

# FOIA MARKER

**This is not a textual record. This is used as an  
administrative marker by the William J. Clinton  
Presidential Library Staff.**

---

**Collection/Record Group:** Clinton Presidential Records  
**Subgroup/Office of Origin:** Cabinet Affairs  
**Series/Staff Member:** David Beaubaire  
**Subseries:**

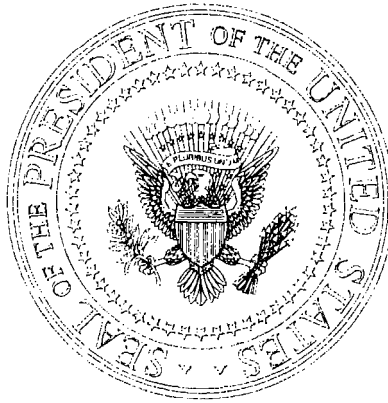
---

**OA/ID Number:** 13610  
**FolderID:**

---

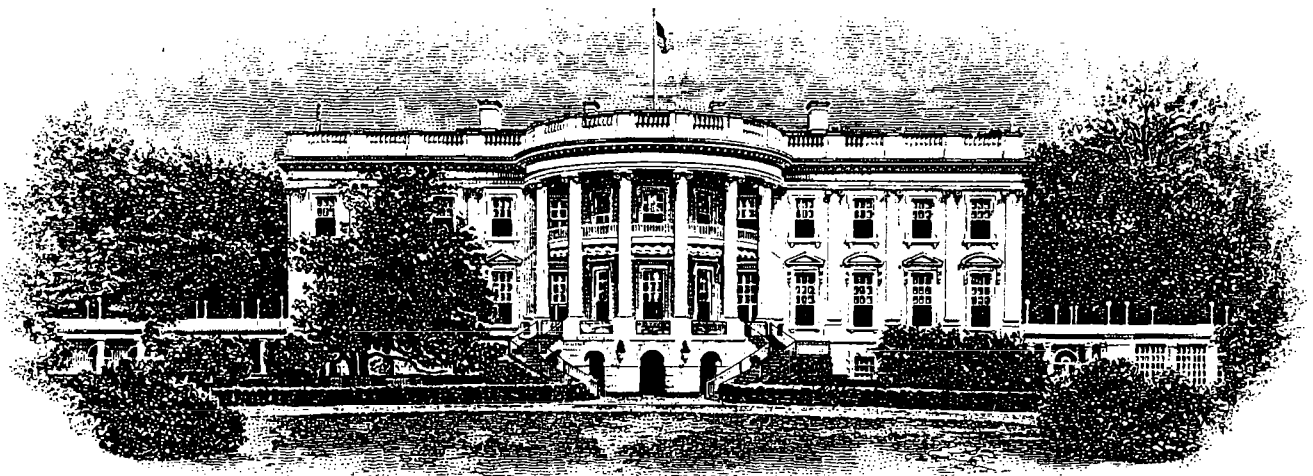
**Folder Title:**  
[Fast Track Briefing]

|               |             |                 |               |                  |
|---------------|-------------|-----------------|---------------|------------------|
| <b>Stack:</b> | <b>Row:</b> | <b>Section:</b> | <b>Shelf:</b> | <b>Position:</b> |
| <b>S</b>      | <b>24</b>   | <b>2</b>        | <b>9</b>      | <b>2</b>         |



**PHOTOCOPY  
PRESERVATION**

# The White House



THE WHITE HOUSE  
WASHINGTON

FAST TRACK BRIEFING

Roosevelt Room

September 2, 1997

MATERIALS

- I. The President's Radio Address, *August 23, 1997*
- II. Testimony of Ambassador Barshefsky, *June 10, 1997*
- III. Message and Talking Points, *September 2, 1997*
- IV. State-by-State Export Data, *May 1, 1997*
- V. Talking Points: Cabinet Member Hill Consultations (*Handout*)

THE WHITE HOUSE

Office of the Press Secretary

(Martha's Vineyard, Massachusetts)

---

Embargoed For Release

Until 10:06 A.M. EDT

Saturday, August 23, 1997

RADIO ADDRESS OF THE PRESIDENT  
TO THE NATION

Martha's Vineyard, Massachusetts

THE PRESIDENT: Good morning. Today I want to talk about the tools we need to keep our economy growing in a way that helps all our people to prosper and advances America's leadership in the world as we move into the 21st century.

