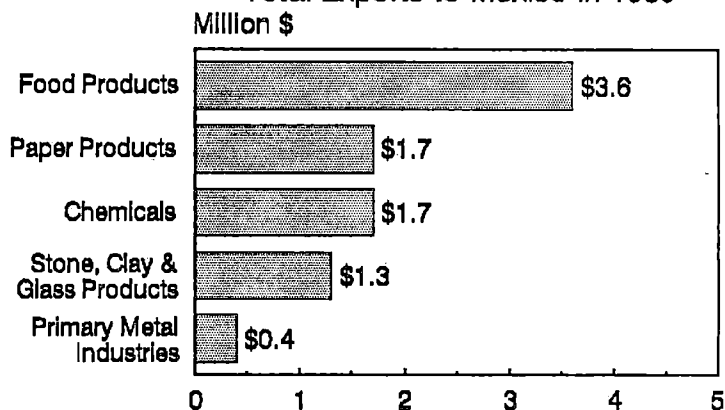
Mexico in 1989 Ranked SIXTH Among Alabama's 153 Export Markets

ALASKA: EXPORTS TO MEXICO, 1987-89

Alaska's Exports to Mexico Grew by
88 Percent From 1987 to 1989



The Top 5 Exports Accounted for
87 Percent of Alaska's
Total Exports to Mexico in 1989



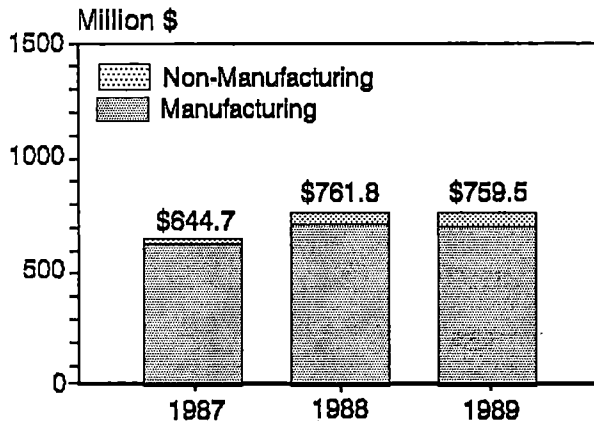
ALASKA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	22.7	30.6	159.6
Agriculture - crops	0.0	0.0	0.0
Agriculture - livestock	22.7	27.5	24.0
Forestry	0.0	3.1	0.0
Fishing, Hunting	0.0	0.0	135.6
MINING	24.7	0.0	21.5
Metal Mining	0.0	0.0	21.5
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	24.7	0.0	0.0
MANUFACTURING	5,128.0	1,347.6	9,372.5
Food Products	77.7	8.0	3,570.4
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	25.8	88.6
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	24.3	62.2
Furniture & Fixtures	0.0	0.0	0.0
Paper Products	82.2	61.2	1,670.3
Printing & Publishing	0.0	26.1	0.0
Chemical Products	4,341.8	149.7	1,664.7
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	50.0	0.0	89.9
Leather Products	0.0	0.0	48.8
Stone, Clay & Glass Products	4.0	246.6	1,317.5
Primary Metal Industries	9.1	77.3	436.8
Fabricated Metal Products	12.3	6.3	11.0
Computers & Industrial Machinery	26.8	109.4	186.1
Electric & Electronic Equipment	412.5	312.4	117.5
Transportation Equipment	13.7	81.6	92.8
Scientific & Measuring Instruments	0.0	0.0	8.3
Miscellaneous Equipment	97.8	218.9	7.7
OTHER	117.2	1,299.6	388.7
Scrap & Waste	117.2	1,236.7	388.7
Second Hand Goods	0.0	0.0	0.0
Military Equipment	0.0	62.9	0.0
ALASKA'S EXPORTS TO MEXICO	5,292.6	2,677.8	9,942.2
ALASKA'S EXPORTS TO WORLD	1,809,993.1	2,358,616.3	2,720,881.4
MEXICO'S SHARE OF ALASKA'S EXPORTS	0.3%	0.1%	0.4%

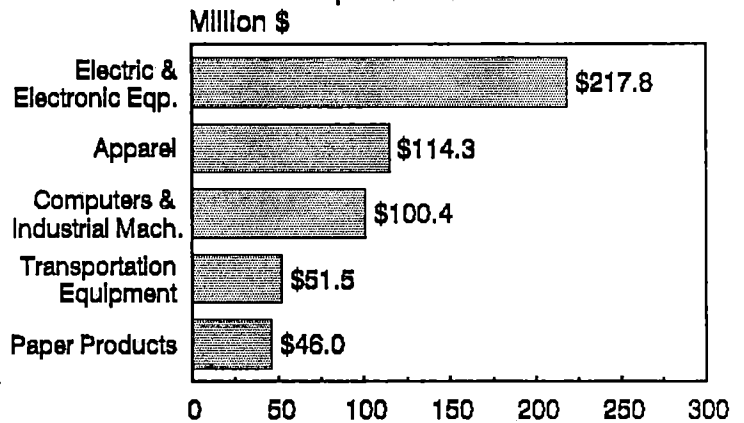
Mexico in 1989 Ranked 19TH Among Alaska's 90 Export Markets

ARIZONA: EXPORTS TO MEXICO, 1987-89

Arizona's Exports to Mexico Grew by
18 Percent From 1987 to 1989



The Top 5 Exports Accounted for
70 Percent of Arizona's
Total Exports to Mexico in 1989



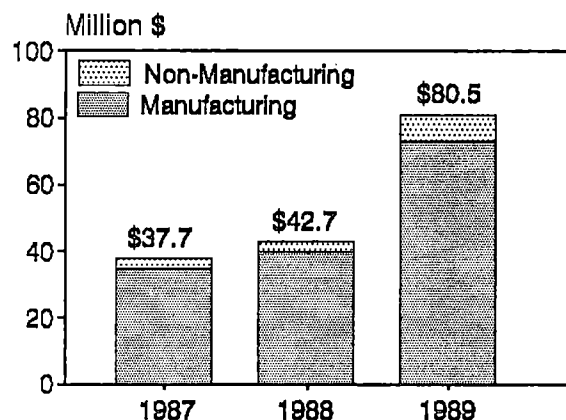
ARIZONA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	11,411.0	36,268.7	42,718.2
Agriculture - crops	6,624.3	25,810.2	36,580.5
Agriculture - livestock	4,115.6	10,385.8	5,569.9
Forestry	671.1	72.8	160.4
Fishing, Hunting	0.0	0.0	407.5
MINING	52.0	78.7	214.8
Metal Mining	0.0	0.0	63.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	52.0	78.7	151.8
MANUFACTURING	627,078.6	711,586.1	700,740.9
Food Products	2,195.2	12,174.0	29,829.9
Tobacco Products	0.0	135.7	535.1
Textile Mill Products	20,439.3	35,503.3	2,624.1
Apparel	34,591.2	47,674.1	114,326.3
Lumber & Wood Products	1,133.3	4,209.5	2,156.6
Furniture & Fixtures	506.5	1,472.2	4,566.9
Paper Products	23,411.0	33,719.3	45,970.8
Printing & Publishing	782.9	1,458.1	1,061.0
Chemical Products	11,651.1	13,393.7	8,929.7
Petroleum Refining Products	4,997.5	522.9	7,483.8
Rubber & Plastic Products	27,068.4	33,441.2	11,670.8
Leather Products	686.5	2,449.3	4,932.4
Stone, Clay & Glass Products	987.9	1,298.3	2,819.1
Primary Metal Industries	16,741.1	22,394.7	21,589.6
Fabricated Metal Products	6,551.1	14,244.4	42,683.1
Computers & Industrial Machinery	159,599.2	143,119.5	100,366.8
Electric & Electronic Equipment	252,366.7	268,158.9	217,772.6
Transportation Equipment	53,459.6	64,664.1	51,497.7
Scientific & Measuring Instruments	4,920.7	7,371.2	24,847.0
Miscellaneous Equipment	4,989.4	4,181.7	5,077.6
OTHER	6,135.8	13,852.1	15,819.7
Scrap & Waste	651.6	1,539.9	1,116.1
Second Hand Goods	2,979.3	5,402.6	2,555.4
Military Equipment	2,505.0	6,909.6	12,148.2
ARIZONA'S EXPORTS TO MEXICO	644,677.5	761,785.6	759,493.6
ARIZONA'S EXPORTS TO WORLD	2,999,012.4	3,547,607.9	4,058,324.3
MEXICO'S SHARE OF ARIZONA'S EXPORTS	21.5%	21.5%	18.7%

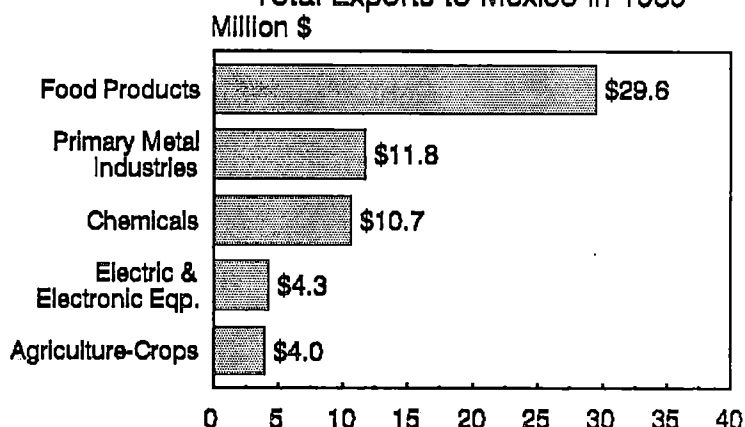
Mexico in 1989 Ranked FIRST Among Arizona's 149 Export Markets

ARKANSAS: EXPORTS TO MEXICO, 1987-89

Arkansas' Exports to Mexico Grew by
114 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of Arkansas'
Total Exports to Mexico in 1989



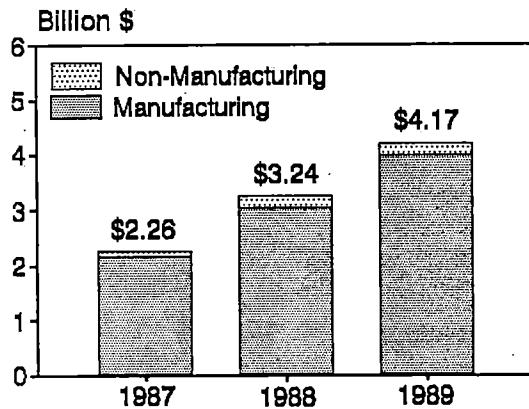
ARKANSAS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	558.8	341.9	5,133.7
Agriculture - crops	409.6	28.7	3,987.5
Agriculture - livestock	144.8	311.2	1,144.0
Forestry	4.4	1.9	2.2
Fishing, Hunting	0.0	0.0	0.0
MINING	143.8	10.4	189.1
Metal Mining	0.0	10.4	66.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	143.8	0.0	123.1
MANUFACTURING	34,465.0	39,540.5	72,631.3
Food Products	868.7	1,776.5	29,573.5
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	60.0	20.6	262.4
Apparel	87.5	129.5	1,355.5
Lumber & Wood Products	24.8	95.4	1,548.7
Furniture & Fixtures	0.0	14.2	119.4
Paper Products	4,253.6	2,590.3	2,394.7
Printing & Publishing	259.6	193.4	11.4
Chemical Products	9,137.8	7,805.5	10,674.2
Petroleum Refining Products	29.9	2.3	2.7
Rubber & Plastic Products	815.9	1,112.2	737.0
Leather Products	0.0	235.7	221.4
Stone, Clay & Glass Products	2,432.7	3,266.3	2,405.0
Primary Metal Industries	709.4	5,988.9	11,819.9
Fabricated Metal Products	1,731.4	721.0	813.6
Computers & Industrial Machinery	6,965.1	9,145.1	3,368.3
Electric & Electronic Equipment	5,146.4	4,192.6	4,333.8
Transportation Equipment	1,187.6	1,326.9	1,424.1
Scientific & Measuring Instruments	244.6	40.0	782.3
Miscellaneous Equipment	510.2	884.0	783.1
OTHER	2,542.6	2,771.7	2,564.5
Scrap & Waste	2,429.9	2,588.7	2,340.9
Second Hand Goods	95.0	5.0	133.0
Military Equipment	17.7	178.0	90.6
ARKANSAS' EXPORTS TO MEXICO	37,710.2	42,664.4	80,518.6
ARKANSAS' EXPORTS TO WORLD	695,229.7	709,663.3	838,571.1
MEXICO'S SHARE OF ARKANSAS' EXPORTS	5.4%	6.0%	9.6%

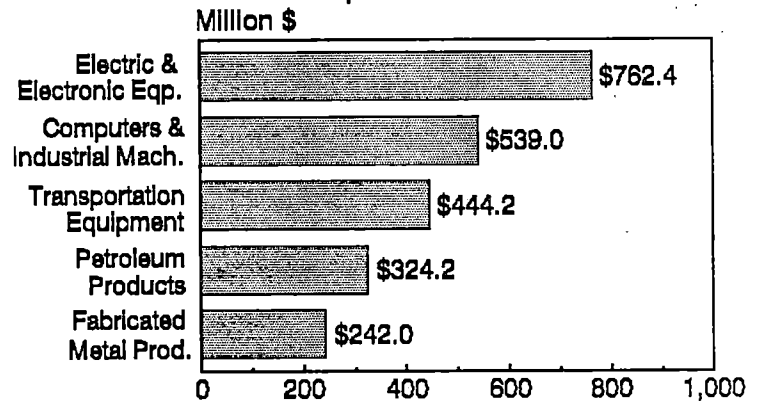
Mexico in 1989 Ranked THIRD Among Arkansas' 118 Export Markets

CALIFORNIA: EXPORTS TO MEXICO, 1987-89

California's Exports to Mexico Grew by
85 Percent From 1987 to 1989



The Top 5 Exports Accounted for
55 Percent of California's
Total Exports to Mexico in 1989



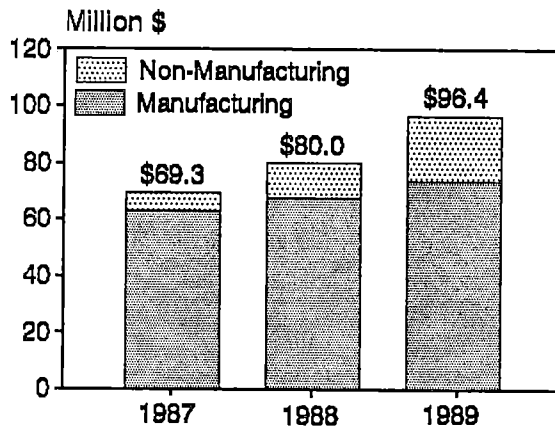
CALIFORNIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	36,928.1	99,996.1	105,436.9
Agriculture - crops	34,040.2	68,106.3	82,901.1
Agriculture - livestock	2,239.3	30,407.6	18,395.6
Forestry	606.8	1,144.5	1,621.3
Fishing, Hunting	41.8	337.8	2,518.9
MINING	47.8	13,643.9	12,441.8
Metal Mining	3.6	30.2	113.1
Coal Mining	16.6	60.4	255.5
Oil & Gas	24.0	0.0	98.6
Non-Metallic Minerals	3.7	13,553.3	11,974.6
CONSTRUCTION	9,041.7	0.0	0.0
MANUFACTURING	2,147,660.5	3,038,055.0	3,961,306.3
Food Products	53,462.5	121,269.3	190,057.2
Tobacco Products	0.0	5.1	1.8
Textile Mill Products	13,503.9	28,102.4	29,838.4
Apparel	29,210.3	52,360.6	64,020.0
Lumber & Wood Products	90,594.7	129,593.5	168,813.5
Furniture & Fixtures	18,568.8	41,491.6	61,650.4
Paper Products	68,878.2	97,229.5	149,019.8
Printing & Publishing	9,541.2	15,457.3	18,585.0
Chemical Products	90,603.6	181,942.5	196,573.4
Petroleum Refining Products	349,879.5	206,527.4	324,210.0
Rubber & Plastic Products	111,698.2	163,036.0	198,396.3
Leather Products	6,495.9	10,836.9	23,807.4
Stone, Clay & Glass Products	33,465.7	35,105.0	39,328.5
Primary Metal Industries	100,602.7	157,698.9	182,863.5
Fabricated Metal Products	131,943.0	196,538.7	241,969.8
Computers & Industrial Machinery	385,122.9	607,159.9	538,958.4
Electric & Electronic Equipment	430,760.7	627,222.3	762,406.3
Transportation Equipment	80,858.3	116,705.5	444,159.5
Scientific & Measuring Instruments	78,867.9	129,766.5	150,548.3
Miscellaneous Equipment	63,602.7	120,006.3	176,098.9
OTHER	63,584.6	90,070.4	93,733.5
Scrap & Waste	18,812.7	32,869.7	29,900.3
Second Hand Goods	8,862.8	15,031.8	4,169.7
Military Equipment	35,909.0	42,168.9	59,663.5
CALIFORNIA'S EXPORTS TO MEXICO	2,257,262.7	3,241,765.4	4,172,918.5
CALIFORNIA'S EXPORTS TO WORLD	34,311,151.0	47,789,371.2	53,547,596.0
MEXICO'S SHARE OF CALIFORNIA'S EXPORTS	6.6%	6.8%	7.8%

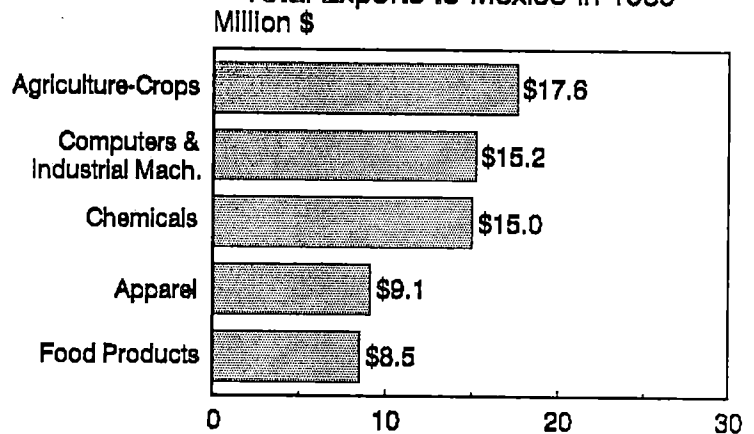
Mexico in 1989 Ranked THIRD Among California's 197 Export Markets

COLORADO: EXPORTS TO MEXICO, 1987-89

Colorado's Exports to Mexico Grew by
39 Percent From 1987 to 1989



The Top 5 Exports Accounted for
68 Percent of Colorado's
Total Exports to Mexico in 1989



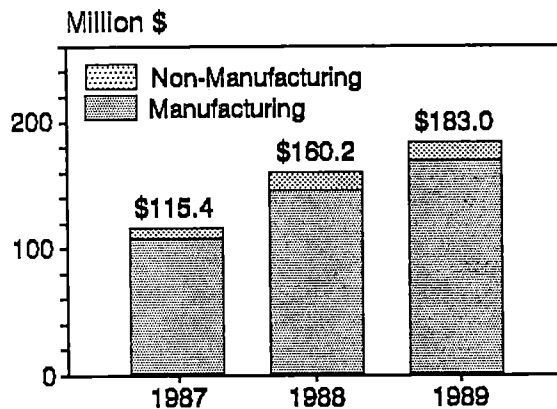
COLORADO'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	2,538.4	9,628.2	17,817.5
Agriculture - crops	2,471.2	6,379.6	17,633.2
Agriculture - livestock	53.3	3,217.4	82.3
Forestry	14.0	31.2	101.9
Fishing, Hunting	0.0	0.0	0.0
MINING	895.1	559.6	3,110.0
Metal Mining	0.0	0.0	2,631.3
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	895.1	559.6	478.6
MANUFACTURING	62,797.4	67,391.0	73,325.6
Food Products	13,416.7	16,118.4	8,497.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	323.2	176.4	1,217.8
Apparel	98.3	338.5	9,089.2
Lumber & Wood Products	46.1	29.8	126.6
Furniture & Fixtures	111.7	15.9	110.3
Paper Products	1,706.9	1,121.7	1,094.7
Printing & Publishing	185.5	297.4	334.1
Chemical Products	9,210.1	15,144.8	14,980.6
Petroleum Refining Products	80.6	51.6	143.5
Rubber & Plastic Products	1,863.5	2,090.0	4,024.8
Leather Products	0.0	566.8	167.1
Stone, Clay & Glass Products	249.3	499.2	474.9
Primary Metal Industries	302.4	460.5	2,174.1
Fabricated Metal Products	11,680.7	9,101.7	2,263.2
Computers & Industrial Machinery	11,691.3	11,999.7	15,232.9
Electric & Electronic Equipment	4,799.1	3,899.8	7,266.7
Transportation Equipment	472.9	335.3	1,343.5
Scientific & Measuring Instruments	6,341.8	4,883.4	2,271.1
Miscellaneous Equipment	217.2	260.2	2,513.6
OTHER	3,059.0	2,375.7	2,144.7
Scrap & Waste	2,311.6	1,763.8	894.9
Second Hand Goods	152.7	355.8	98.0
Military Equipment	594.8	256.0	1,151.8
COLORADO'S EXPORTS TO MEXICO	69,290.0	79,954.5	96,397.8
COLORADO'S EXPORTS TO WORLD	1,718,961.9	2,098,007.5	2,526,651.4
MEXICO'S SHARE OF COLORADO'S EXPORTS	4.0%	3.8%	3.8%

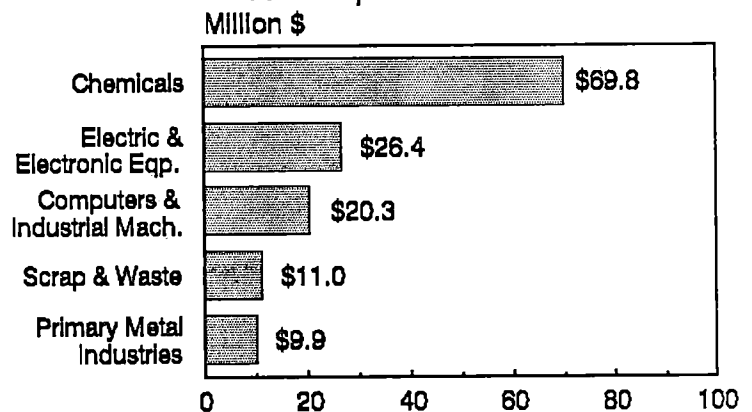
Mexico in 1989 Ranked NINTH Among Colorado's 149 Export Markets

CONNECTICUT: EXPORTS TO MEXICO, 1987-89

Connecticut's Exports to Mexico Grew by
59 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of Connecticut's
Total Exports to Mexico in 1989



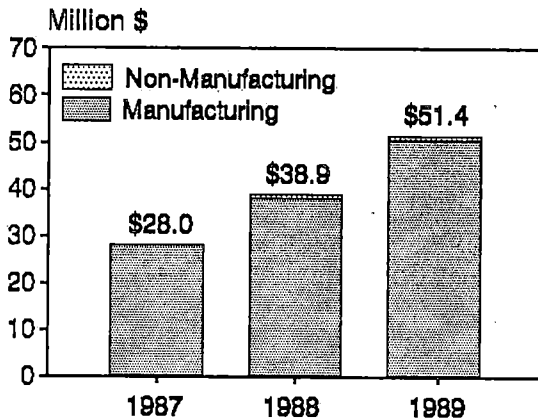
CONNECTICUT'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	484.6	929.9	827.2
Agriculture - crops	175.2	0.0	10.8
Agriculture - livestock	222.8	766.1	767.0
Forestry	86.6	163.7	49.4
Fishing, Hunting	0.0	0.0	0.0
MINING	401.9	449.2	441.7
Metal Mining	11.6	8.0	2.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	46.6
Non-Metallic Minerals	390.3	441.2	393.2
MANUFACTURING	107,411.1	145,218.9	168,492.7
Food Products	0.0	263.7	1,050.1
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	94.2	54.6	348.0
Apparel	79.5	105.7	21.1
Lumber & Wood Products	402.9	295.5	196.7
Furniture & Fixtures	88.8	451.8	181.5
Paper Products	7,238.6	15,911.4	9,732.1
Printing & Publishing	271.5	107.3	281.8
Chemical Products	47,833.5	47,794.7	69,765.1
Petroleum Refining Products	512.2	906.1	3,814.2
Rubber & Plastic Products	1,316.0	2,866.7	1,336.4
Leather Products	0.0	51.8	38.6
Stone, Clay & Glass Products	320.5	643.5	353.0
Primary Metal Industries	5,353.1	7,751.4	9,857.3
Fabricated Metal Products	1,201.5	1,870.4	2,114.5
Computers & Industrial Machinery	14,497.7	21,004.9	20,258.7
Electric & Electronic Equipment	11,468.9	23,061.4	26,441.5
Transportation Equipment	6,839.1	10,666.7	7,727.8
Scientific & Measuring Instruments	6,375.0	8,669.8	8,793.0
Miscellaneous Equipment	3,518.3	2,741.5	6,181.3
OTHER	7,080.3	13,575.7	13,191.6
Scrap & Waste	6,636.9	12,243.4	11,023.6
Second Hand Goods	46.4	4.0	11.0
Military Equipment	397.0	1,328.3	2,157.0
CONNECTICUT'S EXPORTS TO MEXICO	115,377.9	160,173.7	182,953.2
CONNECTICUT'S EXPORTS TO WORLD	3,318,913.9	3,828,715.4	4,472,941.9
MEXICO'S SHARE OF CONNECTICUT'S EXPORTS	3.5%	4.2%	4.1%

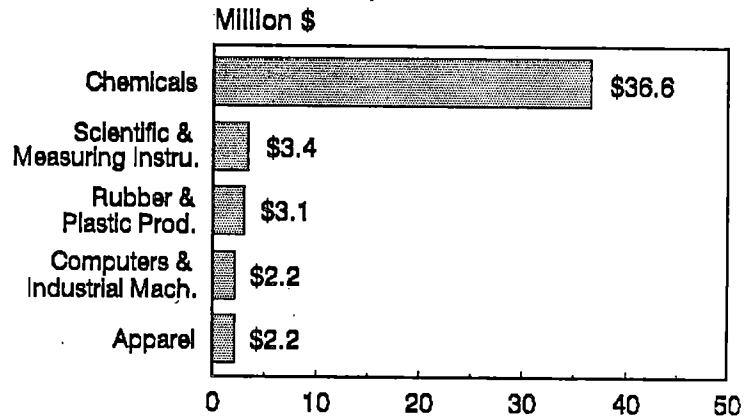
Mexico in 1989 Ranked SEVENTH Among Connecticut's 157 Export Markets

DELAWARE: EXPORTS TO MEXICO, 1987-89

Delaware's Exports to Mexico Grew by
83 Percent From 1987 to 1989



The Top 5 Exports Accounted for
92 Percent of Delaware's
Total Exports to Mexico in 1989



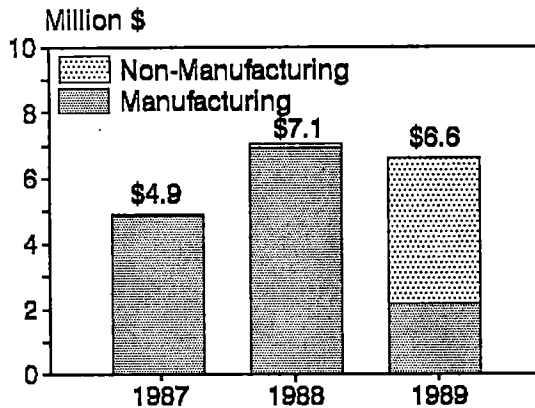
DELAWARE'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	27.0	20.0	174.3
Agriculture - crops	0.0	0.0	0.0
Agriculture - livestock	0.0	0.0	0.0
Forestry	27.0	20.0	174.3
Fishing, Hunting	0.0	0.0	0.0
MINING	10.8	49.1	473.6
Metal Mining	10.8	29.1	422.6
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	19.9	51.1
MANUFACTURING	27,984.7	38,110.1	50,630.7
Food Products	119.9	116.9	71.7
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	131.9	1,073.1	855.3
Apparel	12.2	1,739.9	2,188.8
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	0.0	6.5
Paper Products	199.3	477.6	282.5
Printing & Publishing	0.0	5.8	3.8
Chemical Products	21,835.8	28,104.1	36,639.8
Petroleum Refining Products	49.6	6.4	0.0
Rubber & Plastic Products	2,794.3	4,434.9	3,104.8
Leather Products	0.0	0.0	59.1
Stone, Clay & Glass Products	14.5	52.6	114.3
Primary Metal Industries	182.8	132.3	104.0
Fabricated Metal Products	390.1	251.9	892.6
Computers & Industrial Machinery	604.6	634.9	2,246.2
Electric & Electronic Equipment	468.8	9.4	220.5
Transportation Equipment	391.8	484.4	277.9
Scientific & Measuring Instruments	788.9	564.8	3,376.4
Miscellaneous Equipment	0.0	21.1	186.4
OTHER	11.0	720.7	135.6
Scrap & Waste	9.1	0.0	0.0
Second Hand Goods	0.0	9.4	0.0
Military Equipment	1.9	711.3	135.6
DELAWARE'S EXPORTS TO MEXICO	28,033.5	38,899.9	51,414.3
DELAWARE'S EXPORTS TO WORLD	851,779.8	1,202,207.3	1,231,251.2
MEXICO'S SHARE OF DELAWARE'S EXPORTS	3.3%	3.2%	4.2%

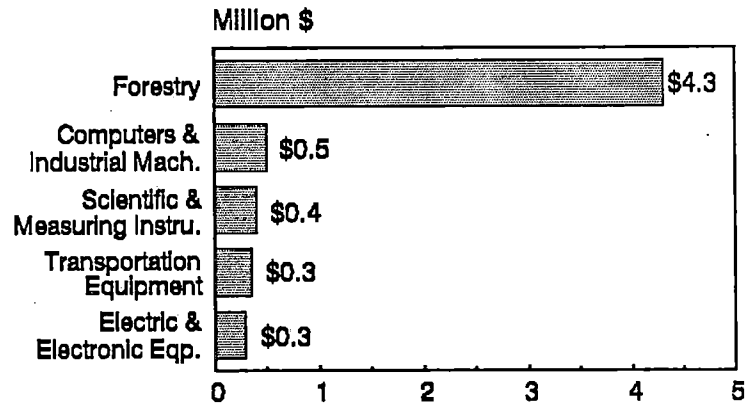
Mexico in 1989 Ranked SECOND Among Delaware's 101 Export Markets

DISTRICT OF COLUMBIA: EXPORTS TO MEXICO, 1987-89

The District's Exports to Mexico Rose by
34 Percent From 1987 to 1989



The Top 5 Exports Accounted for
89 Percent of the District's
Total Exports to Mexico in 1989



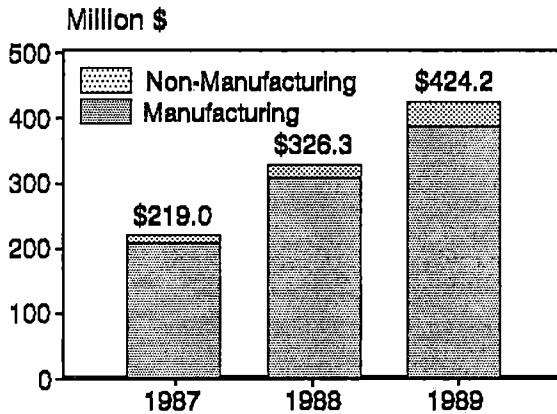
DISTRICT OF COLUMBIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	3.2	42.3	4,344.8
Agriculture - crops	0.0	42.3	7.5
Agriculture - livestock	0.0	0.0	0.0
Forestry	3.2	0.0	4,337.3
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	0.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	4,872.2	6,959.4	2,155.4
Food Products	3,007.0	5,219.3	29.2
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	2.4	20.9	1.7
Apparel	0.0	5.8	0.0
Lumber & Wood Products	0.0	0.0	11.3
Furniture & Fixtures	0.0	0.0	115.3
Paper Products	15.4	763.5	48.5
Printing & Publishing	8.3	33.9	117.6
Chemical Products	32.7	352.3	58.3
Petroleum Refining Products	0.0	2.1	0.0
Rubber & Plastic Products	0.0	36.6	108.5
Leather Products	10.3	14.7	3.7
Stone, Clay & Glass Products	0.0	0.0	10.9
Primary Metal Industries	0.0	2.9	15.7
Fabricated Metal Products	9.1	53.6	57.3
Computers & Industrial Machinery	204.3	185.6	475.6
Electric & Electronic Equipment	76.6	102.0	291.1
Transportation Equipment	1,315.7	105.6	346.5
Scientific & Measuring Instruments	157.7	60.6	428.2
Miscellaneous Equipment	32.7	0.0	36.0
OTHER	56.6	61.4	127.0
Scrap & Waste	0.0	1.7	11.1
Second Hand Goods	6.9	0.0	0.0
Military Equipment	49.6	59.7	115.8
D.C.'S EXPORTS TO MEXICO	4,932.0	7,063.1	6,627.1
D.C.'S EXPORTS TO WORLD	288,416.3	269,893.4	303,567.7
MEXICO'S SHARE OF D.C.'S EXPORTS	1.7%	2.6%	2.2%

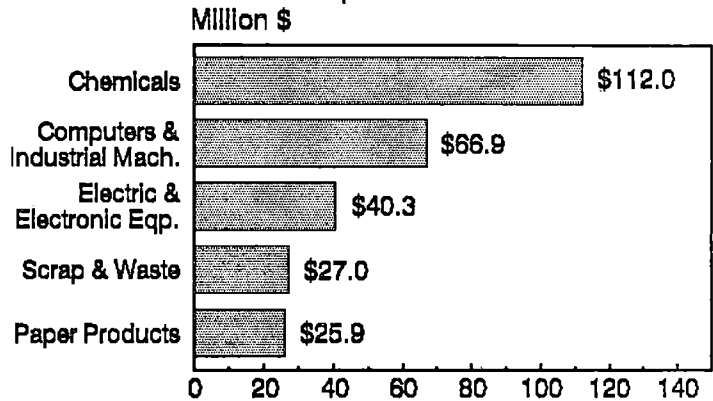
Mexico in 1989 Ranked NINTH Among The District's 136 Export Markets

FLORIDA: EXPORTS TO MEXICO, 1987-89

Florida's Exports to Mexico Grew by
94 Percent From 1987 to 1989



The Top 5 Exports Accounted for
64 Percent of Florida's
Total Exports to Mexico in 1989



FLORIDA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

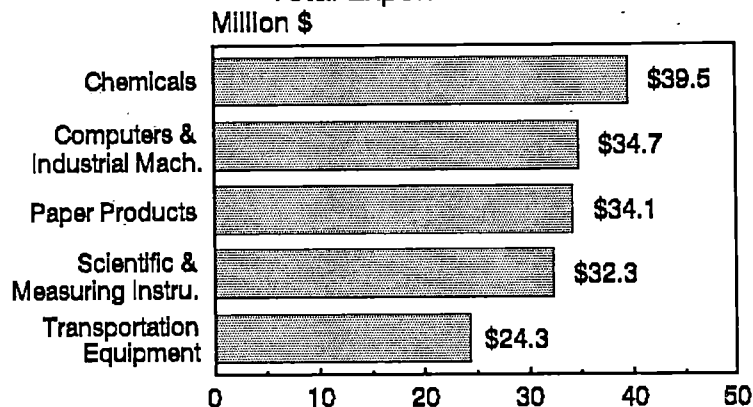
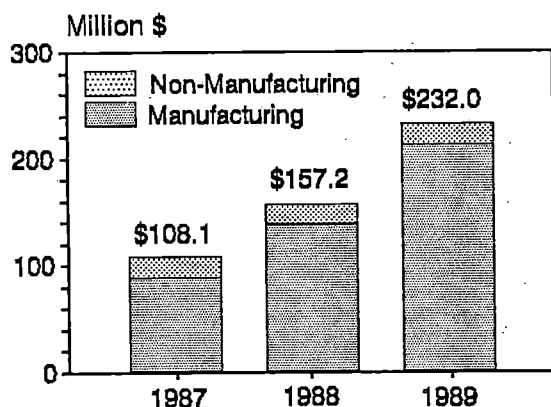
	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	266.3	563.3	987.7
Agriculture - crops	32.6	96.1	217.3
Agriculture - livestock	210.2	444.3	395.6
Forestry	23.6	9.6	20.9
Fishing, Hunting	0.0	13.3	353.8
MINING	282.6	345.6	4,734.5
Metal Mining	116.0	89.4	590.5
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	166.7	256.1	4,144.0
MANUFACTURING	208,098.4	306,489.5	387,013.1
Food Products	2,984.3	5,533.2	7,775.2
Tobacco Products	195.7	24.5	78.8
Textile Mill Products	2,286.3	13,813.6	2,855.8
Apparel	1,876.5	4,780.5	11,092.8
Lumber & Wood Products	63.7	704.3	579.9
Furniture & Fixtures	1,322.8	2,315.6	4,887.9
Paper Products	15,398.4	22,430.8	25,867.7
Printing & Publishing	4,080.2	6,208.2	12,943.6
Chemical Products	54,440.8	74,914.0	111,955.4
Petroleum Refining Products	907.2	389.6	309.6
Rubber & Plastic Products	1,281.9	4,313.2	7,262.0
Leather Products	450.1	4,419.4	4,383.7
Stone, Clay & Glass Products	1,507.4	2,512.2	3,851.6
Primary Metal Industries	8,163.6	12,695.6	23,590.5
Fabricated Metal Products	3,078.9	5,134.2	10,530.9
Computers & Industrial Machinery	71,204.2	84,128.2	66,870.1
Electric & Electronic Equipment	14,151.0	26,411.5	40,299.8
Transportation Equipment	16,212.2	17,348.0	21,790.9
Scientific & Measuring Instruments	7,259.2	15,176.7	22,269.9
Miscellaneous Equipment	1,234.0	3,236.4	7,817.1
OTHER	10,351.1	18,938.0	31,464.0
Scrap & Waste	6,223.2	11,437.8	26,999.3
Second Hand Goods	674.4	1,008.4	900.2
Military Equipment	3,453.5	6,491.8	3,564.5
FLORIDA'S EXPORTS TO MEXICO	218,998.5	326,336.4	424,199.3
FLORIDA'S EXPORTS TO WORLD	10,367,608.1	13,423,569.8	14,419,603.3
MEXICO'S SHARE OF FLORIDA'S EXPORTS	2.1%	2.4%	2.9%

Mexico in 1989 Ranked TENTH Among Florida's 185 Export Markets

GEORGIA: EXPORTS TO MEXICO, 1987-89

Georgia's Exports to Mexico Grew by
115 Percent From 1987 to 1989

The Top 5 Exports Accounted for
71 Percent of Georgia's
Total Exports to Mexico in 1989



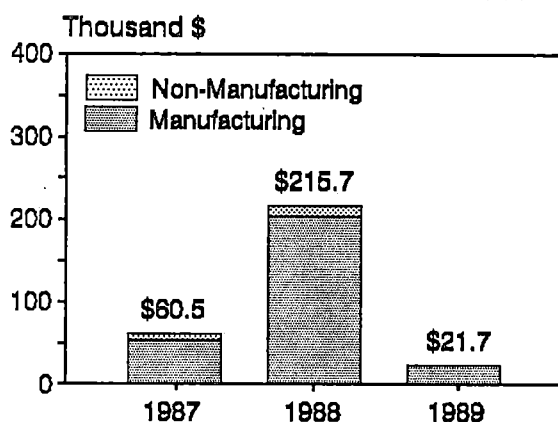
GEORGIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	519.4	592.8	1,798.0
Agriculture - crops	121.0	274.1	1,344.1
Agriculture - livestock	40.4	175.9	29.7
Forestry	358.0	142.8	419.8
Fishing, Hunting	0.0	0.0	4.4
MINING	15,113.7	12,731.9	8,348.2
Metal Mining	146.7	153.8	47.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	14,967.0	12,578.1	8,301.2
MANUFACTURING	88,674.7	138,934.1	213,214.2
Food Products	3,943.8	2,809.1	9,958.5
Tobacco Products	0.0	53.9	75.2
Textile Mill Products	2,111.5	5,008.6	9,876.3
Apparel	407.2	906.9	1,062.8
Lumber & Wood Products	15.2	13.8	28.6
Furniture & Fixtures	36.0	16.1	395.7
Paper Products	22,045.2	23,103.9	34,089.1
Printing & Publishing	84.2	363.9	260.4
Chemical Products	15,908.6	20,920.8	39,455.9
Petroleum Refining Products	18.0	178.2	138.1
Rubber & Plastic Products	1,797.8	4,221.2	3,622.1
Leather Products	15.2	220.5	61.6
Stone, Clay & Glass Products	4,138.9	1,435.1	3,122.8
Primary Metal Industries	2,656.3	3,114.3	8,225.6
Fabricated Metal Products	886.9	1,165.9	2,650.2
Computers & Industrial Machinery	11,311.4	30,827.7	34,699.7
Electric & Electronic Equipment	20,311.8	6,313.4	8,135.5
Transportation Equipment	858.6	2,318.5	24,289.1
Scientific & Measuring Instruments	2,076.6	35,299.3	32,341.3
Miscellaneous Equipment	51.5	642.9	725.5
OTHER	3,789.4	4,949.6	8,656.2
Scrap & Waste	3,378.0	4,240.5	7,600.2
Second Hand Goods	327.1	246.0	76.2
Military Equipment	84.3	463.1	979.8
GEORGIA'S EXPORTS TO MEXICO	108,097.1	157,208.4	232,016.6
GEORGIA'S EXPORTS TO WORLD	3,977,200.6	4,889,448.6	6,054,727.2
MEXICO'S SHARE OF GEORGIA'S EXPORTS	2.7%	3.2%	3.8%

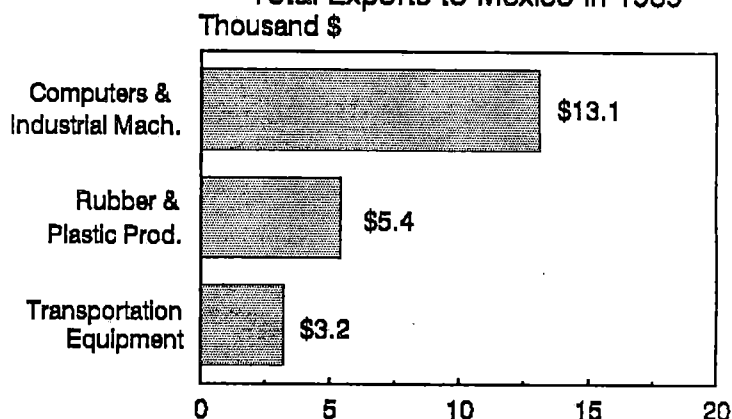
Mexico in 1989 Ranked SIXTH Among Georgia's 185 Export Markets

HAWAII: EXPORTS TO MEXICO, 1987-89

Hawaii's Exports to Mexico Fell by
64 Percent From 1987 to 1989



The Top 3 Exports Accounted for
100 Percent of Hawaii's
Total Exports to Mexico in 1989



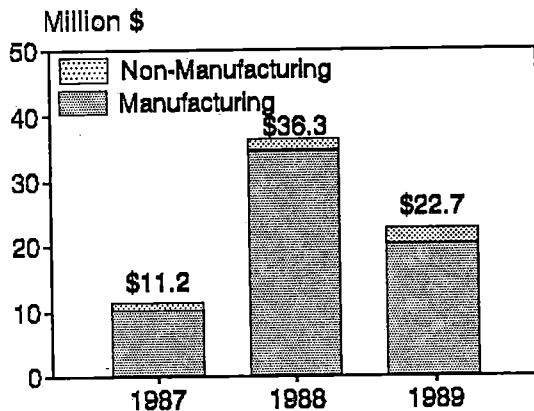
HAWAII'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	6.0	1.8	0.0
Agriculture - crops	6.0	1.8	0.0
Agriculture - livestock	0.0	0.0	0.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	0.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	52.0	203.4	21.7
Food Products	0.0	3.7	0.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	0.0	0.0
Paper Products	0.0	0.0	0.0
Printing & Publishing	0.0	0.0	0.0
Chemical Products	0.0	0.0	0.0
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	0.0	0.0	5.4
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	0.0	0.0	0.0
Primary Metal Industries	0.0	0.0	0.0
Fabricated Metal Products	0.0	0.0	0.0
Computers & Industrial Machinery	41.8	0.0	13.1
Electric & Electronic Equipment	10.2	199.7	0.0
Transportation Equipment	0.0	0.0	3.2
Scientific & Measuring Instruments	0.0	0.0	0.0
Miscellaneous Equipment	0.0	0.0	0.0
OTHER	2.5	10.4	0.0
Scrap & Waste	0.0	0.0	0.0
Second Hand Goods	0.0	0.0	0.0
Military Equipment	2.5	10.4	0.0
HAWAII'S EXPORTS TO MEXICO	60.5	215.7	21.7
HAWAII'S EXPORTS TO WORLD	225,343.8	202,142.4	263,126.6
MEXICO'S SHARE OF HAWAII'S EXPORTS	0.0%	0.1%	0.0%

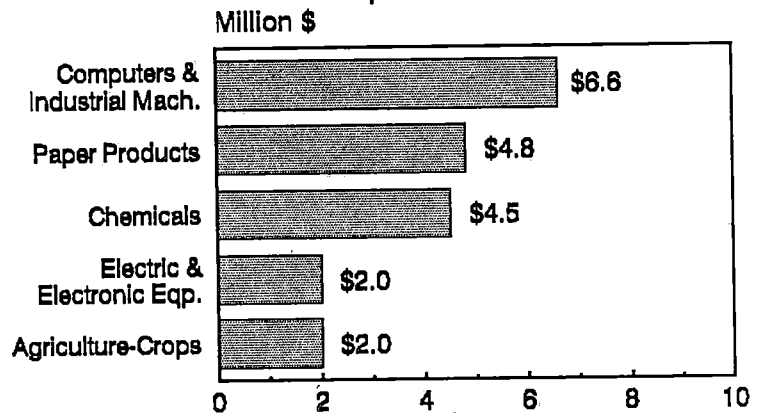
Mexico in 1989 Ranked 49TH Among Hawaii's 70 Export Markets

IDAHO: EXPORTS TO MEXICO, 1987-89

Idaho's Exports to Mexico Grew by
102 Percent From 1987 to 1989



The Top 5 Exports Accounted for
88 Percent of Idaho's
Total Exports to Mexico in 1989



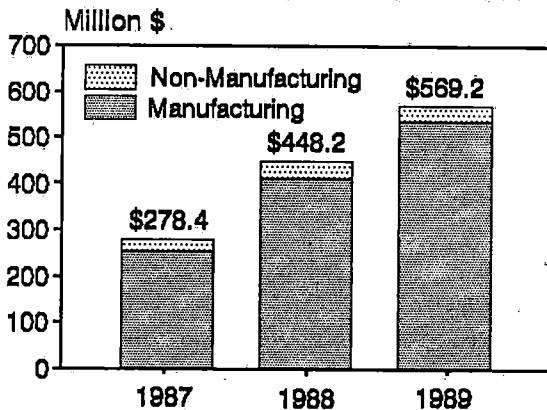
IDAHO'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	390.0	516.3	2,064.1
Agriculture - crops	390.0	425.3	2,006.4
Agriculture - livestock	0.0	90.9	0.0
Forestry	0.0	0.0	57.6
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	0.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	10,079.9	34,669.3	20,240.8
Food Products	905.1	1,029.5	1,817.4
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	5.7	29.8
Furniture & Fixtures	0.0	4.3	0.0
Paper Products	901.0	2,259.7	4,829.7
Printing & Publishing	6.5	78.1	17.0
Chemical Products	3,817.0	3,625.7	4,548.4
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	0.0	114.6	9.1
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	0.0	5.2	0.0
Primary Metal Industries	325.4	12.1	19.9
Fabricated Metal Products	80.5	364.0	119.3
Computers & Industrial Machinery	2,974.3	7,743.6	6,602.1
Electric & Electronic Equipment	256.7	1,158.2	2,007.4
Transportation Equipment	790.1	18,263.5	116.9
Scientific & Measuring Instruments	23.3	2.4	119.4
Miscellaneous Equipment	0.0	2.9	4.3
OTHER	768.0	1,145.9	346.9
Scrap & Waste	768.0	1,107.6	288.2
Second Hand Goods	0.0	9.0	0.0
Military Equipment	0.0	29.3	58.7
IDAHO'S EXPORTS TO MEXICO	11,237.9	36,331.5	22,651.7
IDAHO'S EXPORTS TO WORLD	523,547.4	697,665.6	836,099.9
MEXICO'S SHARE OF IDAHO'S EXPORTS	2.1%	5.2%	2.7%

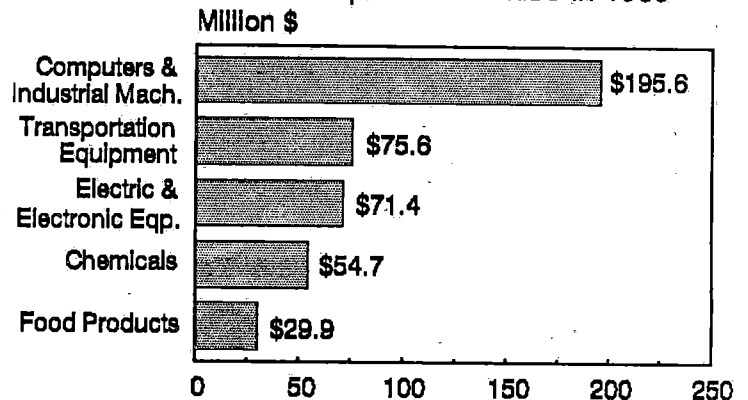
Mexico in 1989 Ranked EIGHTH Among Idaho's 98 Export Markets

ILLINOIS: EXPORTS TO MEXICO, 1987-89

Illinois' Exports to Mexico Grew by
104 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of Illinois'
Total Exports to Mexico in 1989