For nearly five years now, we have pursued a new economic course for America, with three parts: eliminate the deficit, invest in education and training, and open new markets abroad for America's products and services. It is working. The American people are enjoying the longest period of sustained economic growth in a generation -- with 12 million new jobs, unemployment below five percent, core inflation at a 30-year low. Once again, America is the world's number one exporter, the world's largest producer of semiconductors, the world's largest producer of automobiles. Our nation has been ranked the world's most competitive economy for the last five years.

With a strong and prosperous America moving into the 21st century, we must continue our successful economic strategy. In 1993, we passed an economic plan that cut the deficit 75 percent in four years. And now we have a balanced budget with an historic focus on education and incentives to bring jobs to people and places that still don't have them.

But to keep America growing, to keep America leading, we have to continue to create high-wage jobs, and to do that, we must continue to expand American exports. After all, 95 percent of the world's consumers live beyond our borders. Already, over the last four years, more than 25 percent of our economic growth

has come from overseas trade. Now, that's a big reason more than half our new jobs in the last two years have paid above average wages, because export-related jobs pay, on average, about 15 percent more than non-export jobs. And today, our exports support more than 11 million good, high-paying American jobs, including one in five of our manufacturing jobs.

To keep our economy growing and to create these good jobs we must keep tearing down foreign barriers to American goods and services. That's why, next month, I will ask Congress to renew presidential fast track authority to negotiate tough new trade agreements. This is authority that every President from both parties has had since 1974. I will use it to negotiate trade agreements that will keep us competitive, boost our exports, create more good jobs and raise our standard of living.

This fast track authority will do three things. First, it gives the President the flexibility I need to forge strong agreements in sectors where our nation is most competitive -- such as agriculture, information technology, medical equipment and environmental technology. Second, it will strengthen my ability to get worldwide agreements, especially for our nation's farmers, tearing down barriers in the world agricultural market. It will also help to ensure that American companies and workers compete in the global economy in a contest that is open, with a level playing field, with rules that are fair and enforced.

Third, it will help me to negotiate more open markets with specific countries, especially in Latin America and Asia. In the coming century, these emerging markets in Latin America and Asia are expected to grow three times as fast as our own -- and their demand for United States goods and services is already taking off. If we don't seize these new opportunities, our competitors surely will. Already, since 1992, in Latin America and Asia alone, our competitors have negotiated 20 trade agreements that do not include the United States.

To make sure all our people share the fruits of increased prosperity and commerce, I also will continue to promote worker rights and responsible environmental policies with our trading partners. And I'll keep working to strengthen retraining and educational opportunities for workers here. We have to pull together, not apart, to compete and win in the global economy.

For more than two decades now, on a bipartisan basis, Congress has consistently supported initiatives to open markets and create jobs -- including the President's authority to break

down trade barriers around the world. Our workers and our businesses are the best in the world, but they can't compete in the slow lane. I look forward to working closely with Congress to keep American prosperity on the fast track.

END

**Testimony of Ambassador Charlene Barshefsky  
United States Trade Representative  
before the House International Relations Committee  
June 10, 1997**

Thank you, Mr. Chairman and Members of the Committee. I am pleased to appear before you today.

I appreciate this opportunity to set forth the Administration's views on the direction of trade policy. When I entered the field of international trade twenty two years ago, trade was really the province of a relatively few academics, trade technicians, and a handful of interested members of Congress. Those days are long past. As trade becomes more central to our economic health and security, it has also gained importance in the views of virtually all members of Congress and the lives of everyday people across this nation. This Administration, and any future Administration, bears the responsibility of explaining our trade policy clearly and building broad political support for it.

**Trade and Domestic Prosperity**

We should begin by recognizing that our economy is the strongest in the world; that expanded trade has played an important role in building that strength; and that no country in the world is better positioned to take advantage of the enormous opportunities presented by a growing global economy. In fact, we are at a unique moment and we need to seize it now.

Never before have the benefits of trade for Americans been so deep, so diverse, so widespread, and so sustainable. More than 11 million Americans now work in jobs supported by exports; these jobs pay 13%-16% above the national average wage. Those jobs represent the leading edge of the current economic expansion, now in its sixth year, and they cover the spectrum from agriculture to high tech, small businesses to multinationals, blue collar to white collar, and small-town Main Street to Wall Street. Exports have increased dramatically across the country, with 47 of 50 states registering significant export growth over the last 4 years. Exports from California are up 45%, Michigan 68%, Illinois 64%, Ohio, 42%, Texas 40%, Nebraska 54%, North Dakota 76%, Montana 52%. Exports from Florida, Rhode Island, Louisiana, and West Virginia have increased more than 30%. States from New York to Utah also have posted double digit increases.