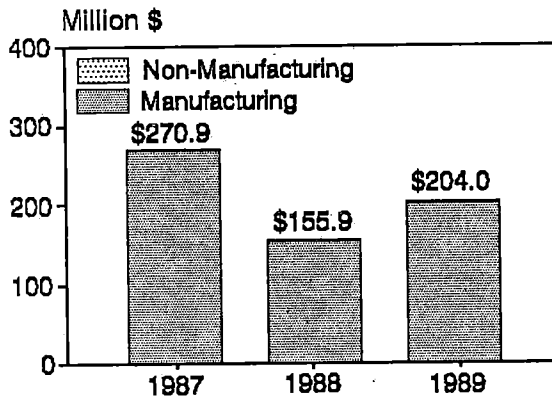
ILLINOIS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES			
Agriculture - crops	1,323.1	1,903.2	2,750.7
Agriculture - livestock	1,183.2	1,035.2	1,650.0
Forestry	139.9	765.1	812.4
Fishing, Hunting	0.0	85.7	283.1
	0.0	17.2	5.1
MINING			
Metal Mining	1,735.1	1,802.8	1,281.0
Coal Mining	298.3	60.1	38.4
Oil & Gas	581.6	299.3	129.4
Non-Metallic Minerals	0.0	0.0	0.0
	855.1	1,443.4	1,113.2
MANUFACTURING			
Food Products	254,291.1	412,885.7	536,049.0
Tobacco Products	4,276.3	19,741.2	29,905.3
Textile Mill Products	2.4	0.0	0.0
Apparel	67.5	1,436.4	2,206.1
Lumber & Wood Products	413.5	1,227.4	2,784.2
Furniture & Fixtures	29.4	499.1	861.8
Paper Products	350.7	585.7	1,259.4
Printing & Publishing	5,606.4	5,801.4	12,927.2
Chemical Products	891.5	3,322.5	3,273.2
Petroleum Refining Products	22,656.2	27,425.7	54,670.1
Rubber & Plastic Products	1,425.1	3,144.3	2,041.7
Leather Products	5,241.9	7,031.0	10,407.9
Stone, Clay & Glass Products	59.1	1,298.1	606.7
Primary Metal Industries	8,046.3	5,650.0	4,340.1
Fabricated Metal Products	10,235.5	43,471.6	28,119.0
Computers & Industrial Machinery	5,913.3	8,387.1	17,017.5
Electric & Electronic Equipment	114,134.3	162,574.7	195,617.1
Transportation Equipment	42,263.2	59,181.6	71,412.3
Scientific & Measuring Instruments	22,322.2	47,768.0	75,609.0
Miscellaneous Equipment	8,968.9	12,299.3	17,206.9
	1,387.5	2,040.7	5,783.6
OTHER			
Scrap & Waste	21,024.2	31,574.0	29,122.6
Second Hand Goods	18,287.9	28,102.1	26,989.0
Military Equipment	732.2	667.6	0.0
	2,004.0	2,804.3	2,133.6
ILLINOIS' EXPORTS TO MEXICO	278,373.4	448,165.7	569,203.2
ILLINOIS' EXPORTS TO WORLD	8,717,324.2	11,513,482.8	13,159,862.8
MEXICO'S SHARE OF ILLINOIS' EXPORTS	3.2%	3.9%	4.3%

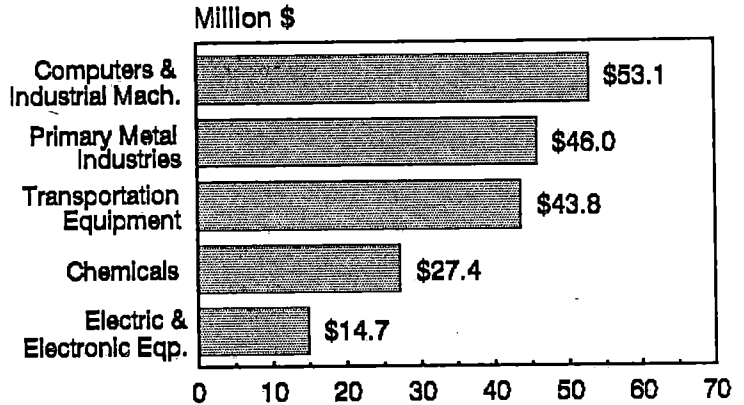
Mexico in 1989 Ranked SIXTH Among Illinois' 179 Export Markets

INDIANA: EXPORTS TO MEXICO, 1987-89

Indiana's Exports to Mexico Fell by
25 Percent From 1987 to 1989



The Top 5 Exports Accounted for
91 Percent of Indiana's
Total Exports to Mexico in 1989



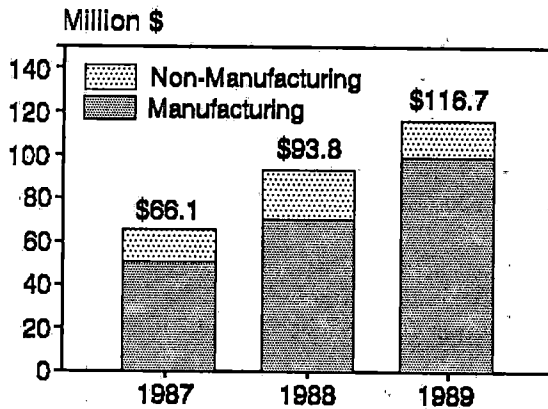
INDIANA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	319.6	374.8	1,412.9
Agriculture - crops	250.5	353.7	1,401.9
Agriculture - livestock	69.1	16.2	11.0
Forestry	0.0	5.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	2.2	21.5	4.8
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	18.0	0.0
Non-Metallic Minerals	2.2	3.5	4.8
MANUFACTURING	269,855.8	155,002.2	201,724.0
Food Products	1,952.1	2,192.3	2,097.8
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	110.0	1,508.1	947.6
Apparel	24.4	113.5	164.0
Lumber & Wood Products	318.6	873.7	1,354.9
Furniture & Fixtures	1,072.9	592.3	274.8
Paper Products	796.9	711.2	1,467.6
Printing & Publishing	616.3	414.9	186.6
Chemical Products	19,558.7	25,382.6	27,432.8
Petroleum Refining Products	78.2	150.3	175.9
Rubber & Plastic Products	1,901.8	2,474.2	3,828.9
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	948.8	872.6	773.6
Primary Metal Industries	19,588.5	24,433.4	45,997.1
Fabricated Metal Products	706.4	1,907.8	2,407.7
Computers & Industrial Machinery	61,035.0	56,044.7	53,105.7
Electric & Electronic Equipment	47,574.2	13,092.7	14,650.6
Transportation Equipment	12,996.7	18,369.0	43,775.6
Scientific & Measuring Instruments	100,442.3	5,733.1	2,738.2
Miscellaneous Equipment	134.0	135.8	344.7
OTHER	751.1	511.0	818.9
Scrap & Waste	590.8	377.2	645.2
Second Hand Goods	54.4	16.4	3.9
Military Equipment	105.9	117.4	169.8
INDIANA'S EXPORTS TO MEXICO	270,928.8	155,909.5	203,960.6
INDIANA'S EXPORTS TO WORLD	4,169,677.0	4,758,973.1	5,414,098.1
MEXICO'S SHARE OF INDIANA'S EXPORTS	6.5%	3.3%	3.8%

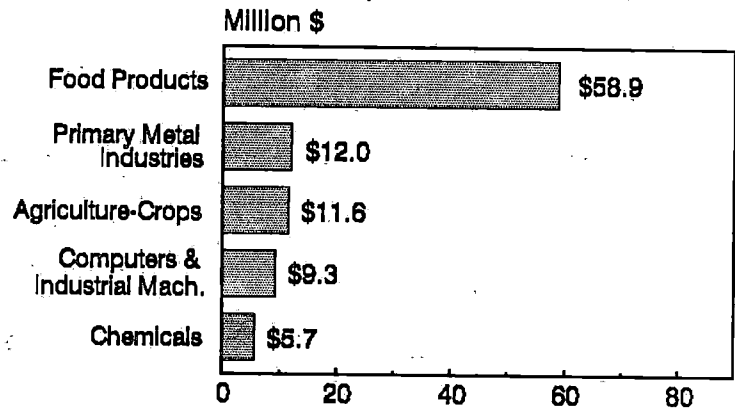
Mexico in 1989 Ranked FOURTH Among Indiana's 154 Export Markets

IOWA: EXPORTS TO MEXICO, 1987-89

Iowa's Exports to Mexico Grew by
77 Percent From 1987 to 1989



The Top 5 Exports Accounted for
84 Percent of Iowa's
Total Exports to Mexico in 1989



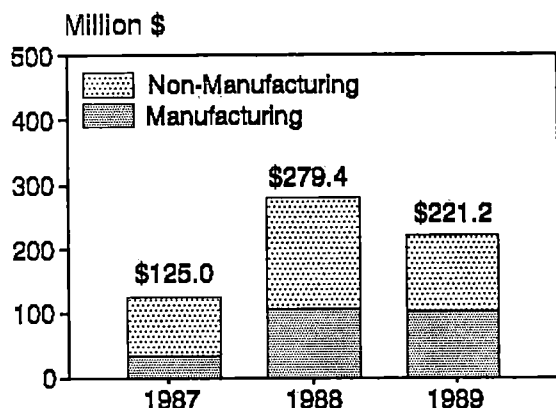
IOWA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	14,310.4	22,227.1	15,820.7
Agriculture - crops	13,121.3	18,208.1	11,591.3
Agriculture - livestock	1,189.1	4,019.0	3,485.8
Forestry	0.0	0.0	743.6
Fishing, Hunting	0.0	0.0	0.0
MINING	182.4	0.0	6.7
Metal Mining	0.0	0.0	0.0
Coal Mining	182.4	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	6.7
MANUFACTURING	51,228.1	70,770.5	99,876.4
Food Products	28,452.5	44,233.4	58,893.3
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	46.6	139.7
Apparel	3.2	10.0	56.4
Lumber & Wood Products	3.2	4.2	9.1
Furniture & Fixtures	18.0	2.8	529.6
Paper Products	59.6	402.0	1,581.4
Printing & Publishing	1.8	39.8	84.9
Chemical Products	1,868.3	3,085.8	5,675.0
Petroleum Refining Products	8.8	87.5	51.5
Rubber & Plastic Products	888.6	1,606.2	408.0
Leather Products	67.6	2.6	0.0
Stone, Clay & Glass Products	67.8	10.7	83.3
Primary Metal Industries	2,085.8	5,171.1	12,025.3
Fabricated Metal Products	1,075.5	1,012.3	3,812.5
Computers & Industrial Machinery	8,344.2	9,880.9	9,318.6
Electric & Electronic Equipment	6,822.1	2,814.1	4,334.2
Transportation Equipment	641.6	897.3	1,659.4
Scientific & Measuring Instruments	707.8	884.2	593.1
Miscellaneous Equipment	111.7	578.9	621.3
OTHER	363.1	775.6	1,016.0
Scrap & Waste	291.7	557.8	943.3
Second Hand Goods	25.3	55.8	11.0
Military Equipment	46.0	162.0	61.6
IOWA'S EXPORTS TO MEXICO	66,084.0	93,773.1	116,719.7
IOWA'S EXPORTS TO WORLD	1,839,720.0	2,164,724.1	2,583,277.0
MEXICO'S SHARE OF IOWA'S EXPORTS	3.6%	4.3%	4.5%

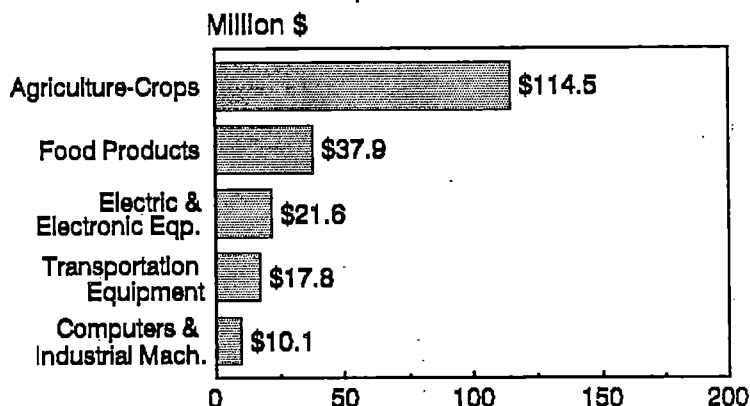
Mexico in 1989 Ranked THIRD Among Iowa's 139 Export Markets

KANSAS: EXPORTS TO MEXICO, 1987-89

Kansas' Exports to Mexico Grew by
77 Percent From 1987 to 1989



The Top 5 Exports Accounted for
91 Percent of Kansas'
Total Exports to Mexico in 1989



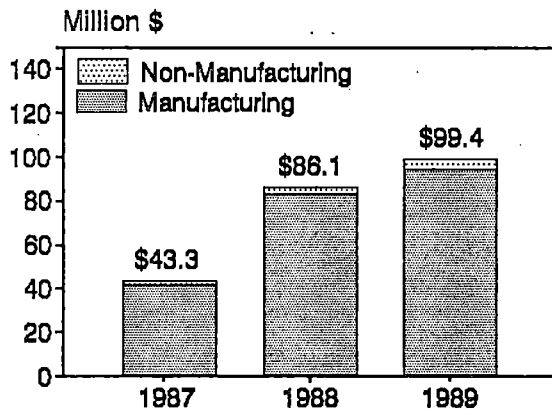
KANSAS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	89,172.0	170,548.8	114,619.9
Agriculture - crops	88,064.6	170,156.6	114,521.4
Agriculture - livestock	1,089.0	392.2	98.5
Forestry	18.4	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	284.6	228.7	172.3
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	284.6	228.7	172.3
MANUFACTURING	34,838.2	106,023.2	102,068.5
Food Products	16,303.7	43,457.8	37,928.6
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	25.3	45.1	118.3
Apparel	4.6	114.9	335.4
Lumber & Wood Products	25.2	44.7	215.5
Furniture & Fixtures	0.0	31.5	44.8
Paper Products	208.2	299.4	630.2
Printing & Publishing	9.5	76.8	49.4
Chemical Products	1,468.4	10,334.3	2,092.7
Petroleum Refining Products	232.9	104.5	5,823.0
Rubber & Plastic Products	375.8	1,916.3	961.2
Leather Products	0.0	59.0	12.4
Stone, Clay & Glass Products	40.3	355.5	625.2
Primary Metal Industries	58.5	304.1	1,076.2
Fabricated Metal Products	203.3	1,129.8	1,000.6
Computers & Industrial Machinery	4,227.3	8,813.3	10,138.2
Electric & Electronic Equipment	6,148.5	12,740.1	21,593.9
Transportation Equipment	4,278.3	25,614.0	17,836.4
Scientific & Measuring Instruments	1,226.2	539.6	1,548.5
Miscellaneous Equipment	2.2	42.4	37.8
OTHER	683.9	2,644.7	4,348.9
Scrap & Waste	301.5	2,139.5	4,010.9
Second Hand Goods	210.1	398.9	230.6
Military Equipment	172.2	106.3	107.4
KANSAS' EXPORTS TO MEXICO	124,978.7	279,445.4	221,209.6
KANSAS' EXPORTS TO WORLD	1,622,685.8	1,961,576.5	2,032,379.2
MEXICO'S SHARE OF KANSAS' EXPORTS	7.7%	14.2%	10.9%

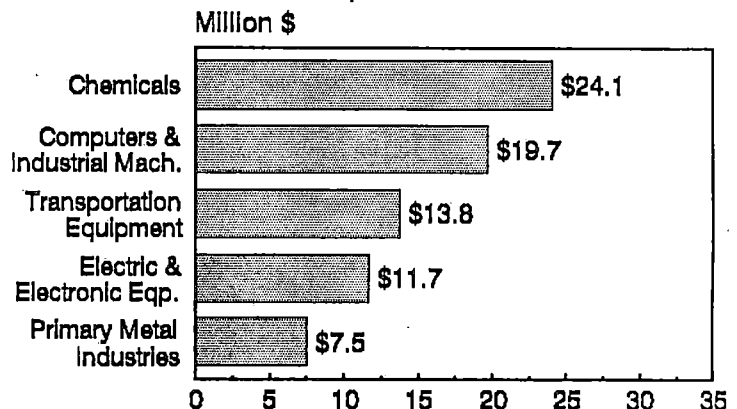
Mexico in 1989 Ranked THIRD Among Kansas' 150 Export Markets

KENTUCKY: EXPORTS TO MEXICO, 1987-89

Kentucky's Exports to Mexico Grew by
130 Percent From 1987 to 1989



The Top 5 Exports Accounted for
77 Percent of Kentucky's
Total Exports to Mexico in 1989



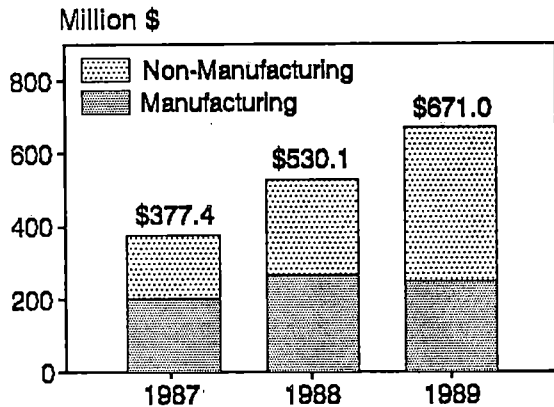
KENTUCKY'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	2.5	816.5	2,033.4
Agriculture - crops	0.0	80.9	0.0
Agriculture - livestock	2.5	717.2	1,991.3
Forestry	0.0	18.4	42.1
Fishing, Hunting	0.0	0.0	0.0
MINING	1,596.6	1,291.0	2,183.0
Metal Mining	38.4	7.0	0.0
Coal Mining	156.1	48.9	173.8
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	1,402.2	1,235.1	2,009.2
MANUFACTURING	41,558.3	83,054.4	94,469.3
Food Products	638.5	1,715.6	1,959.7
Tobacco Products	79.1	0.0	0.0
Textile Mill Products	242.4	678.4	325.4
Apparel	22.9	61.5	344.4
Lumber & Wood Products	128.8	268.6	140.7
Furniture & Fixtures	177.5	52.1	343.8
Paper Products	56.8	108.1	264.8
Printing & Publishing	922.6	79.7	1,077.0
Chemical Products	12,344.9	19,289.6	24,105.5
Petroleum Refining Products	915.9	361.7	78.1
Rubber & Plastic Products	379.3	1,362.6	1,127.0
Leather Products	0.0	0.0	212.4
Stone, Clay & Glass Products	2,656.9	4,353.8	4,879.5
Primary Metal Industries	2,414.2	1,668.8	7,461.2
Fabricated Metal Products	327.4	871.5	2,313.8
Computers & Industrial Machinery	13,840.9	16,055.9	19,725.9
Electric & Electronic Equipment	1,618.8	9,915.1	11,729.1
Transportation Equipment	4,494.3	24,481.9	13,813.3
Scientific & Measuring Instruments	186.3	418.1	1,234.1
Miscellaneous Equipment	110.9	1,311.2	3,333.5
OTHER	108.3	965.1	742.6
Scrap & Waste	75.0	868.4	535.5
Second Hand Goods	0.0	14.3	162.5
Military Equipment	33.3	82.4	44.6
KENTUCKY'S EXPORTS TO MEXICO	43,265.7	86,127.0	99,428.3
KENTUCKY'S EXPORTS TO WORLD	2,295,979.4	2,938,287.5	2,965,331.7
MEXICO'S SHARE OF KENTUCKY'S EXPORTS	1.9%	2.9%	3.4%

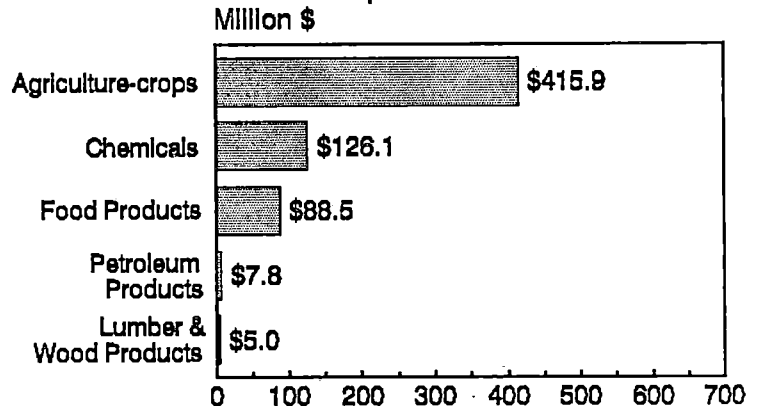
Mexico in 1989 Ranked EIGHTH Among Kentucky's 131 Export Markets

LOUISIANA: EXPORTS TO MEXICO, 1987-89

Louisiana's Exports to Mexico Grew by
78 Percent From 1987 to 1989



The Top 5 Exports Accounted for
96 Percent of Louisiana's
Total Exports to Mexico in 1989



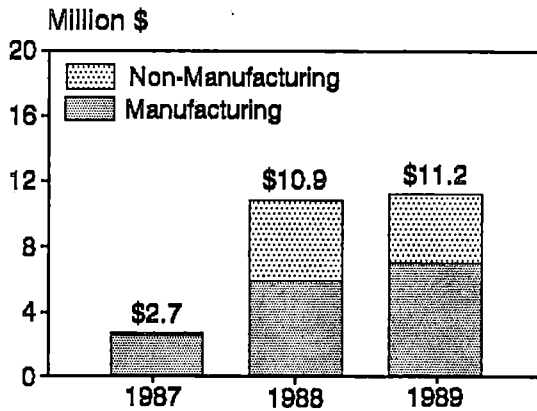
LOUISIANA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	164,234.0	244,899.4	418,549.7
Agriculture - crops	164,169.7	244,881.3	415,864.6
Agriculture - livestock	64.3	18.1	56.1
Forestry	0.0	0.0	110.7
Fishing, Hunting	0.0	0.0	2,518.2
MINING	8,487.6	6,667.5	775.1
Metal Mining	350.4	0.0	0.0
Coal Mining	3,468.7	1,571.2	764.2
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	4,668.5	5,096.3	10.9
MANUFACTURING	200,749.7	266,381.4	246,991.0
Food Products	10,412.0	32,939.8	88,460.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	608.7	1,408.2	164.5
Apparel	143.7	509.9	214.4
Lumber & Wood Products	59.0	3,217.1	5,035.0
Furniture & Fixtures	140.4	150.5	514.7
Paper Products	6,406.6	10,241.3	2,714.6
Printing & Publishing	618.0	404.8	42.6
Chemical Products	113,477.7	142,911.6	126,141.0
Petroleum Refining Products	18,871.8	21,311.9	7,797.9
Rubber & Plastic Products	4,643.3	4,558.7	939.9
Leather Products	3.5	1,154.0	3.3
Stone, Clay & Glass Products	2,499.6	1,557.7	754.5
Primary Metal Industries	4,171.0	4,459.7	1,735.1
Fabricated Metal Products	1,495.3	2,928.3	1,669.6
Computers & Industrial Machinery	12,011.2	14,924.5	4,846.7
Electric & Electronic Equipment	4,724.3	6,918.7	2,511.4
Transportation Equipment	18,958.0	13,183.3	1,478.1
Scientific & Measuring Instruments	1,242.0	1,767.4	1,597.3
Miscellaneous Equipment	263.6	1,834.0	370.2
OTHER	3,954.9	12,200.5	4,702.9
Scrap & Waste	3,471.8	9,449.5	4,696.4
Second Hand Goods	143.9	306.8	0.0
Military Equipment	339.2	2,444.2	6.5
LOUISIANA'S EXPORTS TO MEXICO	377,426.2	530,148.8	671,018.7
LOUISIANA'S EXPORTS TO WORLD	13,616,822.0	14,921,923.4	17,753,807.5
MEXICO'S SHARE OF LOUISIANA'S EXPORTS	2.8%	3.6%	3.8%

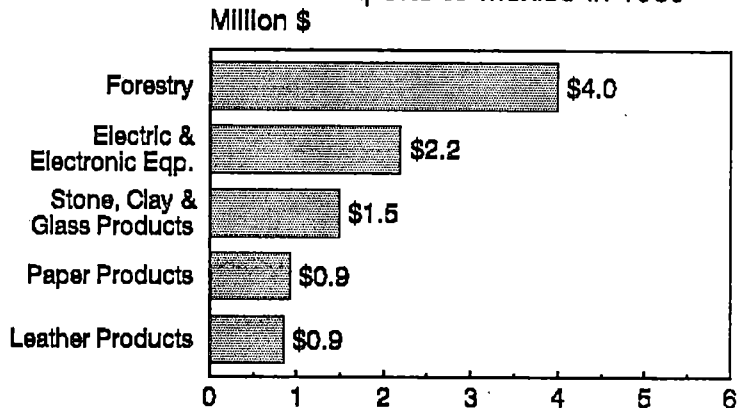
Mexico in 1989 Ranked FIFTH Among Louisiana's 171 Export Markets

MAINE: EXPORTS TO MEXICO, 1987-89

Maine's Exports to Mexico Grew by
319 Percent From 1987 to 1989



The Top 5 Exports Accounted for
84 Percent of Maine's
Total Exports to Mexico in 1989