Export-driven growth is one of the reasons that the American economy today is strong and sound. Over the past four years, we have created nearly 12 million new jobs. Unemployment is at its lowest level in 24 years standing at 4.9% in April. Inflation is down to a low of 2.5% for the period ended April 1997. At the same time, family incomes are up significantly; home ownership has hit a 15-year high; growth of our industrial capacity is at its highest level since 1970; business investment has been stronger than at any time since the 1960s. Our current economic expansion has been investment-led, which establishes a firm footing for an even greater climb.

The best way to continue this prosperity is to give our workers and businesses a full and fair chance

to tap into the global economy. If the momentum of the American economy begins to stall, the world economy can help it recharge. America's growth in trade has been faster than its overall economic growth for years. Our exports increased by more than \$49 billion last year alone; an increase of more than 6 percent. Exports are at record levels across the board. Since 1992, manufactured exports increased 42%; high-tech exports were up 45%; agricultural exports were up 40%, and services exports increased by 26%.

Since the beginning of this Administration, exports have accounted for fully one-fourth of the increase in our GDP. Today, the value of trade (exports plus imports plus investment earnings) totals 30% of the value of GDP, up from 13% in 1970. Increases in GDP combined with a 70% reduction in the federal budget deficit over the last four years, and the balanced budget agreement recently announced, lay the foundation for continued economic expansion, but only if we continue to use all the tools necessary to compete in and shape the global economy.

### **The Trade Record**

Trade policy has contributed significantly to the economic strength of our country today. From the early weeks of the Administration, the President made it clear that we would compete, not retreat behind walls. We would not accept the status quo whereby too often our trading partners took advantage of our open market while maintaining closed markets at home. We have relentlessly pursued an agenda of opening foreign markets, and breaking down foreign market barriers.

We committed to work for a system where trade would be reciprocal; where all trade nations, developed and developing, would adhere to the same set of basic rules. We have made important strides in that regard with the creation of the WTO and elsewhere. We have not yet fully leveled the playing field for U.S. companies, workers and farmers, but we have clearly made progress. The world is generally more open to U.S. exports than it was when the President took office, and far more open than when Congress, on a bipartisan basis, passed the landmark 1988 Trade Act which gave us and our predecessors the clear direction and the tools to open markets around the world.

This Administration has negotiated over 200 trade agreements, all designed to advance our economic and trade interests. In the past four and one-half years:

- We completed the Uruguay Round, the largest trade agreement in world history, which will add \$100-200 billion to GDP annually when fully implemented.
- We completed the NAFTA, which increased our exports to Mexico, and kept Mexican markets open despite the worst economic crisis in Mexican modern history.
- We worked tirelessly to break down market access barriers in Japan, which have presented one of the central trade challenges for the past twenty years, reaching 24 agreements and increasing our exports 43% in four years (with exports covered by these agreements growing roughly twice as fast).

## ***Fast Track: In the National Interest of the United States***

### **FAST TRACK MEANS:      IMPROVING OUR STANDARD OF LIVING**

- Keeping the Economy on the Fast Track. By breaking down trade barriers and creating new jobs, the President will use fast track authority to keep America's economic expansion on the global fast track.
- The Economy Is Strong. The President's three-part economic strategy of cutting the deficit, investing in education and training, and opening markets abroad is working. America has enjoyed the longest period of sustained growth in a generation— more than 25% coming from overseas trade. The result: 12 million new jobs, unemployment at 5%, inflation the lowest in a generation.
- Our Future Prosperity Depends on Trade. 96% of the world's consumers live outside the United States. The global economy will grow at three times the rate of the US economy. America needs fast track to seize opportunities to negotiate fair new trade agreements that will keep us competitive, expand our exports, create more jobs, and raise our standard of living.

### **FAST TRACK MEANS:      CREATING MORE JOBS**

- Breaking Down Barriers. The President will keep breaking down barriers to American products and services because that strategy is producing positive results for companies and workers. America is once again the world's largest total exporter, the largest producer of semiconductors, and the largest producer of automobiles. Exports support 11 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.4 million new jobs.
- Sectoral Agreements. The President needs the flexibility to negotiate agreements in sectors where the United States is most competitive: such as agriculture, medical equipment, telecommunications, and environmental technology.
- Regional Free Trade Agreements. With this authority, the President is determined to continue opening markets in Asia, Latin America, and Africa to US goods and services.
- Free and Fair Trade. The President supports raising labor standards, protecting the environment and expanding worker retraining and educational opportunities to ensure that no American is left out of the global economy.