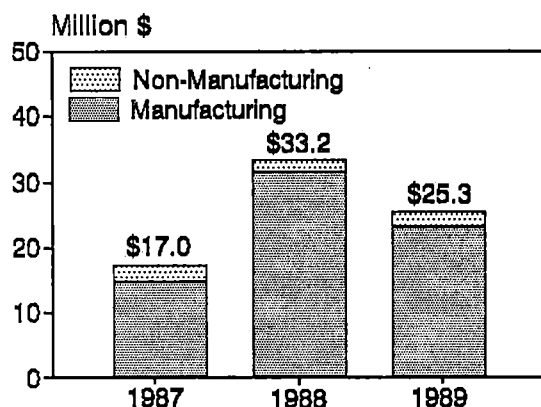
MAINE'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	11.6	0.0	4,055.8
Agriculture - crops	5.9	0.0	34.6
Agriculture - livestock	5.6	0.0	0.0
Forestry	0.0	0.0	4,005.4
Fishing, Hunting	0.0	0.0	15.8
MINING	0.0	4.9	0.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	4.9	0.0
MANUFACTURING	2,467.0	5,838.7	7,021.8
Food Products	1,376.6	2,184.0	46.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	17.1	75.8	26.8
Apparel	0.0	63.1	0.0
Lumber & Wood Products	1.6	4.3	0.0
Furniture & Fixtures	0.0	10.6	0.0
Paper Products	276.6	1,206.7	929.9
Printing & Publishing	6.5	0.0	0.0
Chemical Products	9.0	135.1	68.1
Petroleum Refining Products	0.0	0.0	26.2
Rubber & Plastic Products	9.3	174.0	81.6
Leather Products	15.9	76.4	857.8
Stone, Clay & Glass Products	389.6	270.6	1,495.1
Primary Metal Industries	44.7	322.9	91.1
Fabricated Metal Products	17.2	23.3	84.7
Computers & Industrial Machinery	103.1	799.3	562.7
Electric & Electronic Equipment	162.1	395.1	2,180.3
Transportation Equipment	0.0	48.0	307.4
Scientific & Measuring Instruments	37.8	42.3	257.9
Miscellaneous Equipment	0.0	7.3	6.2
OTHER	206.0	5,014.3	159.5
Scrap & Waste	206.0	5,014.3	159.5
Second Hand Goods	0.0	0.0	0.0
Military Equipment	0.0	0.0	0.0
MAINE'S EXPORTS TO MEXICO	2,684.6	10,857.9	11,237.2
MAINE'S EXPORTS TO WORLD	656,102.3	805,281.5	914,779.3
MEXICO'S SHARE OF MAINE'S EXPORTS	0.4%	1.3%	1.2%

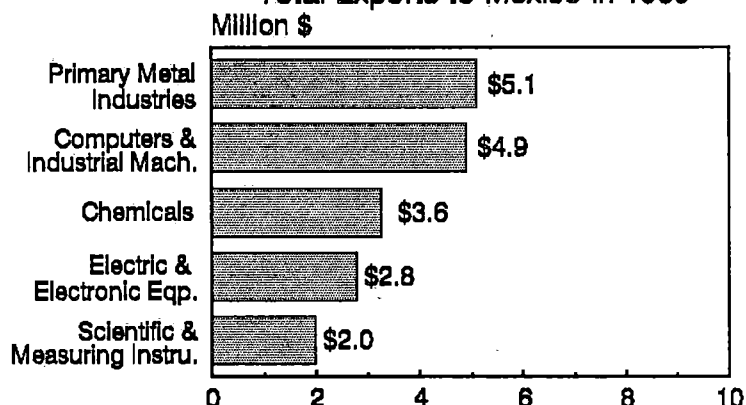
Mexico in 1989 Ranked 16TH Among Maine's 113 Export Markets

MARYLAND: EXPORTS TO MEXICO, 1987-89

Maryland's Exports to Mexico Grew by
48 Percent From 1987 to 1989



The Top 5 Exports Accounted for
73 Percent of Maryland's
Total Exports to Mexico in 1989



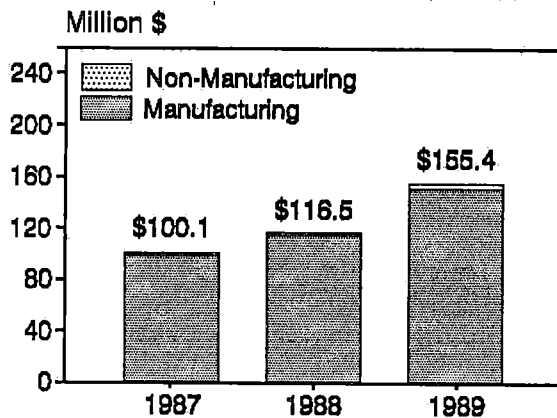
MARYLAND'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	747.4	1,267.8	301.2
Agriculture - crops	685.9	1,178.7	127.2
Agriculture - livestock	2.6	40.2	0.0
Forestry	59.0	48.9	174.0
Fishing, Hunting	0.0	0.0	0.0
MINING	250.4	0.0	1,341.7
Metal Mining	238.3	0.0	31.1
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	12.1	0.0	1,310.6
MANUFACTURING	14,607.4	31,409.5	22,946.1
Food Products	1,758.9	1,198.8	975.5
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	18.6	354.9	55.4
Apparel	60.9	77.0	16.3
Lumber & Wood Products	0.0	0.0	34.3
Furniture & Fixtures	6.6	1.7	81.8
Paper Products	15.9	27.3	59.3
Printing & Publishing	98.3	22.7	833.5
Chemical Products	1,826.7	3,494.6	3,583.9
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	124.1	143.7	201.7
Leather Products	0.0	107.9	44.2
Stone, Clay & Glass Products	70.6	26.7	166.7
Primary Metal Industries	976.2	1,029.9	5,076.4
Fabricated Metal Products	256.6	630.7	827.9
Computers & Industrial Machinery	5,547.5	4,691.8	4,892.3
Electric & Electronic Equipment	1,442.7	2,715.9	2,803.0
Transportation Equipment	590.6	341.5	1,118.8
Scientific & Measuring Instruments	1,804.2	16,542.0	2,048.8
Miscellaneous Equipment	9.0	2.5	126.2
OTHER	1,439.2	534.2	673.4
Scrap & Waste	1,289.7	446.5	439.9
Second Hand Goods	123.4	10.0	0.0
Military Equipment	26.2	77.7	233.5
MARYLAND'S EXPORTS TO MEXICO	17,044.4	33,211.5	25,262.5
MARYLAND'S EXPORTS TO WORLD	2,128,837.1	2,551,577.6	3,173,706.7
MEXICO'S SHARE OF MARYLAND'S EXPORTS	0.8%	1.3%	0.8%

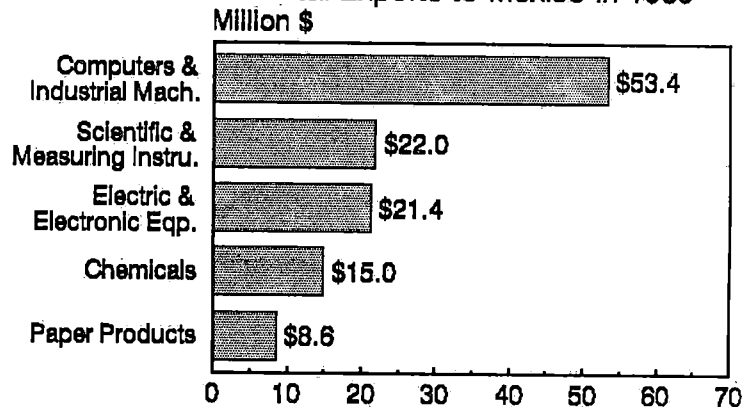
Mexico in 1989 Ranked 25TH Among Maryland's 164 Export Markets

MASSACHUSETTS: EXPORTS TO MEXICO, 1987-89

Massachusetts' Exports to Mexico Grew by
55 Percent From 1987 to 1989



The Top 5 Exports Accounted for
78 Percent of Massachusetts'
Total Exports to Mexico in 1989



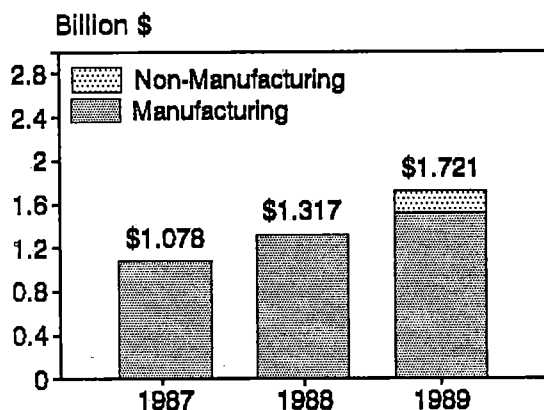
MASSACHUSETTS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	335.4	73.7	29.5
Agriculture - crops	6.0	42.7	12.4
Agriculture - livestock	327.3	0.0	0.0
Forestry	2.1	31.0	9.5
Fishing, Hunting	0.0	0.0	7.7
MINING	85.5	152.0	491.2
Metal Mining	0.0	21.3	286.4
Coal Mining	0.0	4.8	0.0
Oil & Gas	0.0	0.0	1.9
Non-Metallic Minerals	85.5	125.9	202.9
MANUFACTURING	97,859.5	114,437.4	151,511.5
Food Products	116.8	486.5	1,884.6
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	391.5	1,155.6	2,382.3
Apparel	392.4	106.6	421.8
Lumber & Wood Products	0.0	25.2	69.3
Furniture & Fixtures	30.5	128.5	242.5
Paper Products	5,478.2	6,034.7	8,631.9
Printing & Publishing	799.3	595.2	1,184.2
Chemical Products	7,466.2	8,437.4	15,024.9
Petroleum Refining Products	68.1	8.3	29.0
Rubber & Plastic Products	5,297.0	8,017.5	7,987.4
Leather Products	156.3	3,017.8	1,771.5
Stone, Clay & Glass Products	2,815.2	3,252.5	3,772.7
Primary Metal Industries	1,378.9	2,376.4	3,293.6
Fabricated Metal Products	2,047.5	4,681.8	4,883.4
Computers & Industrial Machinery	46,999.9	44,365.8	53,390.3
Electric & Electronic Equipment	9,536.0	15,535.9	21,425.8
Transportation Equipment	291.7	706.4	693.8
Scientific & Measuring Instruments	14,166.9	15,040.8	22,003.8
Miscellaneous Equipment	427.0	464.5	2,418.7
OTHER	1,836.8	1,867.0	3,416.8
Scrap & Waste	25.5	511.0	60.9
Second Hand Goods	32.7	86.8	0.0
Military Equipment	1,778.6	1,269.2	3,355.9
MASSACHUSETTS' EXPORTS TO MEXICO	100,117.2	116,530.2	155,449.0
MASSACHUSETTS' EXPORTS TO WORLD	8,349,259.9	9,691,807.7	10,471,988.3
MEXICO'S SHARE OF MASSACHUSETTS' EXPORTS	1.2%	1.2%	1.5%

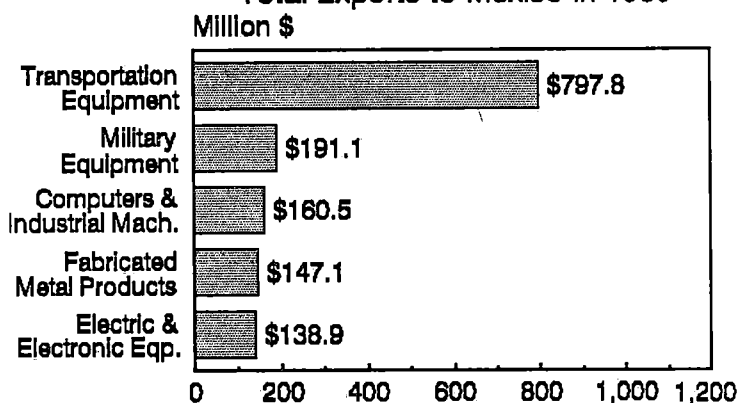
Mexico in 1989 Ranked 15TH Among Massachusetts' 177 Export Markets

MICHIGAN: EXPORTS TO MEXICO, 1987-89

Michigan's Exports to Mexico Grew by
60 Percent From 1987 to 1989



The Top 5 Exports Accounted for
83 Percent of Michigan's
Total Exports to Mexico in 1989



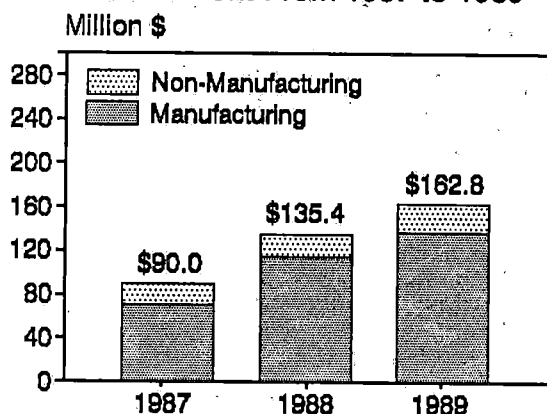
MICHIGAN'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	2,463.3	2,721.3	1,914.9
Agriculture - crops	2,391.3	2,446.5	1,621.2
Agriculture - livestock	72.0	268.6	280.2
Forestry	0.0	6.1	13.5
Fishing, Hunting	0.0	0.0	0.0
MINING	2,323.5	1,208.9	289.0
Metal Mining	1,736.1	0.0	0.0
Coal Mining	11.5	0.0	0.0
Oil & Gas	0.0	0.0	9.1
Non-Metallic Minerals	575.9	1,208.9	279.8
MANUFACTURING	1,071,690.4	1,311,025.1	1,523,886.1
Food Products	468.5	676.8	1,487.3
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	410.6	5,975.6	13,806.2
Apparel	534.8	1,310.0	5,894.7
Lumber & Wood Products	123.9	400.1	343.0
Furniture & Fixtures	2,025.3	1,818.5	25,742.3
Paper Products	9,556.2	9,040.0	8,778.8
Printing & Publishing	216.2	293.1	560.3
Chemical Products	29,783.7	21,621.8	33,966.2
Petroleum Refining Products	1,867.7	950.8	310.4
Rubber & Plastic Products	8,535.5	20,628.1	47,759.4
Leather Products	61.1	101.0	419.8
Stone, Clay & Glass Products	4,919.3	2,582.5	10,043.4
Primary Metal Industries	17,223.0	29,518.5	113,348.0
Fabricated Metal Products	16,950.8	36,394.4	147,129.8
Computers & Industrial Machinery	129,510.5	186,138.2	160,501.0
Electric & Electronic Equipment	20,313.1	68,563.6	138,923.7
Transportation Equipment	821,065.1	916,179.6	797,848.9
Scientific & Measuring Instruments	7,871.9	8,555.2	14,478.4
Miscellaneous Equipment	253.2	277.1	2,544.3
OTHER	1,392.3	2,441.1	194,468.1
Scrap & Waste	631.3	1,594.5	3,404.6
Second Hand Goods	254.0	193.6	0.0
Military Equipment	506.9	652.9	191,063.4
MICHIGAN'S EXPORTS TO MEXICO	1,077,869.6	1,317,396.4	1,720,558.1
MICHIGAN'S EXPORTS TO WORLD	18,104,343.1	21,015,863.0	21,206,700.7
MEXICO'S SHARE OF MICHIGAN'S EXPORTS	6.0%	6.3%	8.1%

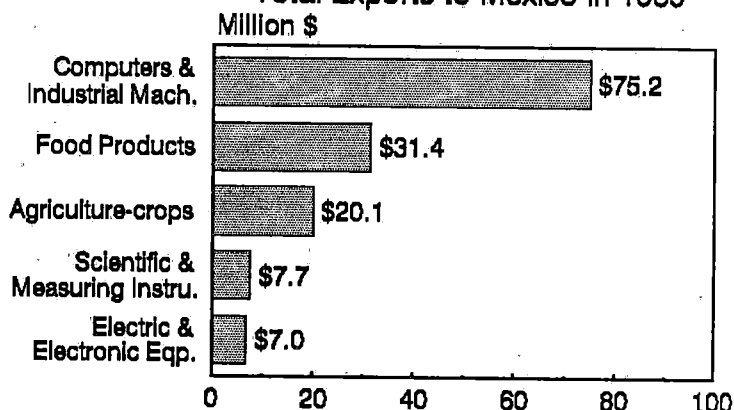
Mexico in 1989 Ranked SECOND Among Michigan's 162 Export Markets

MINNESOTA: EXPORTS TO MEXICO, 1987-89

Minnesota's Exports to Mexico Grew by
81 Percent From 1987 to 1989



The Top 5 Exports Accounted for
87 Percent of Minnesota's
Total Exports to Mexico in 1989



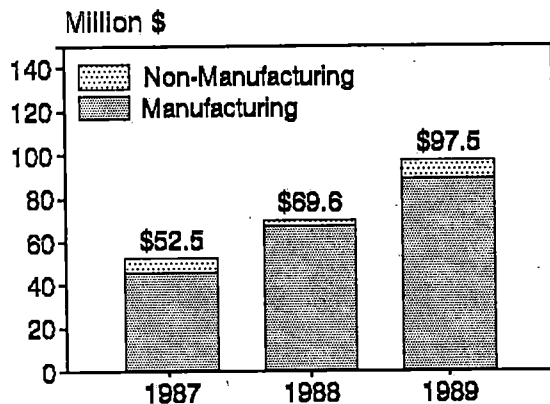
MINNESOTA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	18,610.2	19,213.8	24,445.5
Agriculture - crops	18,505.7	17,156.4	20,124.0
Agriculture - livestock	58.6	2,055.0	4,294.1
Forestry	45.8	2.4	27.5
Fishing, Hunting	0.0	0.0	0.0
MINING	354.8	331.9	28.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	354.8	331.9	28.0
MANUFACTURING	70,301.1	114,753.2	137,575.6
Food Products	10,603.2	10,017.4	31,398.9
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	57.5	221.0	546.6
Apparel	4.9	15.9	411.3
Lumber & Wood Products	7.4	12.0	336.6
Furniture & Fixtures	10.9	54.2	62.1
Paper Products	889.5	996.6	2,044.8
Printing & Publishing	278.7	175.7	166.6
Chemical Products	1,336.6	1,223.4	2,204.6
Petroleum Refining Products	7.0	15.5	709.4
Rubber & Plastic Products	1,158.7	1,263.6	1,969.1
Leather Products	0.0	0.0	12.7
Stone, Clay & Glass Products	101.0	434.7	749.3
Primary Metal Industries	958.5	756.0	527.9
Fabricated Metal Products	1,439.4	2,031.2	3,177.6
Computers & Industrial Machinery	41,154.2	82,200.2	75,176.2
Electric & Electronic Equipment	6,858.5	5,873.9	7,026.7
Transportation Equipment	2,627.5	1,343.6	2,991.2
Scientific & Measuring Instruments	2,682.3	8,055.3	7,732.2
Miscellaneous Equipment	125.5	63.2	331.7
OTHER	709.0	1,084.0	798.1
Scrap & Waste	507.5	724.0	551.6
Second Hand Goods	126.4	18.2	6.9
Military Equipment	75.0	341.8	239.5
MINNESOTA'S EXPORTS TO MEXICO	89,975.0	135,382.9	162,847.2
MINNESOTA'S EXPORTS TO WORLD	4,121,294.5	5,093,448.0	5,309,693.5
MEXICO'S SHARE OF MINNESOTA'S EXPORTS	2.2%	2.7%	3.1%

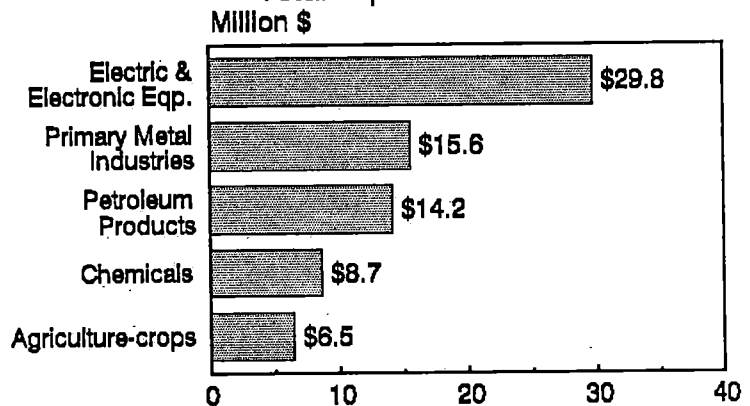
Mexico in 1989 Ranked NINTH Among Minnesota's 167 Export Markets

MISSISSIPPI: EXPORTS TO MEXICO, 1987-89

Mississippi's Exports to Mexico Grew by
86 Percent From 1987 to 1989



The Top 5 Exports Accounted for
77 Percent of Mississippi's
Total Exports to Mexico in 1989



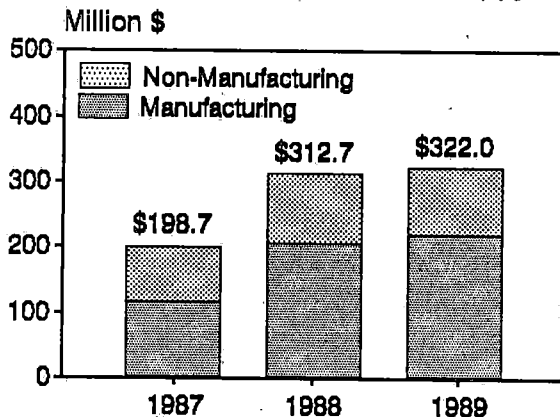
MISSISSIPPI'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	4,895.9	234.3	6,518.6
Agriculture - crops	4,885.9	221.7	6,495.6
Agriculture - livestock	10.1	12.7	23.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	30.7	248.9	1,403.9
Metal Mining	0.0	184.2	1,275.7
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	30.7	64.8	128.1
MANUFACTURING	45,965.3	67,488.6	89,198.3
Food Products	998.6	1,707.2	690.7
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	184.8	564.1	1,246.1
Apparel	1,628.5	1,699.7	1,642.4
Lumber & Wood Products	16.6	130.1	434.1
Furniture & Fixtures	1,069.3	173.1	1,165.2
Paper Products	15,213.3	18,129.0	6,479.3
Printing & Publishing	1.6	0.0	8.4
Chemical Products	2,614.8	4,462.1	8,654.4
Petroleum Refining Products	4,555.4	8,640.6	14,192.6
Rubber & Plastic Products	223.3	3,959.0	5,110.8
Leather Products	0.0	162.2	4.1
Stone, Clay & Glass Products	690.2	130.1	80.4
Primary Metal Industries	477.7	2,557.9	15,583.5
Fabricated Metal Products	164.7	113.7	348.5
Computers & Industrial Machinery	730.4	883.2	2,075.3
Electric & Electronic Equipment	16,900.5	21,860.7	29,826.3
Transportation Equipment	101.0	338.7	1,224.0
Scientific & Measuring Instruments	339.5	1,870.7	111.5
Miscellaneous Equipment	54.9	106.6	321.0
OTHER	1,618.1	1,584.8	339.1
Scrap & Waste	1,172.5	1,366.2	198.9
Second Hand Goods	421.5	132.9	4.0
Military Equipment	24.1	85.7	136.2
MISSISSIPPI'S EXPORTS TO MEXICO	52,510.1	69,556.8	97,459.9
MISSISSIPPI'S EXPORTS TO WORLD	1,290,476.4	1,359,383.5	1,760,093.8
MEXICO'S SHARE OF MISSISSIPPI'S EXPORTS	4.1%	5.1%	5.5%

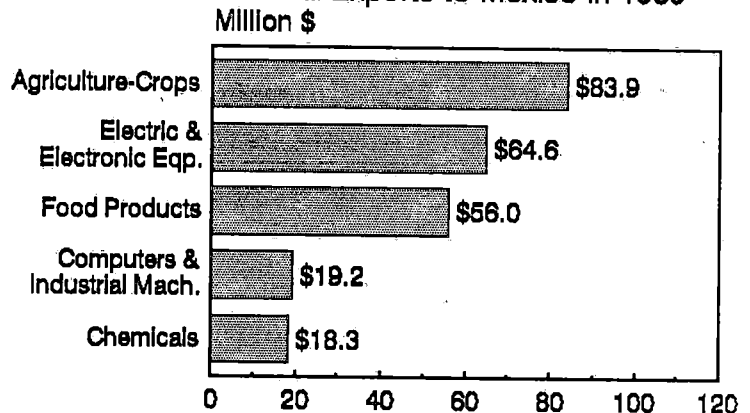
Mexico in 1989 Ranked FIFTH Among Mississippi's 142 Export Markets

MISSOURI: EXPORTS TO MEXICO, 1987-89

Missouri's Exports to Mexico Grew by
62 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of Missouri's
Total Exports to Mexico in 1989



MISSOURI'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

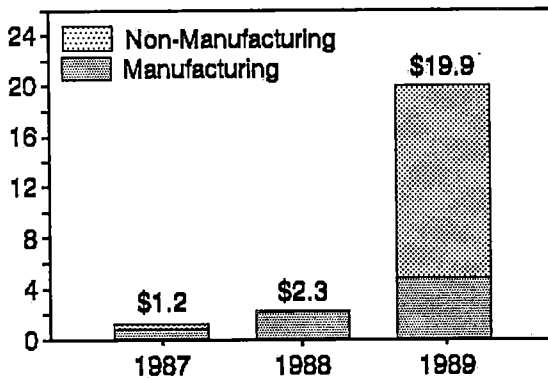
	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	76,987.6	95,461.2	84,010.6
Agriculture - crops	76,453.6	92,109.6	83,907.0
Agriculture - livestock	534.0	3,329.6	95.6
Forestry	0.0	22.0	8.0
Fishing, Hunting	0.0	0.0	0.0
MINING	1,514.0	1,715.2	1,062.2
Metal Mining	25.4	4.5	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	1,488.6	1,710.7	1,062.2
MANUFACTURING	114,286.7	205,375.9	219,313.0
Food Products	28,200.9	72,852.0	55,983.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	593.5	668.2	191.0
Apparel	1,691.6	2,671.0	552.6
Lumber & Wood Products	468.8	1,178.3	1,613.5
Furniture & Fixtures	290.0	755.1	2,416.9
Paper Products	2,642.8	3,189.3	4,527.1
Printing & Publishing	5,942.2	9,086.3	9,769.0
Chemical Products	11,646.5	12,015.4	18,339.4
Petroleum Refining Products	534.5	347.3	196.7
Rubber & Plastic Products	2,783.9	5,738.3	13,075.8
Leather Products	107.3	493.6	438.7
Stone, Clay & Glass Products	780.8	825.4	1,194.9
Primary Metal Industries	4,371.3	6,401.7	6,929.4
Fabricated Metal Products	4,938.7	6,122.1	6,669.7
Computers & Industrial Machinery	11,320.4	12,059.5	19,222.7
Electric & Electronic Equipment	24,757.6	58,123.2	64,566.1
Transportation Equipment	11,058.3	9,857.1	8,009.4
Scientific & Measuring Instruments	1,396.5	1,781.0	3,307.8
Miscellaneous Equipment	761.1	1,211.1	2,309.1
OTHER	5,924.5	10,174.3	17,657.6
Scrap & Waste	5,633.2	9,563.2	11,995.3
Second Hand Goods	269.1	545.2	46.3
Military Equipment	22.1	65.9	5,616.0
MISSOURI'S EXPORTS TO MEXICO	198,712.8	312,726.6	322,043.4
MISSOURI'S EXPORTS TO WORLD	2,984,431.7	2,737,541.4	2,877,651.8
MEXICO'S SHARE OF MISSOURI'S EXPORTS	6.7%	11.4%	11.2%

Mexico in 1989 Ranked THIRD Among Missouri's 151 Export Markets

MONTANA: EXPORTS TO MEXICO, 1987-89

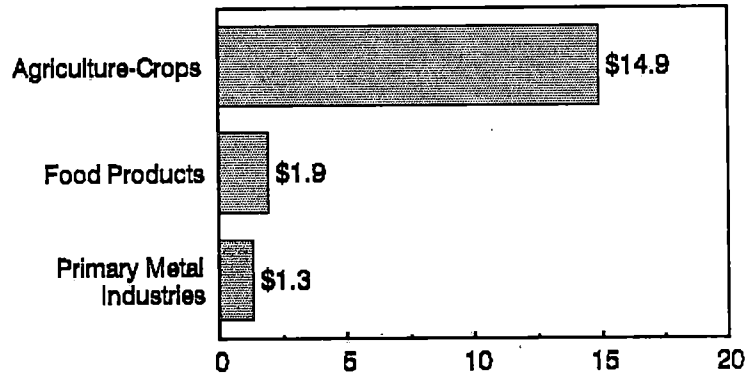
Montana's Exports to Mexico Grew by
1536 Percent From 1987 to 1989

Million \$



The Top 3 Exports Accounted for
91 Percent of Montana's
Total Exports to Mexico in 1989

Million \$



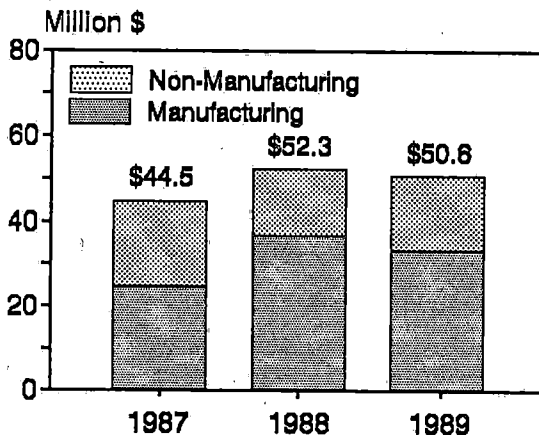
MONTANA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	440.1	133.7	14,964.2
Agriculture - crops	187.4	66.6	14,857.2
Agriculture - livestock	252.6	67.1	100.2
Forestry	0.0	0.0	6.8
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	137.6
Metal Mining	0.0	0.0	5.4
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	132.2
MANUFACTURING	778.9	2,120.9	4,791.9
Food Products	14.6	55.9	1,898.9
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	39.4	0.0
Furniture & Fixtures	0.0	0.0	14.0
Paper Products	0.0	0.0	0.0
Printing & Publishing	0.0	0.0	0.0
Chemical Products	96.6	2.6	51.1
Petroleum Refining Products	0.0	234.4	0.0
Rubber & Plastic Products	0.0	0.0	2.8
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	16.9	44.8	0.0
Primary Metal Industries	4.2	576.4	1,309.2
Fabricated Metal Products	6.1	17.3	99.5
Computers & Industrial Machinery	21.4	289.8	922.7
Electric & Electronic Equipment	8.9	12.2	168.8
Transportation Equipment	610.2	817.5	320.5
Scientific & Measuring Instruments	0.0	0.0	4.4
Miscellaneous Equipment	0.0	30.6	0.0
OTHER	0.0	0.0	53.9
Scrap & Waste	0.0	0.0	25.8
Second Hand Goods	0.0	0.0	0.0
Military Equipment	0.0	0.0	28.1
MONTANA'S EXPORTS TO MEXICO	1,219.0	2,254.6	19,947.6
MONTANA'S EXPORTS TO WORLD	286,470.8	398,087.7	346,422.8
MEXICO'S SHARE OF MONTANA'S EXPORTS	0.4%	0.6%	5.8%

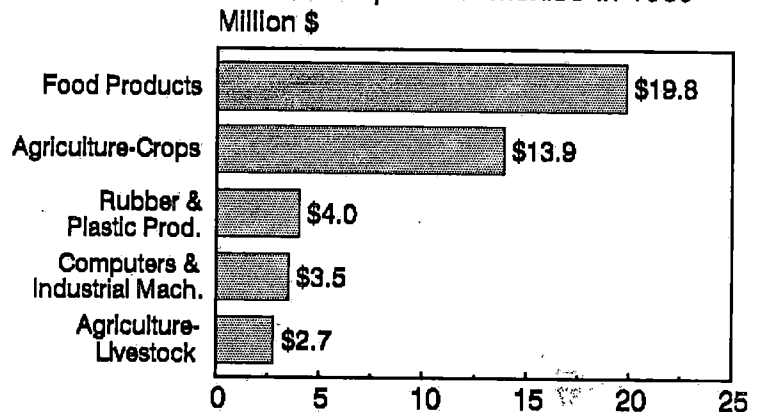
Mexico in 1989 Ranked FOURTH Among Montana's 69 Export Markets

NEBRASKA: EXPORTS TO MEXICO, 1987-89

Nebraska's Exports to Mexico Grew by
14 Percent From 1987 to 1989



The Top 5 Exports Accounted for
87 Percent of Nebraska's
Total Exports to Mexico in 1989



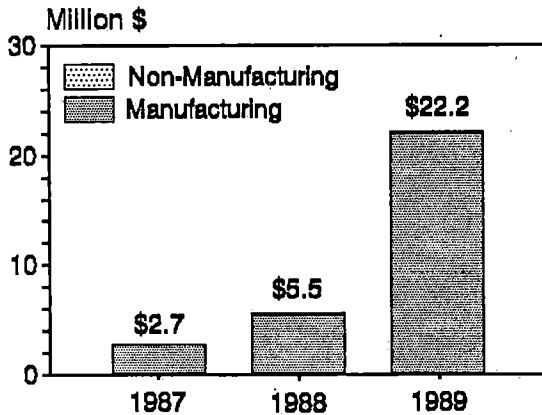
NEBRASKA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR
(Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	19,550.9	15,436.9	16,633.3
Agriculture - crops	18,592.2	13,695.7	13,927.9
Agriculture - livestock	958.7	1,741.2	2,705.4
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	2.9	5.8	5.3
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	2.9	5.8	5.3
MANUFACTURING	24,352.5	36,545.9	33,059.2
Food Products	15,362.0	27,219.5	19,842.7
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	15.5	39.1
Apparel	31.3	31.1	30.7
Lumber & Wood Products	32.8	15.8	19.1
Furniture & Fixtures	0.0	6.8	0.0
Paper Products	185.9	246.2	171.7
Printing & Publishing	377.2	61.5	154.6
Chemical Products	552.0	458.0	443.5
Petroleum Refining Products	0.0	0.0	43.5
Rubber & Plastic Products	2,217.1	3,558.8	3,968.1
Leather Products	0.0	0.0	37.8
Stone, Clay & Glass Products	0.0	4.8	9.0
Primary Metal Industries	337.0	300.4	707.8
Fabricated Metal Products	222.1	914.8	1,344.7
Computers & Industrial Machinery	980.6	1,669.7	3,501.0
Electric & Electronic Equipment	2,233.5	878.3	1,719.7
Transportation Equipment	1,735.6	787.3	673.0
Scientific & Measuring Instruments	82.2	374.6	270.2
Miscellaneous Equipment	3.2	2.6	83.1
OTHER	640.2	286.3	883.6
Scrap & Waste	27.2	6.2	167.4
Second Hand Goods	610.8	263.2	71.7
Military Equipment	2.2	17.0	644.6
NEBRASKA'S EXPORTS TO MEXICO	44,546.4	52,274.8	50,581.4
NEBRASKA'S EXPORTS TO WORLD	779,626.9	916,421.3	824,509.6
MEXICO'S SHARE OF NEBRASKA'S EXPORTS	5.7%	5.7%	6.1%

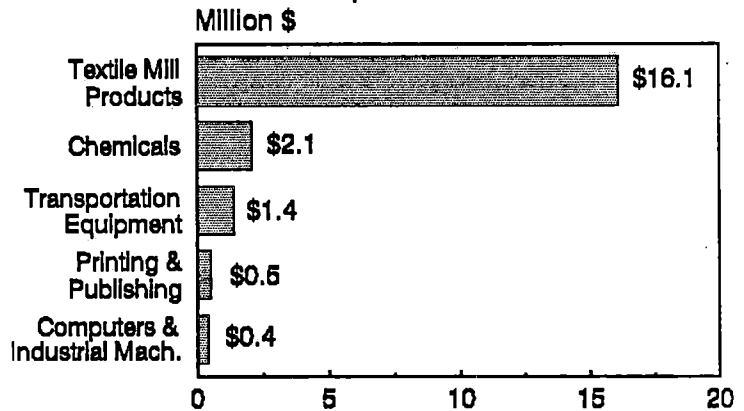
Mexico in 1989 Ranked FOURTH Among Nebraska's 119 Export Markets

NEVADA: EXPORTS TO MEXICO, 1987-89

Nevada's Exports to Mexico Grew by
721 Percent From 1987 to 1989



The Top 5 Exports Accounted for
92 Percent of Nevada's
Total Exports to Mexico in 1989



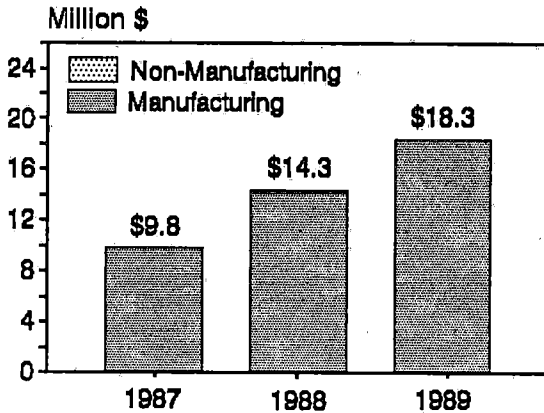
NEVADA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	3.0	84.4
Agriculture - crops	0.0	3.0	84.4
Agriculture - livestock	0.0	0.0	0.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	2.2	16.6
Metal Mining	0.0	0.0	9.5
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	2.2
Non-Metallic Minerals	0.0	2.2	5.0
MANUFACTURING	2,695.4	5,450.6	22,092.3
Food Products	31.7	17.4	173.3
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	112.0	148.8	105.9
Apparel	0.0	1,514.0	16,132.1
Lumber & Wood Products	5.8	7.2	17.5
Furniture & Fixtures	0.0	11.8	16.5
Paper Products	125.4	42.6	276.3
Printing & Publishing	272.6	688.0	484.0
Chemical Products	334.6	1,388.0	2,058.5
Petroleum Refining Products	0.0	0.0	28.5
Rubber & Plastic Products	84.4	15.2	216.8
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	0.0	0.0	7.7
Primary Metal Industries	0.0	39.9	175.5
Fabricated Metal Products	48.1	45.5	34.6
Computers & Industrial Machinery	361.6	160.2	364.4
Electric & Electronic Equipment	78.7	331.1	189.8
Transportation Equipment	40.0	8.9	201.1
Scientific & Measuring Instruments	808.1	868.1	1,382.0
Miscellaneous Equipment	392.4	164.1	227.9
OTHER	10.5	20.4	13.3
Scrap & Waste	0.0	20.4	2.0
Second Hand Goods	0.0	0.0	0.0
Military Equipment	10.5	0.0	11.3
NEVADA'S EXPORTS TO MEXICO	2,705.9	5,476.2	22,206.7
NEVADA'S EXPORTS TO WORLD	380,231.1	248,264.7	322,046.4
MEXICO'S SHARE OF NEVADA'S EXPORTS	0.7%	2.2%	6.9%

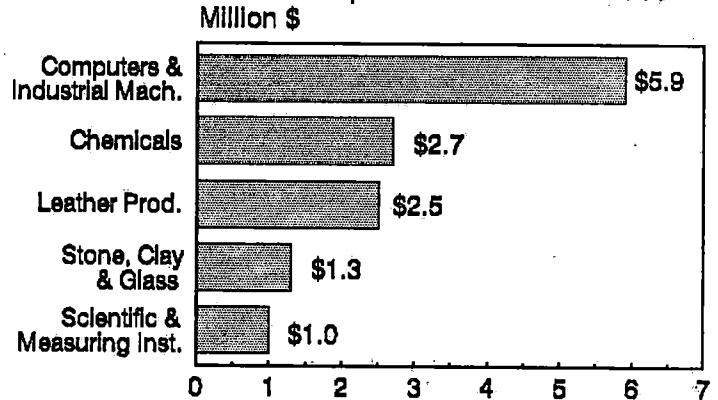
Mexico in 1989 Ranked FIFTH Among Nevada's 101 Export Markets

NEW HAMPSHIRE: EXPORTS TO MEXICO, 1987-89

New Hampshire's Exports to Mexico Grew
by 87 Percent From 1987 to 1989



The Top 5 Exports Accounted for
73 Percent of New Hampshire's
Total Exports to Mexico in 1989



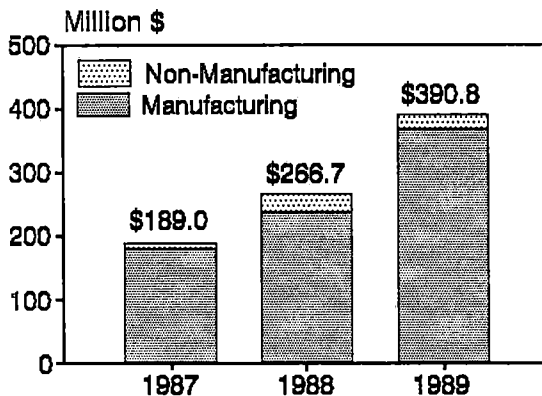
NEW HAMPSHIRE'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	2.5	2.7
Agriculture - crops	0.0	0.0	0.0
Agriculture - livestock	0.0	0.0	0.0
Forestry	0.0	2.5	2.7
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	5.7	43.8
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	8.2
Non-Metallic Minerals	0.0	5.7	35.6
MANUFACTURING	9,739.9	14,102.3	18,261.2
Food Products	0.0	140.3	16.4
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	57.7	66.0	566.8
Apparel	3.5	7.5	97.0
Lumber & Wood Products	0.0	126.0	888.4
Furniture & Fixtures	6.3	0.0	9.7
Paper Products	871.9	1,109.6	975.2
Printing & Publishing	45.7	49.2	15.8
Chemical Products	2,350.4	1,976.0	2,689.3
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	286.3	1,042.3	441.8
Leather Products	406.2	2,104.5	2,482.6
Stone, Clay & Glass Products	163.8	446.8	1,348.6
Primary Metal Industries	62.9	112.4	246.8
Fabricated Metal Products	54.4	234.6	572.4
Computers & Industrial Machinery	3,484.2	4,278.0	5,911.9
Electric & Electronic Equipment	971.0	315.5	468.2
Transportation Equipment	2.3	2.4	295.8
Scientific & Measuring Instruments	951.8	1,394.1	978.1
Miscellaneous Equipment	21.5	697.1	256.5
OTHER	50.4	169.6	8.5
Scrap & Waste	0.0	0.0	7.0
Second Hand Goods	0.0	0.0	0.0
Military Equipment	50.4	169.6	1.5
NEW HAMPSHIRE'S EXPORTS TO MEXICO	9,790.4	14,280.0	18,316.1
NEW HAMPSHIRE'S EXPORTS TO WORLD	885,399.8	1,025,288.1	1,106,079.2
MEXICO'S SHARE OF NEW HAMPSHIRE'S EXPORTS	1.1%	1.4%	1.7%

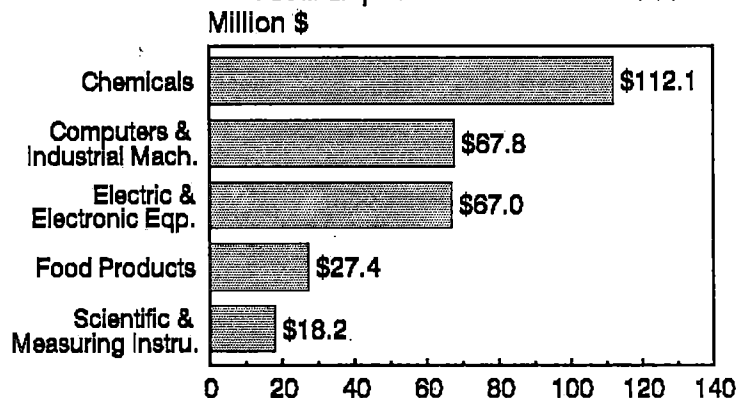
Mexico in 1989 Ranked 15TH Among New Hampshire's 114 Export Markets

NEW JERSEY: EXPORTS TO MEXICO, 1987-89

New Jersey's Exports to Mexico Grew by
107 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of New Jersey's
Total Exports to Mexico in 1989



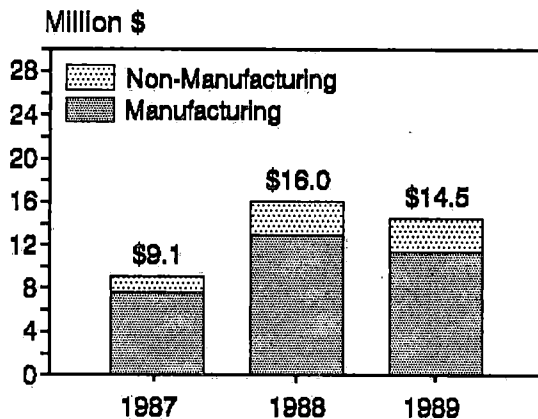
NEW JERSEY'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	1,198.2	1,890.5	2,432.9
Agriculture - crops	549.8	1,111.7	1,139.4
Agriculture - livestock	0.0	5.0	1.6
Forestry	648.4	761.8	1,281.8
Fishing, Hunting	0.0	12.0	10.2
MINING	4,541.3	3,841.4	16,599.2
Metal Mining	3,444.2	2,733.0	14,379.5
Coal Mining	0.0	9.8	4.6
Oil & Gas	0.0	1.6	12.6
Non-Metallic Minerals	1,097.1	1,096.9	2,202.4
MANUFACTURING	180,239.7	237,737.1	367,870.2
Food Products	947.9	2,290.0	27,441.8
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	1,206.8	2,388.5	2,327.2
Apparel	642.9	2,284.4	7,364.1
Lumber & Wood Products	1,074.3	1,037.5	404.5
Furniture & Fixtures	867.4	1,181.3	5,053.3
Paper Products	3,587.0	4,149.8	6,902.3
Printing & Publishing	2,071.2	1,739.7	4,186.8
Chemical Products	71,801.0	84,261.9	112,140.5
Petroleum Refining Products	479.1	315.5	1,028.8
Rubber & Plastic Products	5,571.6	7,048.0	9,466.0
Leather Products	743.3	611.3	1,110.7
Stone, Clay & Glass Products	2,280.4	2,753.3	6,880.7
Primary Metal Industries	9,354.5	11,844.0	10,414.2
Fabricated Metal Products	4,817.5	13,313.2	10,977.8
Computers & Industrial Machinery	33,014.0	48,793.7	67,778.8
Electric & Electronic Equipment	26,754.1	36,919.4	67,035.7
Transportation Equipment	1,758.8	3,125.5	3,741.7
Scientific & Measuring Instruments	11,566.8	9,995.1	18,150.4
Miscellaneous Equipment	1,701.2	3,685.0	5,464.8
OTHER	3,038.4	23,280.2	3,914.6
Scrap & Waste	2,222.4	19,272.5	1,149.6
Second Hand Goods	634.3	327.9	0.0
Military Equipment	181.7	3,679.8	2,765.0
NEW JERSEY'S EXPORTS TO MEXICO	189,017.5	266,749.1	390,816.9
NEW JERSEY'S EXPORTS TO WORLD	6,783,159.4	8,308,991.7	8,642,913.6
MEXICO'S SHARE OF NEW JERSEY'S EXPORTS	2.8%	3.2%	4.5%

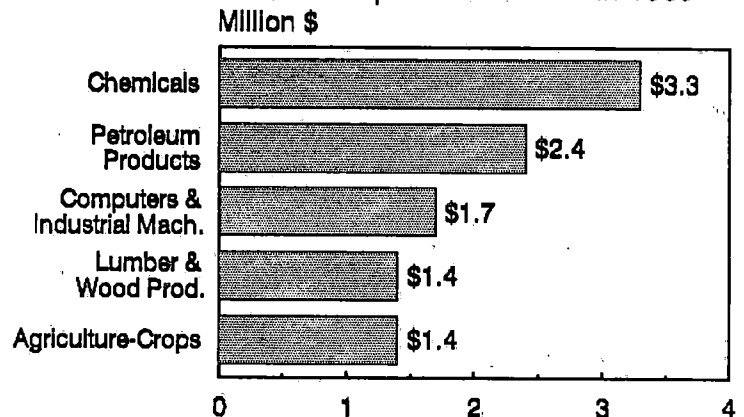
Mexico in 1989 Ranked FIFTH Among New Jersey's 184 Export Markets

NEW MEXICO: EXPORTS TO MEXICO, 1987-89

New Mexico's Exports to Mexico Grew by
60 Percent From 1987 to 1989



The Top 5 Exports Accounted for
71 Percent of New Mexico's
Total Exports to Mexico in 1989



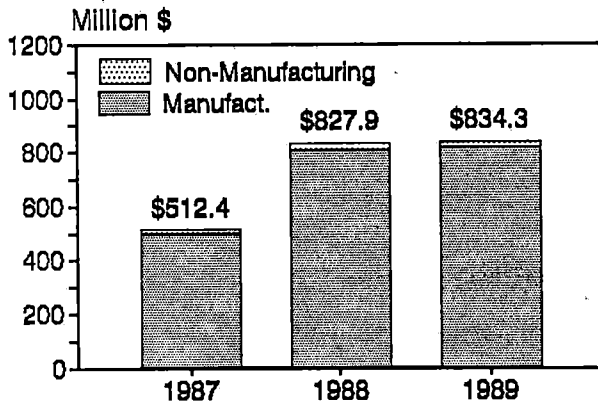
NEW MEXICO'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	511.9	2,176.4	2,027.0
Agriculture - crops	146.4	334.1	1,379.6
Agriculture - livestock	365.5	1,842.4	647.4
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	407.6	180.2	501.2
Metal Mining	0.0	0.0	496.6
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	407.6	180.2	4.7
MANUFACTURING	7,512.6	12,855.5	11,315.4
Food Products	44.4	1,266.5	650.5
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	17.0	50.2	5.4
Apparel	10.2	10.3	0.0
Lumber & Wood Products	5.0	695.3	1,413.8
Furniture & Fixtures	8.4	90.0	14.2
Paper Products	45.6	63.1	143.1
Printing & Publishing	42.7	0.0	0.0
Chemical Products	3,869.0	7,079.7	3,290.9
Petroleum Refining Products	1,384.4	11.1	2,437.8
Rubber & Plastic Products	175.0	197.3	189.2
Leather Products	0.0	0.0	32.6
Stone, Clay & Glass Products	0.0	0.0	219.8
Primary Metal Industries	64.8	181.1	304.1
Fabricated Metal Products	112.7	234.6	67.4
Computers & Industrial Machinery	1,246.9	2,274.3	1,733.7
Electric & Electronic Equipment	99.3	156.7	152.4
Transportation Equipment	105.8	268.3	440.5
Scientific & Measuring Instruments	281.5	180.3	169.6
Miscellaneous Equipment	0.0	96.7	50.5
OTHER	625.6	755.8	635.6
Scrap & Waste	366.5	231.9	395.2
Second Hand Goods	259.1	506.4	237.3
Military Equipment	0.0	17.5	3.0
NEW MEXICO'S EXPORTS TO MEXICO	9,057.7	15,967.9	14,479.2
NEW MEXICO'S EXPORTS TO WORLD	166,972.1	193,327.4	213,660.2
MEXICO'S SHARE OF NEW MEXICO'S EXPORTS	5.4%	8.3%	6.8%

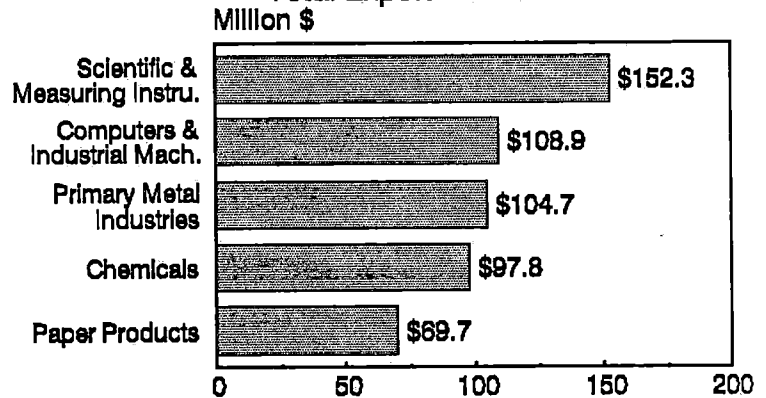
Mexico in 1989 Ranked SIXTH Among New Mexico's 77 Export Markets

NEW YORK: EXPORTS TO MEXICO, 1987-89

New York's Exports to Mexico Grew by
63 Percent From 1987 to 1989



The Top 5 Exports Accounted for
64 Percent of New York's
Total Exports to Mexico in 1989



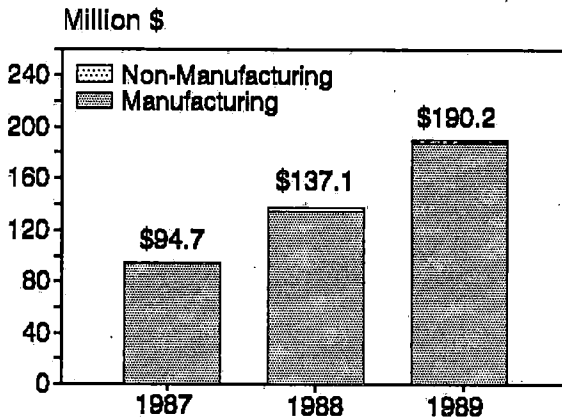
NEW YORK'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	2,709.6	5,508.8	3,496.1
Agriculture - crops	755.8	3,805.2	1,853.9
Agriculture - livestock	188.0	178.3	111.5
Forestry	1,765.8	1,525.3	1,503.7
Fishing, Hunting	0.0	0.0	27.0
MINING	4,107.7	2,944.2	4,292.9
Metal Mining	3,395.0	2,098.5	1,895.9
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	166.2
Non-Metallic Minerals	712.7	845.7	2,230.8
MANUFACTURING	493,615.7	802,632.9	810,460.2
Food Products	12,494.5	36,509.7	34,821.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	4,118.1	8,107.1	15,270.6
Apparel	1,531.1	6,182.9	15,552.1
Lumber & Wood Products	288.4	632.1	910.8
Furniture & Fixtures	280.9	357.6	630.9
Paper Products	44,770.2	64,818.9	69,696.0
Printing & Publishing	2,160.7	2,081.8	4,534.5
Chemical Products	65,154.2	92,673.5	97,821.7
Petroleum Refining Products	1,766.0	985.3	4,377.6
Rubber & Plastic Products	18,064.0	25,271.7	27,918.2
Leather Products	599.1	3,540.3	3,310.1
Stone, Clay & Glass Products	7,733.9	11,994.9	7,572.7
Primary Metal Industries	34,770.1	27,700.1	104,743.3
Fabricated Metal Products	49,859.8	76,883.2	14,493.0
Computers & Industrial Machinery	68,260.1	99,334.1	108,892.8
Electric & Electronic Equipment	44,879.9	71,105.8	65,190.0
Transportation Equipment	78,821.1	173,558.4	40,749.3
Scientific & Measuring Instruments	54,869.9	93,570.4	152,266.6
Miscellaneous Equipment	3,193.7	7,325.2	41,709.3
OTHER	11,935.1	16,845.4	16,034.5
Scrap & Waste	6,558.2	12,134.9	11,584.5
Second Hand Goods	211.4	1,171.5	38.2
Military Equipment	5,165.6	3,539.0	4,411.8
NEW YORK'S EXPORTS TO MEXICO	512,368.1	827,931.2	834,283.7
NEW YORK'S EXPORTS TO WORLD	19,873,716.1	26,961,338.8	26,789,951.9
MEXICO'S SHARE OF NEW YORK'S EXPORTS	2.6%	3.1%	3.1%

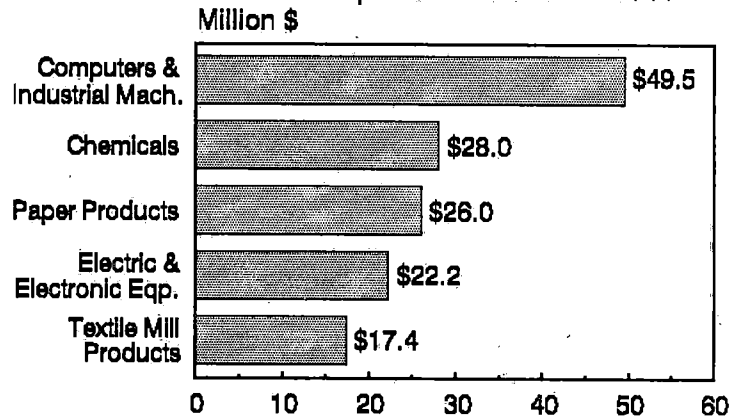
Mexico in 1989 Ranked EIGHTH Among New York's 188 Export Markets

NORTH CAROLINA: EXPORTS TO MEXICO, 1987-89

North Carolina's Exports to Mexico Grew by
101 Percent From 1987 to 1989



The Top 5 Exports Accounted for
75 Percent of North Carolina's
Total Exports to Mexico in 1989



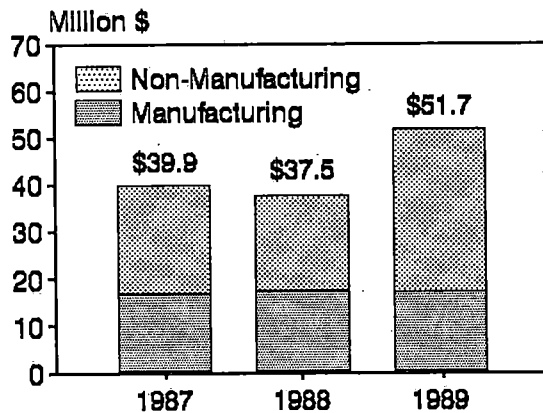
NORTH CAROLINA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	734.3	1,020.1	836.5
Agriculture - crops	65.4	0.0	93.4
Agriculture - livestock	659.8	1,014.9	735.0
Forestry	9.1	5.2	8.0
Fishing, Hunting	0.0	0.0	0.0
MINING	188.7	163.6	665.2
Metal Mining	42.9	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	4.4
Non-Metallic Minerals	145.8	163.6	660.7
MANUFACTURING	93,312.1	134,675.6	187,850.4
Food Products	623.1	2,190.2	2,462.2
Tobacco Products	291.0	449.4	500.7
Textile Mill Products	3,115.2	9,495.7	17,372.1
Apparel	7,600.5	6,884.9	7,575.0
Lumber & Wood Products	32.6	351.4	416.8
Furniture & Fixtures	69.8	927.1	1,525.9
Paper Products	17,869.3	19,328.7	25,953.5
Printing & Publishing	918.9	1,343.6	1,624.4
Chemical Products	16,922.9	24,812.7	27,982.2
Petroleum Refining Products	125.1	0.0	165.1
Rubber & Plastic Products	6,142.5	7,916.6	11,582.5
Leather Products	917.0	363.2	75.1
Stone, Clay & Glass Products	1,300.9	2,008.7	2,557.9
Primary Metal Industries	1,566.2	2,197.2	6,785.5
Fabricated Metal Products	557.2	2,612.3	3,029.9
Computers & Industrial Machinery	24,371.0	35,938.4	49,514.2
Electric & Electronic Equipment	6,849.3	11,332.6	22,197.2
Transportation Equipment	1,152.6	1,681.1	2,399.4
Scientific & Measuring Instruments	2,696.8	4,525.2	3,054.5
Miscellaneous Equipment	190.2	316.6	1,076.2
OTHER	435.4	1,250.6	832.0
Scrap & Waste	117.7	637.9	804.9
Second Hand Goods	210.8	398.3	0.0
Military Equipment	107.0	214.5	27.1
NORTH CAROLINA'S EXPORTS TO MEXICO	94,670.5	137,109.9	190,184.1
NORTH CAROLINA'S EXPORTS TO WORLD	5,890,715.4	6,786,576.8	8,161,936.2
MEXICO'S SHARE OF NORTH CAROLINA'S EXPORTS	1.6%	2.0%	2.3%

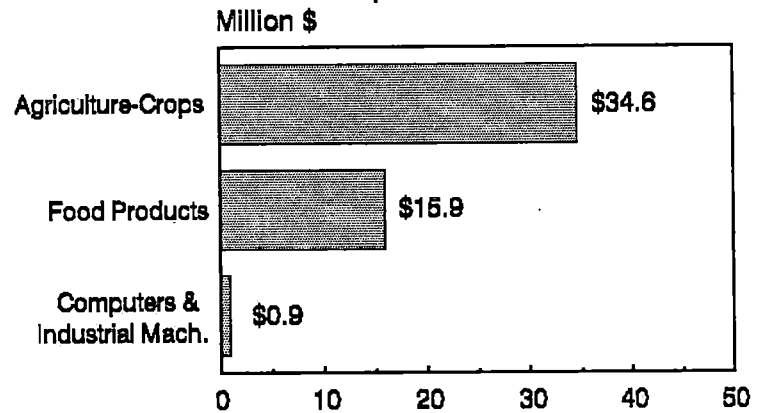
Mexico in 1989 Ranked 14TH Among North Carolina's 165 Export Markets

NORTH DAKOTA: EXPORTS TO MEXICO, 1987-89

North Dakota's Exports to Mexico Grew by
30 Percent From 1987 to 1989



The Top 3 Exports Accounted for
99 Percent of North Dakota's
Total Exports to Mexico in 1989



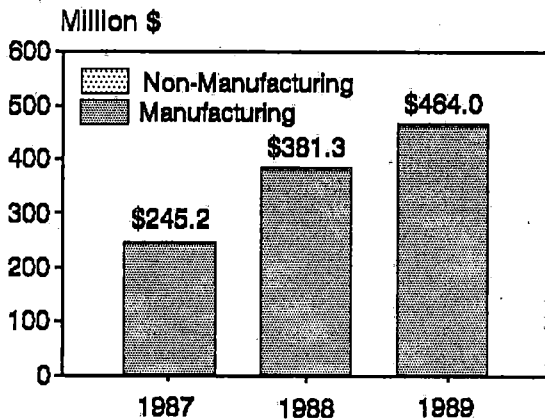
NORTH DAKOTA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	23,033.2	20,143.7	34,601.4
Agriculture - crops	23,033.2	20,143.7	34,584.0
Agriculture - livestock	0.0	0.0	17.4
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	11.6	7.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	11.6	7.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	16,650.1	17,328.1	17,042.6
Food Products	15,433.1	16,490.0	15,941.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	0.0	0.0
Paper Products	0.0	0.0	17.5
Printing & Publishing	0.0	0.0	6.3
Chemical Products	3.0	0.0	12.6
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	0.0	6.9	11.3
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	0.0	3.5	0.0
Primary Metal Industries	0.0	0.0	4.8
Fabricated Metal Products	227.6	213.0	50.5
Computers & Industrial Machinery	915.6	604.9	929.4
Electric & Electronic Equipment	24.7	1.5	6.8
Transportation Equipment	44.4	8.3	62.4
Scientific & Measuring Instruments	1.7	0.0	0.0
Miscellaneous Equipment	0.0	0.0	0.0
OTHER	202.4	0.0	0.0
Scrap & Waste	0.0	0.0	0.0
Second Hand Goods	202.4	0.0	0.0
Military Equipment	0.0	0.0	0.0
NORTH DAKOTA'S EXPORTS TO MEXICO	39,885.7	37,483.4	51,651.0
NORTH DAKOTA'S EXPORTS TO WORLD	297,567.6	279,972.6	382,900.4
MEXICO'S SHARE OF NORTH DAKOTA'S EXPORTS	13.4%	13.4%	13.5%

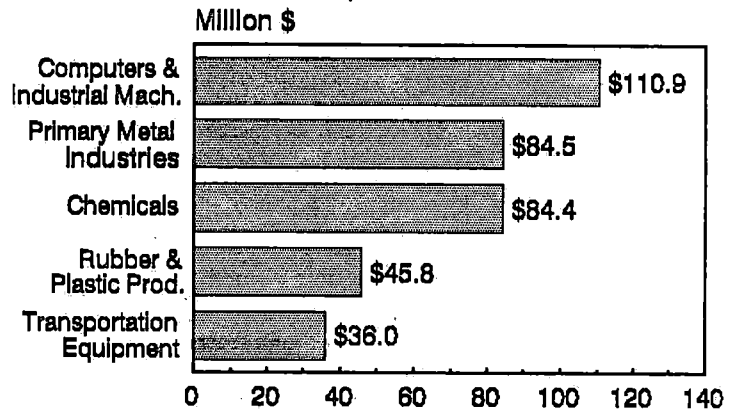
Mexico in 1989 Ranked SECOND Among North Dakota's 71 Export Markets

OHIO: EXPORTS TO MEXICO, 1987-89

Ohio's Exports to Mexico Grew by
89 Percent From 1987 to 1989



The Top 5 Exports Accounted for
78 Percent of Ohio's
Total Exports to Mexico in 1989



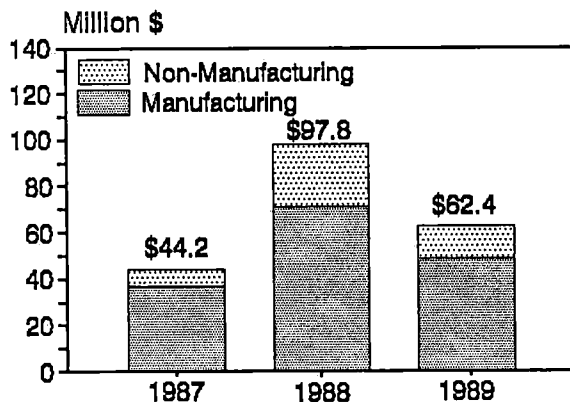
OHIO'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	478.9	506.6	741.8
Agriculture - crops	0.0	43.7	13.6
Agriculture - livestock	104.7	48.9	145.3
Forestry	374.2	414.0	582.9
Fishing, Hunting	0.0	0.0	0.0
MINING	691.7	1,802.2	925.1
Metal Mining	175.9	1,053.4	11.6
Coal Mining	172.1	6.6	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	343.7	742.2	913.6
MANUFACTURING	242,514.3	376,036.2	459,231.4
Food Products	2,743.1	4,195.2	3,836.8
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	1,333.4	1,747.3	1,058.1
Apparel	59.2	432.8	310.8
Lumber & Wood Products	286.5	403.3	214.7
Furniture & Fixtures	98.7	3,416.4	2,907.1
Paper Products	1,733.3	2,432.7	2,827.4
Printing & Publishing	373.1	278.4	1,076.0
Chemical Products	59,929.3	80,079.8	84,365.5
Petroleum Refining Products	714.5	465.9	7,342.5
Rubber & Plastic Products	13,572.8	34,399.3	45,842.9
Leather Products	0.0	291.1	6,885.4
Stone, Clay & Glass Products	9,360.1	12,950.9	11,389.6
Primary Metal Industries	12,273.1	62,977.4	84,498.5
Fabricated Metal Products	12,198.5	12,461.3	15,321.5
Computers & Industrial Machinery	68,981.1	85,850.2	110,884.9
Electric & Electronic Equipment	31,684.7	28,420.5	29,826.0
Transportation Equipment	20,328.7	31,136.6	36,020.5
Scientific & Measuring Instruments	6,614.1	12,987.2	12,381.4
Miscellaneous Equipment	230.2	1,110.0	2,241.7
OTHER	1,547.3	2,985.5	3,136.0
Scrap & Waste	981.9	1,820.7	2,639.7
Second Hand Goods	64.7	247.9	148.7
Military Equipment	500.7	917.0	347.6
OHIO'S EXPORTS TO MEXICO	245,232.1	381,330.6	464,034.3
OHIO'S EXPORTS TO WORLD	10,018,676.3	12,276,607.5	13,322,751.1
MEXICO'S SHARE OF OHIO'S EXPORTS	2.4%	3.1%	3.5%

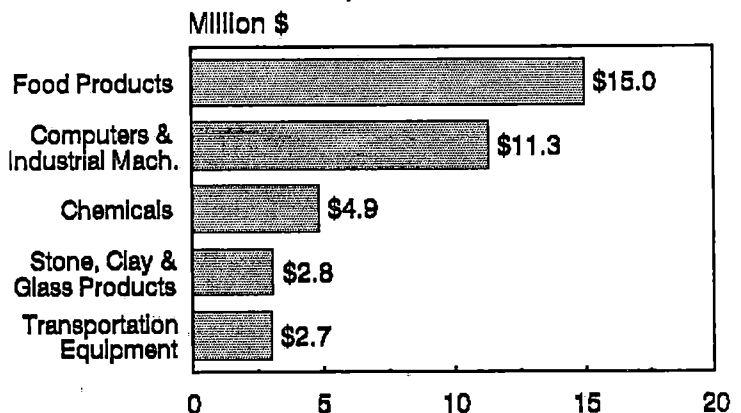
Mexico in 1989 Ranked SIXTH Among Ohio's 169 Export Markets

OKLAHOMA: EXPORTS TO MEXICO, 1987-89

Oklahoma's Exports to Mexico Grew by
41 Percent From 1987 to 1989



The Top 5 Exports Accounted for
59 Percent of Oklahoma's
Total Exports to Mexico in 1989



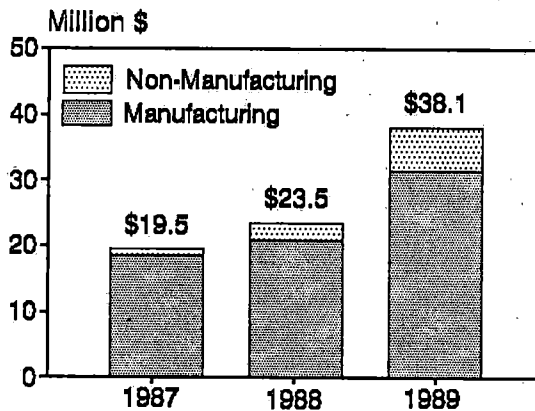
OKLAHOMA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	6,693.4	26,078.2	12,426.2
Agriculture - crops	6,519.0	25,700.2	11,557.9
Agriculture - livestock	174.4	369.8	823.3
Forestry	0.0	8.2	45.0
Fishing, Hunting	0.0	0.0	0.0
MINING	345.5	246.9	389.1
Metal Mining	5.8	7.9	4.4
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	339.7	239.0	384.7
MANUFACTURING	36,688.2	70,793.2	48,455.2
Food Products	2,694.6	1,264.7	14,980.1
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	18.3	4.0
Apparel	9.4	8.0	25.2
Lumber & Wood Products	26.5	0.0	11.4
Furniture & Fixtures	9.9	26.0	104.7
Paper Products	10.3	250.4	366.7
Printing & Publishing	2.1	14.6	7.8
Chemical Products	4,807.3	6,757.6	4,877.2
Petroleum Refining Products	3,480.8	104.2	590.7
Rubber & Plastic Products	6,361.4	8,180.2	1,418.6
Leather Products	293.7	1,215.6	482.2
Stone, Clay & Glass Products	1,463.9	2,404.8	2,764.7
Primary Metal Industries	728.8	853.2	2,101.2
Fabricated Metal Products	1,507.6	2,412.3	2,443.7
Computers & Industrial Machinery	9,594.6	31,607.9	11,260.8
Electric & Electronic Equipment	2,094.6	1,285.3	2,108.5
Transportation Equipment	670.5	1,812.9	2,674.3
Scientific & Measuring Instruments	2,925.6	12,556.7	2,147.3
Miscellaneous Equipment	6.7	20.8	86.1
OTHER	520.5	651.0	1,098.6
Scrap & Waste	412.6	302.8	819.4
Second Hand Goods	79.0	290.2	238.5
Military Equipment	28.9	58.1	40.7
OKLAHOMA'S EXPORTS TO MEXICO	44,247.7	97,769.3	62,369.1
OKLAHOMA'S EXPORTS TO WORLD	1,077,954.3	1,541,158.5	1,637,515.7
MEXICO'S SHARE OF OKLAHOMA'S EXPORTS	4.1%	6.3%	3.8%

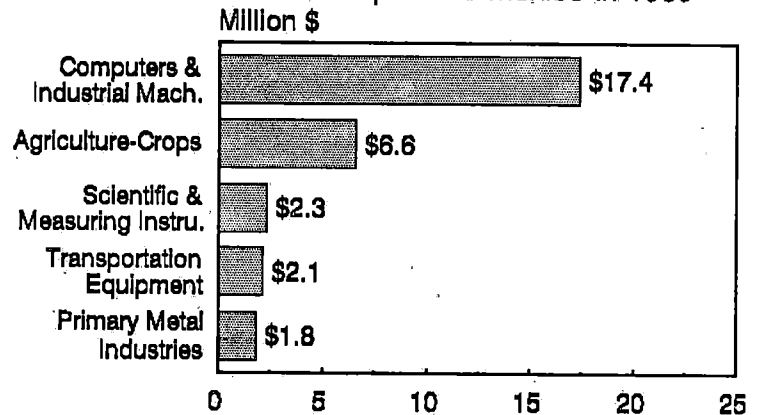
Mexico in 1989 Ranked SEVENTH Among Oklahoma's 139 Export Markets

OREGON: EXPORTS TO MEXICO, 1987-89

Oregon's Exports to Mexico Grew by
95 Percent From 1987 to 1989



The Top 5 Exports Accounted for
79 Percent of Oregon's
Total Exports to Mexico in 1989



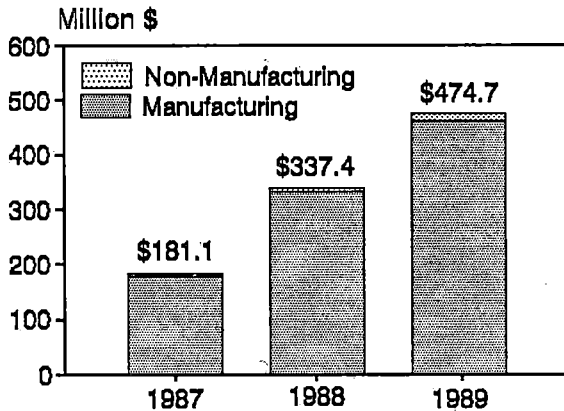
OREGON'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES			
Agriculture - crops	484.4	562.8	6,625.6
Agriculture - livestock	484.4	539.4	6,613.2
Forestry	0.0	23.4	1.7
Fishing, Hunting	0.0	0.0	10.7
MINING			
Metal Mining	24.9	4.5	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING			
Food Products	18,473.4	20,768.0	31,428.3
Tobacco Products	1,237.4	214.0	493.9
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	301.6	10.0
Lumber & Wood Products	3.4	37.9	150.1
Furniture & Fixtures	411.5	718.1	382.3
Paper Products	0.0	0.0	14.5
Printing & Publishing	1,892.6	247.4	458.6
Chemical Products	16.3	0.0	4.7
Petroleum Refining Products	3,208.4	452.9	471.4
Rubber & Plastic Products	0.0	0.0	0.0
Leather Products	45.0	121.5	577.4
Stone, Clay & Glass Products	0.0	0.0	956.1
Primary Metal Industries	15.4	2.7	1,608.0
Fabricated Metal Products	333.4	358.2	1,833.1
Computers & Industrial Machinery	219.7	621.2	936.9
Electric & Electronic Equipment	7,207.1	12,773.3	17,415.0
Transportation Equipment	2,377.8	2,467.3	1,095.1
Scientific & Measuring Instruments	343.7	585.7	2,112.1
Miscellaneous Equipment	1,138.7	1,689.9	2,279.6
OTHER			
Scrap & Waste	23.2	176.2	629.2
Second Hand Goods	494.5	2,117.9	13.0
Military Equipment	391.2	1.7	2.3
	55.8	0.0	0.0
	47.5	2,116.2	10.7
OREGON'S EXPORTS TO MEXICO	19,477.3	23,453.1	38,066.8
OREGON'S EXPORTS TO WORLD	3,051,517.6	4,522,818.7	5,090,612.8
MEXICO'S SHARE OF OREGON'S EXPORTS	0.6%	0.5%	0.7%

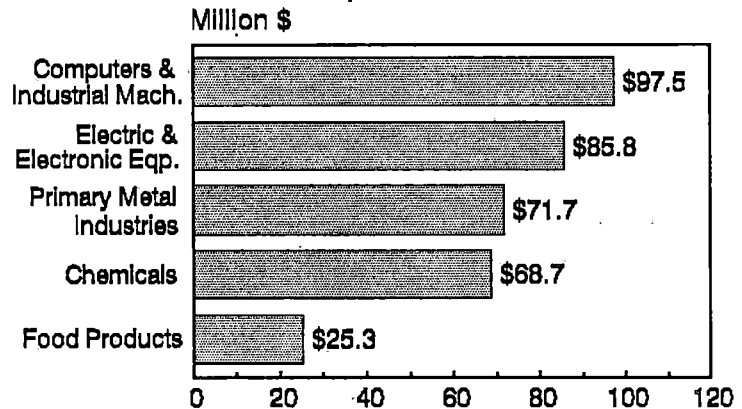
Mexico in 1989 Ranked 20TH Among Oregon's 166 Export Markets

PENNSYLVANIA: EXPORTS TO MEXICO, 1987-89

Pennsylvania's Exports to Mexico Grew by
162 Percent From 1987 to 1989



The Top 5 Exports Accounted for
74 Percent of Pennsylvania's
Total Exports to Mexico in 1989



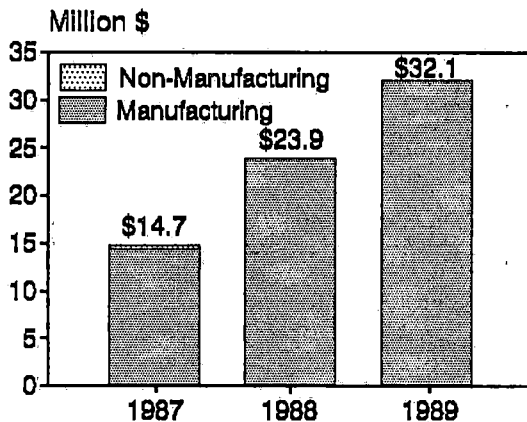
PENNSYLVANIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	804.2	903.6	1,706.6
Agriculture - crops	340.7	168.9	410.7
Agriculture - livestock	461.8	729.6	352.4
Forestry	1.7	5.0	943.5
Fishing, Hunting	0.0	0.0	0.0
MINING	1,059.5	1,605.6	3,819.2
Metal Mining	366.4	681.7	381.9
Coal Mining	214.7	58.6	1,092.4
Oil & Gas	0.0	0.0	16.0
Non-Metallic Minerals	478.4	865.4	2,329.0
MANUFACTURING	177,361.7	331,079.9	460,397.5
Food Products	2,323.0	8,280.5	25,335.8
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	860.5	1,017.5	6,400.4
Apparel	154.4	799.8	589.8
Lumber & Wood Products	1,327.5	134.8	92.6
Furniture & Fixtures	22.3	325.5	1,158.9
Paper Products	9,394.0	7,479.3	13,491.2
Printing & Publishing	2,739.5	222.5	1,055.2
Chemical Products	42,751.8	70,847.8	68,683.5
Petroleum Refining Products	4,177.0	1,156.3	8,369.1
Rubber & Plastic Products	4,303.5	8,851.0	4,504.7
Leather Products	70.0	178.2	392.9
Stone, Clay & Glass Products	3,750.0	6,401.0	18,920.3
Primary Metal Industries	18,987.9	53,717.9	71,699.3
Fabricated Metal Products	4,373.6	10,352.9	21,037.2
Computers & Industrial Machinery	44,905.2	81,379.2	97,477.4
Electric & Electronic Equipment	18,434.8	54,454.3	85,766.3
Transportation Equipment	6,686.0	5,513.4	14,434.2
Scientific & Measuring Instruments	8,381.2	19,038.7	18,275.9
Miscellaneous Equipment	3,719.6	929.4	2,713.0
OTHER	1,900.5	3,803.6	8,763.9
Scrap & Waste	963.9	2,428.1	7,095.0
Second Hand Goods	256.0	57.7	0.0
Military Equipment	680.6	1,317.8	1,668.9
PENNSYLVANIA'S EXPORTS TO MEXICO	181,126.0	337,392.6	474,687.3
PENNSYLVANIA'S EXPORTS TO WORLD	6,131,822.9	7,801,506.9	8,576,020.3
MEXICO'S SHARE OF PENNSYLVANIA'S EXPORTS	3.0%	4.3%	5.5%

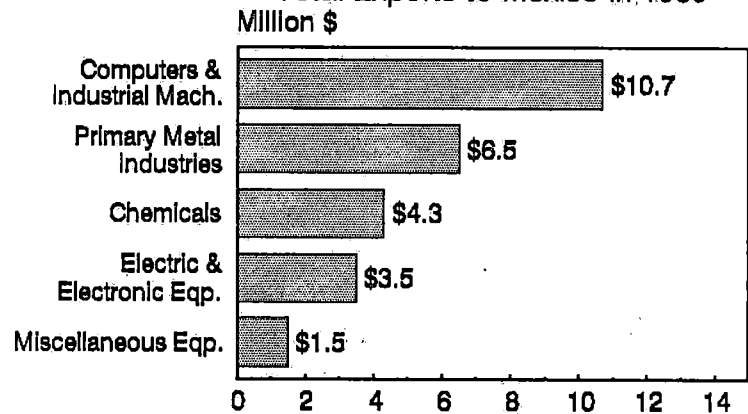
Mexico in 1989 Ranked FIFTH Among Pennsylvania's 177 Export Markets

RHODE ISLAND: EXPORTS TO MEXICO, 1987-89

Rhode Island's Exports to Mexico Grew by
119 Percent From 1987 to 1989



The Top 5 Exports Accounted for
83 Percent of Rhode Island's
Total Exports to Mexico in 1989



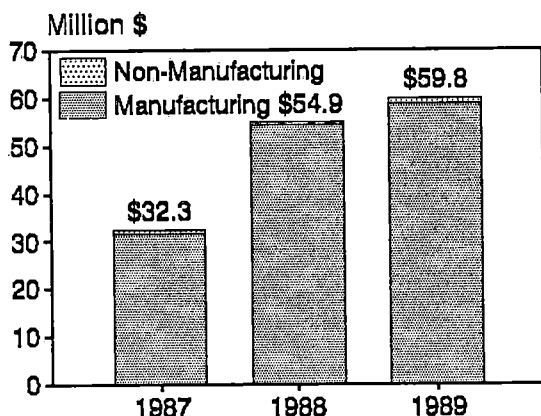
RHODE ISLAND'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	136.5	0.0	0.0
Agriculture - crops	44.8	0.0	0.0
Agriculture - livestock	91.6	0.0	0.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	3.2	14.8	0.0
Metal Mining	3.2	6.9	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	7.9	0.0
MANUFACTURING	14,365.9	23,841.0	32,078.2
Food Products	0.0	0.0	0.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	12.1	231.2	89.1
Apparel	27.5	190.4	407.3
Lumber & Wood Products	0.0	16.0	0.0
Furniture & Fixtures	4.7	241.1	19.5
Paper Products	220.2	363.1	1,098.1
Printing & Publishing	25.1	60.9	0.0
Chemical Products	1,409.8	3,187.9	4,310.2
Petroleum Refining Products	1.9	2.2	0.0
Rubber & Plastic Products	1,853.9	2,073.0	638.0
Leather Products	6.9	547.6	7.2
Stone, Clay & Glass Products	109.5	10.2	166.9
Primary Metal Industries	1,583.6	5,775.0	6,533.4
Fabricated Metal Products	179.1	1,153.7	1,170.7
Computers & Industrial Machinery	5,924.5	6,883.6	10,746.2
Electric & Electronic Equipment	1,979.7	1,296.0	3,456.7
Transportation Equipment	370.3	599.5	1,062.6
Scientific & Measuring Instruments	101.1	251.5	840.9
Miscellaneous Equipment	555.9	958.0	1,531.5
OTHER	158.2	85.0	29.6
Scrap & Waste	0.0	0.0	0.0
Second Hand Goods	131.9	85.0	0.0
Military Equipment	26.3	0.0	29.6
RHODE ISLAND'S EXPORTS TO MEXICO	14,663.7	23,940.8	32,107.8
RHODE ISLAND'S EXPORTS TO WORLD	509,304.4	559,849.5	649,675.5
MEXICO'S SHARE OF RHODE ISLAND'S EXPORTS	2.9%	4.3%	4.9%

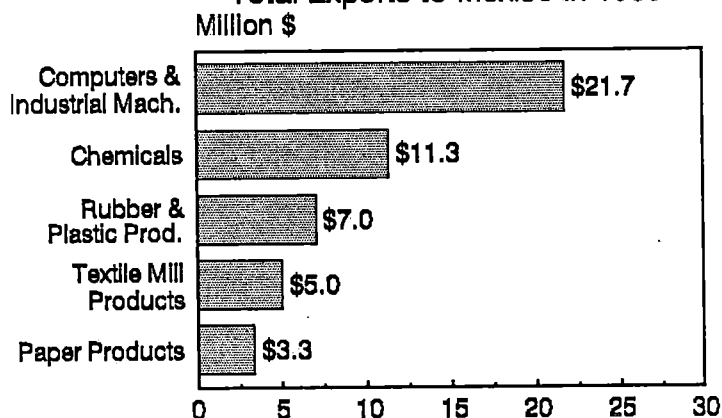
Mexico in 1989 Ranked FIFTH Among Rhode Island's 110 Export Markets

SOUTH CAROLINA: EXPORTS TO MEXICO, 1987-89

South Carolina's Exports to Mexico Grew by
85 Percent From 1987 to 1989



The Top 5 Exports Accounted for
81 Percent of South Carolina's
Total Exports to Mexico in 1989



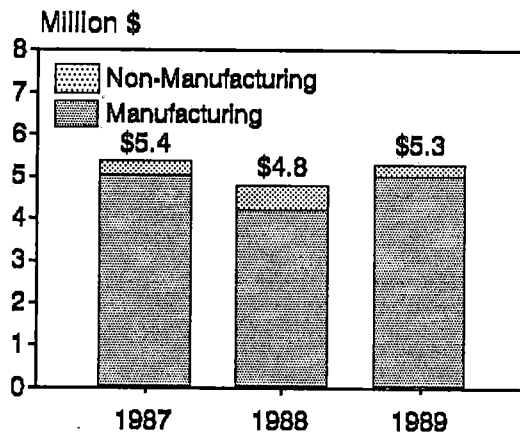
SOUTH CAROLINA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES			
Agriculture - crops	20.8	50.5	94.3
Agriculture - livestock	12.8	48.1	47.9
Forestry	8.0	2.4	41.5
Fishing, Hunting	0.0	0.0	4.8
MINING	0.0	0.0	0.0
Metal Mining	136.4	70.0	128.4
Coal Mining	0.0	0.0	27.6
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	136.4	70.0	100.8
Food Products	31,326.4	54,186.2	58,630.6
Tobacco Products	255.8	223.3	1,855.6
Textile Mill Products	0.0	0.0	0.0
Apparel	1,763.1	5,537.5	5,027.5
Lumber & Wood Products	6.9	689.1	505.4
Furniture & Fixtures	18.1	62.5	45.9
Paper Products	30.9	0.0	55.7
Printing & Publishing	2,020.4	927.8	3,315.2
Chemical Products	0.0	26.4	99.0
Petroleum Refining Products	7,381.8	15,341.7	11,295.5
Rubber & Plastic Products	35.1	6.0	4.8
Leather Products	7,003.4	5,052.5	6,983.6
Stone, Clay & Glass Products	0.0	0.0	2.0
Primary Metal Industries	365.8	232.0	655.7
Fabricated Metal Products	317.6	1,390.7	1,301.7
Computers & Industrial Machinery	291.5	491.2	1,306.8
Electric & Electronic Equipment	10,123.3	21,375.3	21,711.9
Transportation Equipment	802.7	1,774.1	2,396.1
Scientific & Measuring Instruments	605.2	369.1	1,184.0
Miscellaneous Equipment	122.3	442.6	671.0
OTHER	182.7	244.5	213.2
Scrap & Waste	866.3	546.2	898.0
Second Hand Goods	360.2	292.3	532.1
Military Equipment	345.5	26.0	0.0
SOUTH CAROLINA'S EXPORTS TO MEXICO	160.6	227.9	365.9
SOUTH CAROLINA'S EXPORTS TO WORLD	32,349.8	54,852.9	59,751.2
MEXICO'S SHARE OF SOUTH CAROLINA'S EXPORTS	2,279,508.3	2,997,912.2	3,531,116.2
	1.4%	1.8%	1.7%

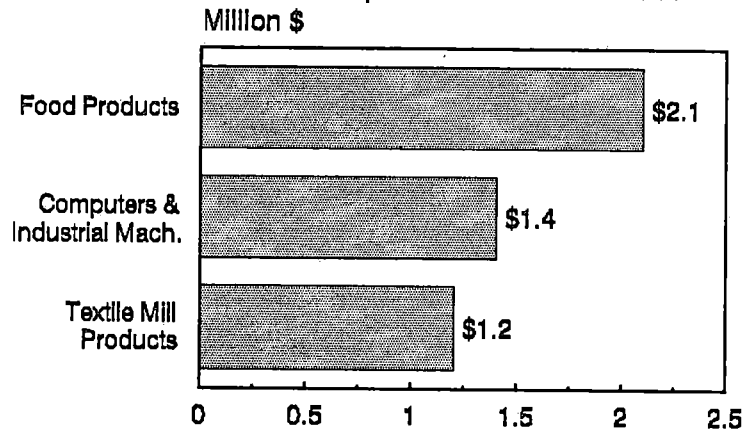
Mexico in 1989 Ranked 15TH Among South Carolina's 148 Export Markets

SOUTH DAKOTA: EXPORTS TO MEXICO, 1987-89

South Dakota's Exports to Mexico Fell by
2 Percent From 1987 to 1989



The Top 3 Exports Accounted for
90 Percent of South Dakota's
Total Exports to Mexico in 1989



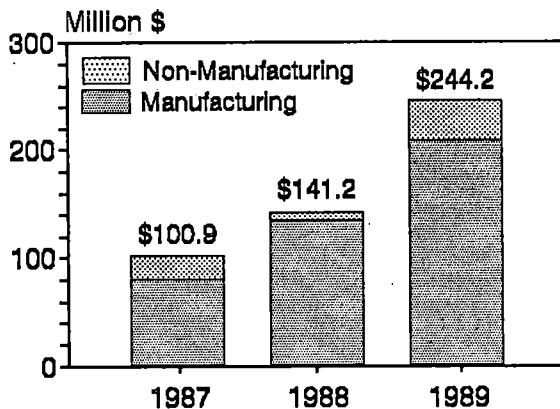
SOUTH DAKOTA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	142.2	563.3	202.7
Agriculture - crops	142.2	563.3	0.0
Agriculture - livestock	0.0	0.0	202.7
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	184.1	2.7	54.3
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	184.1	2.7	54.3
MANUFACTURING	5,012.3	4,186.4	4,978.9
Food Products	3,673.6	3,743.8	2,053.4
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	695.8	0.0	1,241.8
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	0.0	0.0
Paper Products	0.0	0.0	3.1
Printing & Publishing	0.0	0.0	4.6
Chemical Products	0.0	0.0	2.9
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	16.1	7.5	22.5
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	2.6	155.7	0.0
Primary Metal Industries	0.0	0.0	0.0
Fabricated Metal Products	1.6	1.9	0.0
Computers & Industrial Machinery	596.1	240.2	1,412.3
Electric & Electronic Equipment	15.6	35.2	88.4
Transportation Equipment	5.0	2.0	142.4
Scientific & Measuring Instruments	3.3	0.0	3.0
Miscellaneous Equipment	2.6	0.0	4.5
OTHER	19.6	8.0	15.2
Scrap & Waste	0.0	0.0	0.0
Second Hand Goods	19.6	8.0	15.2
Military Equipment	0.0	0.0	0.0
SOUTH DAKOTA'S EXPORTS TO MEXICO	5,358.3	4,760.4	5,251.0
SOUTH DAKOTA'S EXPORTS TO WORLD	66,092.7	91,868.0	158,445.6
MEXICO'S SHARE OF SOUTH DAKOTA'S EXPORTS	8.1%	5.2%	3.3%

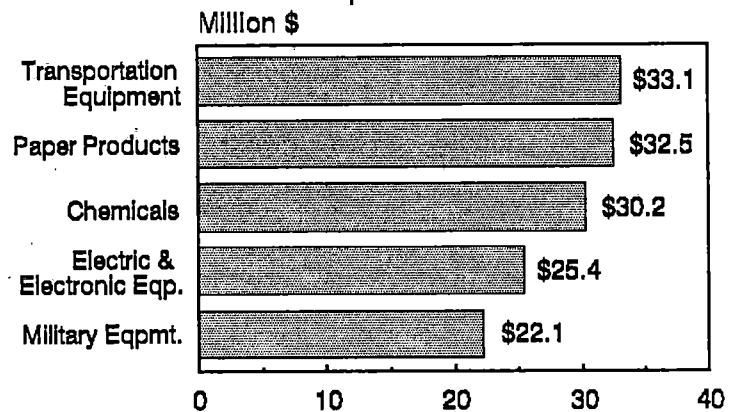
Mexico in 1989 Ranked SEVENTH Among South Dakota's 71 Export Markets

TENNESSEE: EXPORTS TO MEXICO, 1987-89

Tennessee's Exports to Mexico Grew by
142 Percent From 1987 to 1989



The Top 5 Exports Accounted for
59 Percent of Tennessee's
Total Exports to Mexico in 1989



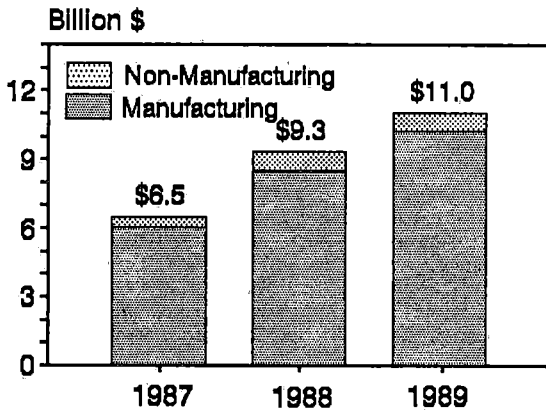
TENNESSEE'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	18,282.3	2,700.1	6,206.2
Agriculture - crops	18,194.1	2,270.7	5,172.0
Agriculture - livestock	61.0	409.4	1,004.5
Forestry	27.2	19.9	0.0
Fishing, Hunting	0.0	0.0	29.7
MINING	2,016.2	1,894.3	4,166.2
Metal Mining	385.0	23.2	2,361.9
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	1,631.3	1,871.1	1,804.3
MANUFACTURING	80,046.1	133,933.5	207,327.5
Food Products	4,672.3	10,812.0	10,407.4
Tobacco Products	10.2	0.0	0.0
Textile Mill Products	2,592.2	1,519.4	6,803.6
Apparel	1,689.3	134.5	650.1
Lumber & Wood Products	23.5	550.9	745.5
Furniture & Fixtures	172.8	1,372.4	452.6
Paper Products	4,697.0	12,642.9	32,544.7
Printing & Publishing	110.4	203.0	267.4
Chemical Products	19,856.3	24,124.5	30,150.2
Petroleum Refining Products	661.1	56.6	349.4
Rubber & Plastic Products	5,127.9	9,946.7	4,186.0
Leather Products	21.9	425.7	11,517.6
Stone, Clay & Glass Products	676.3	880.9	2,311.2
Primary Metal Industries	10,840.0	12,331.5	15,606.2
Fabricated Metal Products	2,971.8	6,950.4	9,802.8
Computers & Industrial Machinery	9,666.7	14,112.1	19,629.6
Electric & Electronic Equipment	7,711.1	16,873.6	25,377.5
Transportation Equipment	4,917.7	12,801.7	33,125.2
Scientific & Measuring Instruments	3,294.8	7,860.2	2,782.5
Miscellaneous Equipment	332.8	334.5	617.8
OTHER	593.1	2,649.5	26,536.8
Scrap & Waste	490.2	2,392.5	4,435.6
Second Hand Goods	93.4	49.7	0.0
Military Equipment	9.6	207.3	22,101.2
TENNESSEE'S EXPORTS TO MEXICO	100,937.8	141,177.4	244,236.6
TENNESSEE'S EXPORTS TO WORLD	2,506,246.2	2,995,308.7	3,622,501.5
MEXICO'S SHARE OF TENNESSEE'S EXPORTS	4.0%	4.7%	6.7%

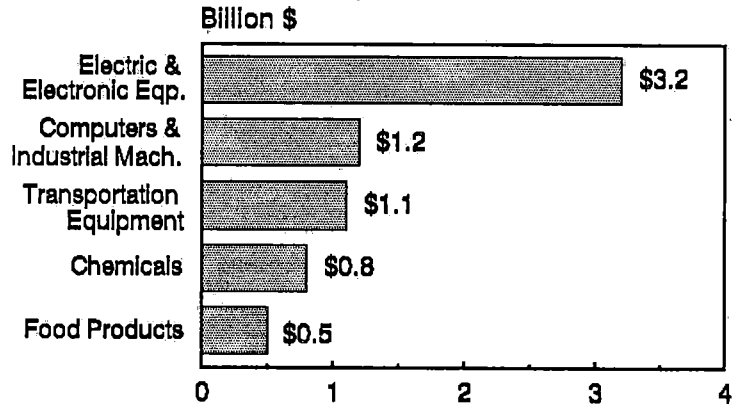
Mexico in 1989 Ranked THIRD Among Tennessee's 156 Export Markets

TEXAS: EXPORTS TO MEXICO, 1987-89

Texas' Exports to Mexico Grew by
70 Percent From 1987 to 1989



The Top 5 Exports Accounted for
62 Percent of Texas'
Total Exports to Mexico in 1989



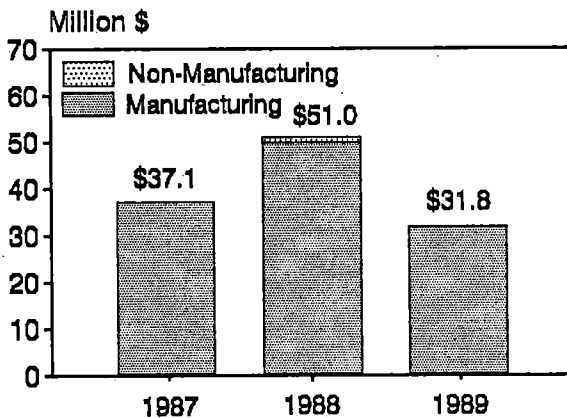
TEXAS' EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	258,447.9	562,642.0	545,037.3
Agriculture - crops	224,560.9	377,328.4	451,006.4
Agriculture - livestock	25,768.2	174,760.0	63,455.7
Forestry	8,118.8	10,551.9	9,506.4
Fishing, Hunting	0.0	1.7	21,068.7
MINING	24,618.4	24,677.7	26,686.5
Metal Mining	5,582.3	7,121.4	6,326.0
Coal Mining	1,331.2	2,042.0	494.0
Oil & Gas	8.0	1,103.0	928.8
Non-Metallic Minerals	17,696.9	14,411.3	18,937.8
MANUFACTURING	6,007,613.7	8,483,698.1	10,232,764.9
Food Products	187,115.1	392,577.4	496,052.8
Tobacco Products	351.6	539.6	1,142.2
Textile Mill Products	158,599.2	179,504.8	199,713.7
Apparel	137,495.6	173,905.0	251,094.3
Lumber & Wood Products	21,784.6	40,818.0	55,067.9
Furniture & Fixtures	65,049.2	80,434.5	122,797.6
Paper Products	249,669.7	330,424.5	397,184.1
Printing & Publishing	10,007.6	17,056.8	25,556.8
Chemical Products	502,844.9	796,864.9	810,356.7
Petroleum Refining Products	216,853.9	75,142.3	318,674.3
Rubber & Plastic Products	232,291.7	413,257.3	363,799.4
Leather Products	32,864.3	54,941.4	69,683.8
Stone, Clay & Glass Products	57,150.4	85,385.3	54,780.1
Primary Metal Industries	214,159.9	350,246.1	398,181.4
Fabricated Metal Products	284,390.9	326,399.4	489,337.8
Computers & Industrial Machinery	832,132.7	1,094,858.6	1,193,520.1
Electric & Electronic Equipment	2,113,228.7	2,946,481.8	3,233,488.3
Transportation Equipment	483,629.7	646,473.5	1,132,881.6
Scientific & Measuring Instruments	146,519.2	363,910.0	474,312.7
Miscellaneous Equipment	61,474.8	114,476.8	145,139.3
OTHER	174,442.7	263,011.5	206,138.4
Scrap & Waste	112,490.0	161,682.3	163,581.9
Second Hand Goods	39,312.6	56,454.3	8,397.5
Military Equipment	22,640.1	44,874.9	34,159.0
TEXAS' EXPORTS TO MEXICO	6,465,122.7	9,334,029.2	11,010,627.0
TEXAS' EXPORTS TO WORLD	25,323,676.0	34,578,455.2	38,093,254.4
MEXICO'S SHARE OF TEXAS' EXPORTS	25.5%	27.0%	28.9%

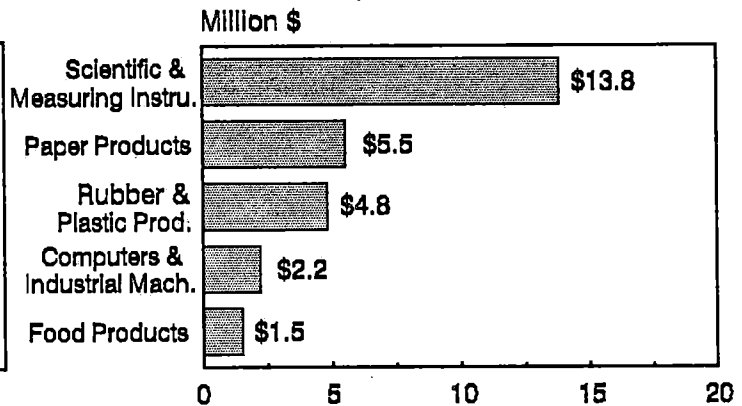
Mexico in 1989 Ranked FIRST Among Texas' 190 Export Markets

UTAH: EXPORTS TO MEXICO, 1987-89

Utah's Exports to Mexico Fell by
14 Percent From 1987 to 1989



The Top 5 Exports Accounted for
87 Percent of Utah's
Total Exports to Mexico in 1989



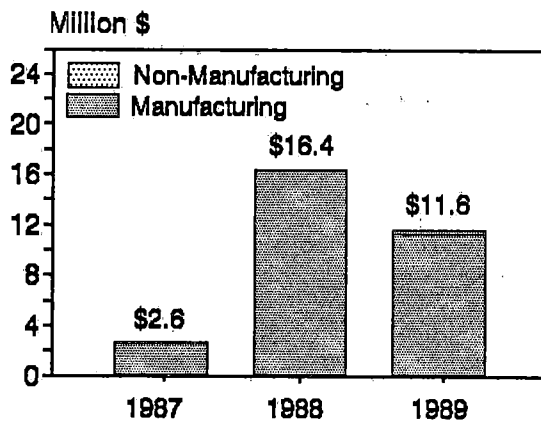
UTAH'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	9.1	88.5
Agriculture - crops	0.0	7.0	0.0
Agriculture - livestock	0.0	2.1	88.5
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	183.3	136.1	63.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	183.3	136.1	63.0
MANUFACTURING	36,904.5	49,883.0	31,559.5
Food Products	148.5	1,420.2	1,517.4
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	790.1	601.7	59.2
Apparel	7,018.0	6,988.6	159.0
Lumber & Wood Products	5.0	0.0	3.0
Furniture & Fixtures	5.1	13.6	0.0
Paper Products	5,972.5	9,019.9	5,490.2
Printing & Publishing	380.5	1,667.1	481.8
Chemical Products	206.9	821.1	543.2
Petroleum Refining Products	22.3	0.0	5.7
Rubber & Plastic Products	8,491.7	12,358.4	4,777.9
Leather Products	0.0	5.8	2.8
Stone, Clay & Glass Products	585.2	241.3	28.0
Primary Metal Industries	388.0	701.6	585.3
Fabricated Metal Products	375.8	239.0	414.2
Computers & Industrial Machinery	2,397.4	2,101.7	2,208.8
Electric & Electronic Equipment	9,136.3	1,767.7	869.5
Transportation Equipment	123.7	121.0	300.1
Scientific & Measuring Instruments	320.8	10,853.7	13,766.2
Miscellaneous Equipment	536.6	960.5	347.2
OTHER	0.0	957.0	47.4
Scrap & Waste	0.0	936.2	0.0
Second Hand Goods	0.0	0.0	6.5
Military Equipment	0.0	20.8	40.9
UTAH'S EXPORTS TO MEXICO	37,087.8	50,985.2	31,758.3
UTAH'S EXPORTS TO WORLD	806,060.1	943,319.8	1,244,000.6
MEXICO'S SHARE OF UTAH'S EXPORTS	4.6%	5.4%	2.6%

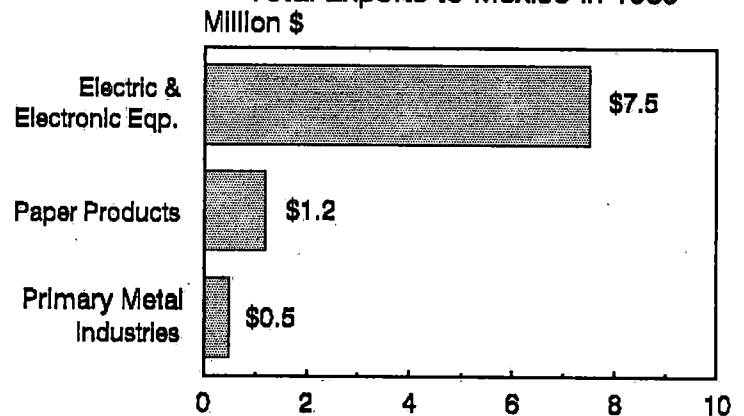
Mexico in 1989 Ranked 12TH Among Utah's 123 Export Markets

VERMONT: EXPORTS TO MEXICO, 1987-89

Vermont's Exports to Mexico Rose by
350 Percent From 1987 to 1989



The Top 3 Exports Accounted for
80 Percent of Vermont's
Total Exports to Mexico in 1989



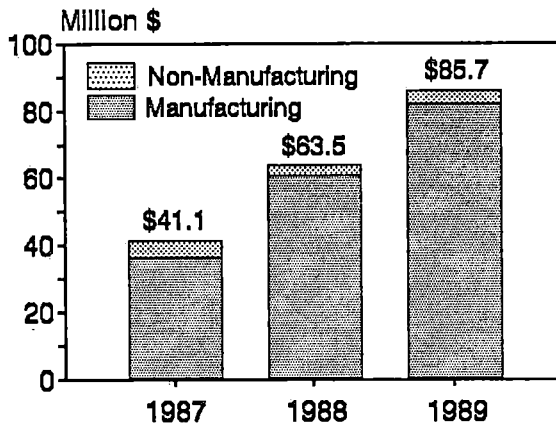
VERMONT'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	0.0	0.0
Agriculture - crops	0.0	0.0	0.0
Agriculture - livestock	0.0	0.0	0.0
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	31.1	11.7	119.8
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	31.1	11.7	119.8
MANUFACTURING	2,536.8	16,283.9	11,270.1
Food Products	943.8	621.4	196.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	8.4	66.8	79.8
Apparel	0.0	0.0	350.9
Lumber & Wood Products	0.0	39.7	62.0
Furniture & Fixtures	0.0	0.0	26.7
Paper Products	553.2	1,735.6	1,192.9
Printing & Publishing	2.2	30.1	0.0
Chemical Products	164.0	96.1	71.5
Petroleum Refining Products	0.0	10.0	0.0
Rubber & Plastic Products	61.1	46.8	218.5
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	20.4	342.1	225.1
Primary Metal Industries	88.0	194.4	510.6
Fabricated Metal Products	22.4	113.5	7.0
Computers & Industrial Machinery	295.1	2,732.5	436.3
Electric & Electronic Equipment	315.1	10,032.4	7,504.4
Transportation Equipment	0.0	7.4	4.7
Scientific & Measuring Instruments	63.0	215.1	383.9
Miscellaneous Equipment	0.0	0.0	0.0
OTHER	1.8	55.9	160.0
Scrap & Waste	1.8	12.0	155.8
Second Hand Goods	0.0	0.0	0.0
Military Equipment	0.0	43.8	4.3
VERMONT'S EXPORTS TO MEXICO	2,569.6	16,351.5	11,549.9
VERMONT'S EXPORTS TO WORLD	731,106.1	1,172,521.0	1,683,531.0
MEXICO'S SHARE OF VERMONT'S EXPORTS	0.4%	1.4%	0.7%

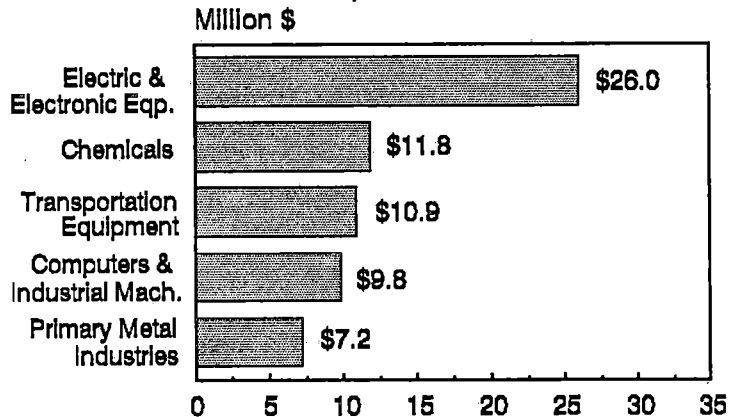
Mexico in 1989 Ranked SEVENTH Among Vermont's 96 Export Markets

VIRGINIA: EXPORTS TO MEXICO, 1987-89

Virginia's Exports to Mexico Grew by
109 Percent From 1987 to 1989



The Top 5 Exports Accounted for
77 Percent of Virginia's
Total Exports to Mexico in 1989



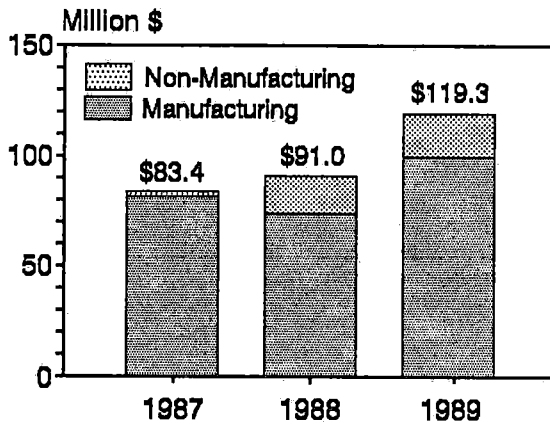
VIRGINIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	3,844.5	265.8	433.2
Agriculture - crops	3,710.9	24.0	408.2
Agriculture - livestock	79.6	43.3	25.0
Forestry	54.1	198.6	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	767.4	910.9	1,808.5
Metal Mining	73.5	1.7	15.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	693.9	909.3	1,793.5
MANUFACTURING	36,111.3	60,395.6	81,692.5
Food Products	1,142.4	1,926.1	1,400.8
Tobacco Products	0.0	0.0	4.8
Textile Mill Products	322.7	558.4	722.2
Apparel	97.6	202.3	151.5
Lumber & Wood Products	109.4	66.7	164.7
Furniture & Fixtures	59.3	732.8	2,319.8
Paper Products	112.7	455.7	1,488.9
Printing & Publishing	23.3	39.9	825.0
Chemical Products	10,282.3	18,039.2	11,773.6
Petroleum Refining Products	26.5	5.8	0.0
Rubber & Plastic Products	475.1	744.8	1,217.3
Leather Products	0.0	9.2	43.2
Stone, Clay & Glass Products	2,003.1	1,572.1	1,938.2
Primary Metal Industries	3,808.8	3,365.7	7,234.5
Fabricated Metal Products	1,949.4	1,564.3	3,289.5
Computers & Industrial Machinery	6,401.8	11,821.5	9,833.6
Electric & Electronic Equipment	6,133.1	12,851.8	26,029.0
Transportation Equipment	1,606.1	3,528.5	10,880.4
Scientific & Measuring Instruments	1,508.8	2,654.3	1,754.6
Miscellaneous Equipment	48.7	256.6	621.0
OTHER	333.0	1,940.6	1,809.0
Scrap & Waste	279.8	1,114.6	1,505.3
Second Hand Goods	50.3	235.4	21.9
Military Equipment	3.0	590.6	281.8
VIRGINIA'S EXPORTS TO MEXICO	41,056.3	63,513.1	85,743.2
VIRGINIA'S EXPORTS TO WORLD	6,704,789.1	7,887,757.3	8,717,771.5
MEXICO'S SHARE OF VIRGINIA'S EXPORTS	0.6%	0.8%	1.0%

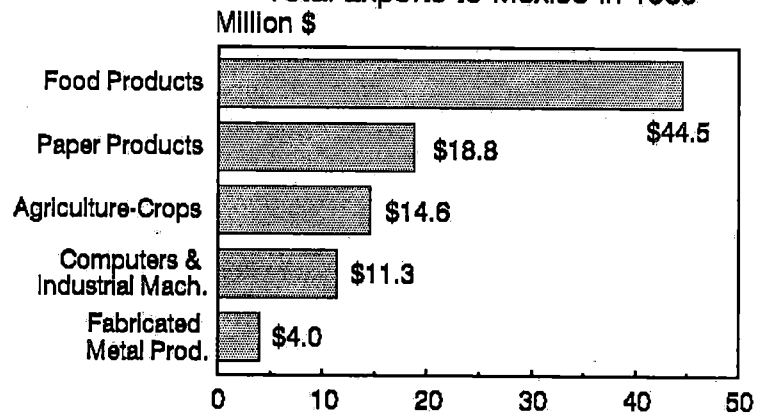
Mexico in 1989 Ranked 20TH Among Virginia's 171 Export Markets

WASHINGTON: EXPORTS TO MEXICO, 1987-89

Washington's Exports to Mexico Grew by
43 Percent From 1987 to 1989



The Top 5 Exports Accounted for
78 Percent of Washington's
Total Exports to Mexico in 1989



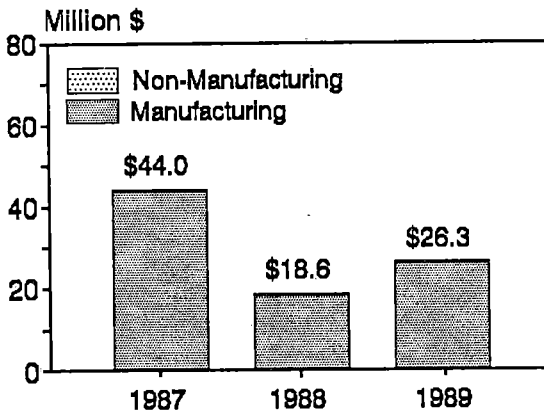
WASHINGTON'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	1,324.6	16,535.6	16,916.8
Agriculture - crops	1,278.0	16,531.9	14,609.4
Agriculture - livestock	46.6	3.7	516.6
Forestry	0.0	0.0	1,790.8
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	0.0
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	0.0
MANUFACTURING	81,532.5	73,550.5	99,425.3
Food Products	8,953.0	33,372.6	44,518.9
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	199.1	953.3	149.0
Apparel	27.2	6.8	27.2
Lumber & Wood Products	0.0	6.9	176.2
Furniture & Fixtures	0.0	38.5	90.2
Paper Products	9,412.6	21,894.9	18,838.8
Printing & Publishing	412.3	1,111.1	1,854.6
Chemical Products	1,169.5	1,636.3	1,331.3
Petroleum Refining Products	3,501.9	2.9	2,554.2
Rubber & Plastic Products	6.1	248.5	799.4
Leather Products	0.0	20.4	18.2
Stone, Clay & Glass Products	6.7	130.8	117.5
Primary Metal Industries	1,768.7	1,059.2	1,432.5
Fabricated Metal Products	401.3	436.2	3,990.9
Computers & Industrial Machinery	2,468.1	3,790.4	11,334.6
Electric & Electronic Equipment	1,759.8	2,632.8	2,515.4
Transportation Equipment	50,290.5	4,354.6	3,061.6
Scientific & Measuring Instruments	1,098.6	1,690.8	2,971.1
Miscellaneous Equipment	57.3	163.4	3,643.8
OTHER	524.5	903.9	2,928.3
Scrap & Waste	351.6	668.5	130.4
Second Hand Goods	121.0	10.7	90.0
Military Equipment	51.9	224.7	2,707.9
WASHINGTON'S EXPORTS TO MEXICO	83,381.5	90,990.0	119,270.5
WASHINGTON'S EXPORTS TO WORLD	13,056,390.5	17,865,012.2	23,964,772.3
MEXICO'S SHARE OF WASHINGTON'S EXPORTS	0.6%	0.5%	0.5%

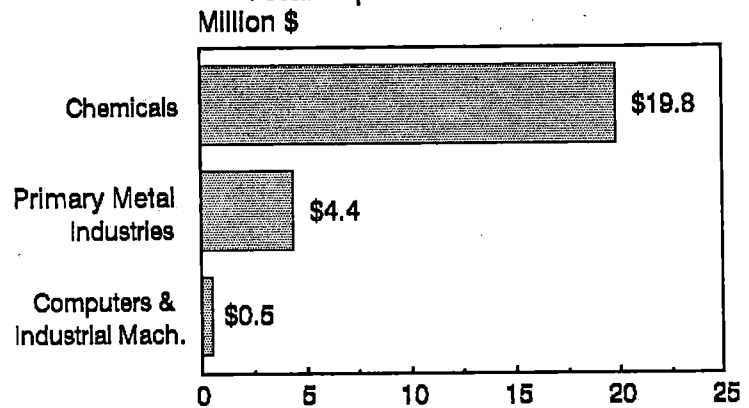
Mexico in 1989 Ranked 29TH Among Washington's 174 Export Markets

WEST VIRGINIA: EXPORTS TO MEXICO, 1987-89

West Virginia's Exports to Mexico Fell by
40 Percent From 1987 to 1989



The Top 3 Exports Accounted for
94 Percent of West Virginia's
Total Exports to Mexico in 1989



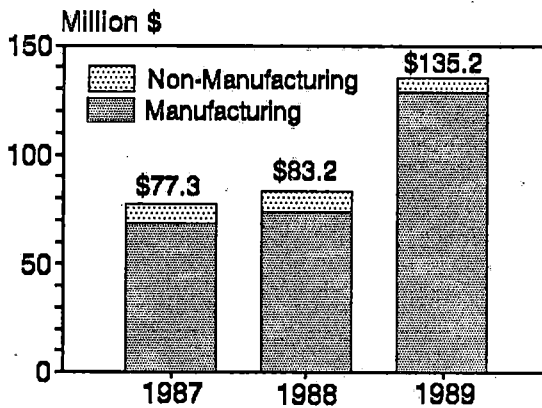
WEST VIRGINIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	0.0	19.6
Agriculture - crops	0.0	0.0	0.0
Agriculture - livestock	0.0	0.0	19.6
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	275.9	321.8	85.7
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	275.9	321.8	85.7
MANUFACTURING	43,573.5	18,133.8	26,167.9
Food Products	0.0	0.0	0.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	25.8	2.1
Apparel	1.9	0.0	0.0
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	0.0	0.0
Paper Products	94.8	262.0	88.9
Printing & Publishing	0.0	0.0	0.0
Chemical Products	15,826.2	14,614.3	19,815.3
Petroleum Refining Products	3,245.7	41.7	0.0
Rubber & Plastic Products	239.0	326.3	74.8
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	102.3	114.9	274.8
Primary Metal Industries	632.7	1,724.9	4,374.9
Fabricated Metal Products	6,276.6	362.8	296.1
Computers & Industrial Machinery	16,635.9	246.8	518.6
Electric & Electronic Equipment	189.5	63.2	194.6
Transportation Equipment	307.4	153.4	154.4
Scientific & Measuring Instruments	21.5	197.7	348.7
Miscellaneous Equipment	0.0	0.0	24.6
OTHER	138.9	111.7	0.0
Scrap & Waste	0.0	17.3	0.0
Second Hand Goods	138.9	0.0	0.0
Military Equipment	0.0	94.4	0.0
WEST VIRGINIA'S EXPORTS TO MEXICO	43,988.4	18,567.4	26,273.2
WEST VIRGINIA'S EXPORTS TO WORLD	1,224,336.3	1,349,556.3	1,413,217.8
MEXICO'S SHARE OF WEST VIRGINIA'S EXPORTS	3.6%	1.4%	1.9%

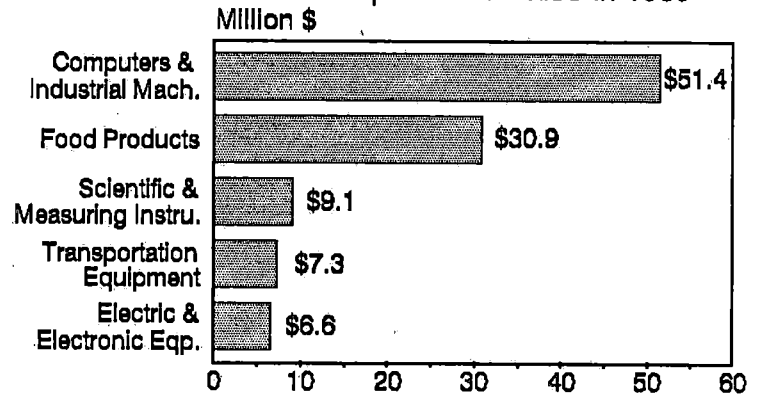
Mexico in 1989 Ranked 13TH Among West Virginia's 99 Export Markets

WISCONSIN: EXPORTS TO MEXICO, 1987-89

Wisconsin's Exports to Mexico Grew by
75 Percent From 1987 to 1989



The Top 5 Exports Accounted for
78 Percent of Wisconsin's
Total Exports to Mexico in 1989



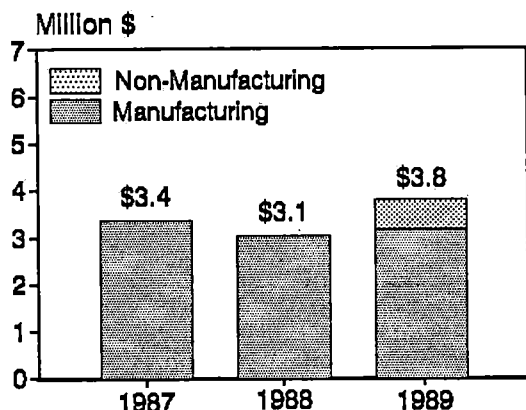
WISCONSIN'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	8,536.9	8,690.8	5,621.9
Agriculture - crops	7,559.9	5,487.5	952.7
Agriculture - livestock	977.1	3,198.1	4,647.0
Forestry	0.0	5.3	22.2
Fishing, Hunting	0.0	0.0	0.0
MINING	49.1	60.1	173.4
Metal Mining	7.2	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	41.8	60.1	173.4
MANUFACTURING	68,532.5	73,776.6	128,672.0
Food Products	8,182.3	2,739.3	30,884.2
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	247.1	216.0
Apparel	486.7	12.1	11.7
Lumber & Wood Products	51.6	239.9	508.8
Furniture & Fixtures	0.0	186.4	760.9
Paper Products	791.0	3,001.3	4,399.4
Printing & Publishing	143.5	189.4	291.2
Chemical Products	1,827.4	2,184.2	2,555.8
Petroleum Refining Products	122.3	198.2	52.7
Rubber & Plastic Products	2,283.8	4,340.3	3,038.4
Leather Products	468.0	449.0	431.6
Stone, Clay & Glass Products	516.0	353.0	468.5
Primary Metal Industries	1,132.4	1,670.9	2,613.4
Fabricated Metal Products	1,220.6	2,958.5	6,376.1
Computers & Industrial Machinery	39,935.5	33,681.4	51,442.4
Electric & Electronic Equipment	4,438.0	4,325.6	6,635.3
Transportation Equipment	3,774.7	4,652.6	7,341.2
Scientific & Measuring Instruments	2,069.5	11,654.3	9,091.2
Miscellaneous Equipment	1,089.5	693.2	1,553.3
OTHER	203.8	660.5	750.2
Scrap & Waste	121.6	267.5	560.7
Second Hand Goods	10.5	86.4	0.0
Military Equipment	71.7	306.6	189.5
WISCONSIN'S EXPORTS TO MEXICO	77,322.2	83,188.0	135,217.4
WISCONSIN'S EXPORTS TO WORLD	3,951,481.9	4,724,810.3	5,002,882.6
MEXICO'S SHARE OF WISCONSIN'S EXPORTS	2.0%	1.8%	2.7%

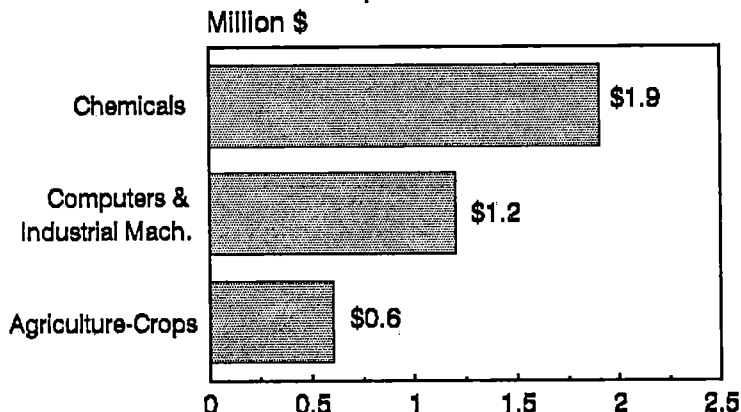
Mexico in 1989 Ranked TENTH Among Wisconsin's 174 Export Markets

WYOMING: EXPORTS TO MEXICO, 1987-89

Wyoming's Exports to Mexico Grew by
13 Percent From 1987 to 1989



The Top 3 Exports Accounted for
96 Percent of Wyoming's
Total Exports to Mexico in 1989



WYOMING'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989
AGRICULTURE, FORESTRY & FISHERIES	0.0	0.0	628.1
Agriculture - crops	0.0	0.0	592.7
Agriculture - livestock	0.0	0.0	35.4
Forestry	0.0	0.0	0.0
Fishing, Hunting	0.0	0.0	0.0
MINING	0.0	0.0	6.3
Metal Mining	0.0	0.0	0.0
Coal Mining	0.0	0.0	0.0
Oil & Gas	0.0	0.0	0.0
Non-Metallic Minerals	0.0	0.0	6.3
MANUFACTURING	3,374.3	3,054.9	3,189.1
Food Products	0.0	0.0	0.0
Tobacco Products	0.0	0.0	0.0
Textile Mill Products	0.0	0.0	0.0
Apparel	0.0	0.0	0.0
Lumber & Wood Products	0.0	0.0	0.0
Furniture & Fixtures	0.0	1.7	0.0
Paper Products	0.0	0.0	0.0
Printing & Publishing	0.0	0.0	0.0
Chemical Products	3,284.6	2,340.9	1,926.1
Petroleum Refining Products	0.0	0.0	0.0
Rubber & Plastic Products	19.9	31.0	64.1
Leather Products	0.0	0.0	0.0
Stone, Clay & Glass Products	0.0	0.0	0.0
Primary Metal Industries	0.0	0.0	0.0
Fabricated Metal Products	0.0	0.0	0.0
Computers & Industrial Machinery	69.9	675.1	1,162.5
Electric & Electronic Equipment	0.0	2.1	36.3
Transportation Equipment	0.0	4.0	0.0
Scientific & Measuring Instruments	0.0	0.0	0.0
Miscellaneous Equipment	0.0	0.0	0.0
OTHER	0.0	0.0	0.0
Scrap & Waste	0.0	0.0	0.0
Second Hand Goods	0.0	0.0	0.0
Military Equipment	0.0	0.0	0.0
WYOMING'S EXPORTS TO MEXICO	3,374.3	3,054.9	3,823.5
WYOMING'S EXPORTS TO WORLD	237,979.8	235,145.1	247,181.6
MEXICO'S SHARE OF WYOMING'S EXPORTS	1.4%	1.3%	1.5%

Mexico in 1989 Ranked 15TH Among Wyoming's 53 Export Markets