### **FAST TRACK MEANS:      MAINTAINING AMERICA'S GLOBAL LEADERSHIP**

- Compete or Retreat. As the American people prepare to meet the challenges of the 21st century, we face a critical choice: Embrace the global economy and continue to shape it to America's advantage, or turn back and fail to compete for new business, new contracts, and new jobs.
- Credibility. Fast track gives the US the credibility to negotiate tough trade deals because our partners know any agreement will not be reopened provision-by-provision by the Congress. Fast track also preserves for the Congress the ultimate decision of whether any potential agreement is good or bad for America. That assurance puts American in the best position to negotiate major trade agreements and maintains a balance that has worked for over 20 years.
- Continued Bipartisanship. Every President since 1974--Republican and Democratic--has had fast track authority. Congress has consistently recognized that the President must have the authority to break down foreign trade barriers, and a bipartisan majority of the United States Congress has consistently supported American leadership in opening markets and creating jobs.

## **STAYING ON THE FAST TRACK**

- Fast track authority is in the overriding national interest of the United States. America's economic strength and standard of living are linked to breaking down trade barriers, exporting our goods and services, and creating more high-skilled jobs.
- This debate is also about American leadership. As the American people prepare for the challenges of the 21st century, we face a critical choice: We can embrace the global economy, write the trade rules, and continue America's economic expansion, or we can turn our back on the world and fail to compete for new markets, new contracts, new business and new job opportunities.
- The President must have the authority to break down foreign trade barriers. Every President since 1974-- Republican and Democratic---has had fast track authority. A bipartisan majority of Congress has consistently supported initiatives to open markets and create jobs. At stake in this debate is both Presidential leadership and a bipartisan consensus on US trade policy.
- Fast track gives the US the credibility to negotiate tough trade deals because our partners know any agreement will not be reopened provision-by-provision by the Congress. Fast track also preserves for the Congress the ultimate decision of whether any potential agreement is good or bad for America. That assurance puts American in the best position to negotiate major trade agreements and maintains a balance that has worked for over 20 years.
- As we increase our trade, the President is committed to raising labor standards and protecting the environment around the world and ensuring through aggressive worker retraining and increased educational opportunities that no American is left out of the global economy

## **MAINTAINING OUR STANDARD OF LIVING**

- Opening markets to US goods and services has been critical to our economic expansion.
- President Clinton's economic strategy of deficit reduction, investing in our people through education and training, and opening markets to our goods and services has created the largest economic expansion in a generation.
- The American people have enjoyed the longest period of sustained growth of all our G-7 partners--seven years as of last March. The US economy has created 12 million new jobs, the unemployment rate is 5%, core inflation is at a 30-year low.
- The United States is once again the world's largest exporter, the largest producer of semiconductors, and the largest producer of automobiles. Independent studies have found America to be the most competitive economy in the world for the past five years.

- The United States exports more products and services than any country in the world and trade provided more than 25% our economic growth over the past four years.
- Over the last four years, American manufacturing exports rose by 42%, high technology exports jumped 46%, service exports climbed 33% and farm exports rose 41%.
- No country is better positioned to compete than the United States. We have every reason to have confidence in our economy, in our companies and workers and in our capacity to compete and win. Fast track is a test of that confidence—and a prerequisite for seizing the trade opportunities before us around the world.

## **CREATING MORE AMERICAN JOBS**

- Over the past four years, more than 25% of our economic growth has come from overseas trade and US exports have created 1.4 million new American jobs. Fast track will give us the chance to continue this trend.
- In addition, 11 million total American jobs are supported by exports, including one in five manufacturing jobs--paying an average of 13-16% more for non-management workers than non-trade related jobs.
- Over the next decade, the global economy is expected to grow at triple the rate of the US economy. Growth will be particularly strong in the world's emerging markets, where demand for American goods and services are taking off.
- In a world where over 96% of the world's consumers live outside of the United States, we must export our goods and services to sustain our standard of living at home. To stay on the global fast track, the President needs fast track authority.

## **BREAKING DOWN TRADE BARRIERS**

The expanding global economy presents enormous potential for American companies and workers:

- Sectoral Agreements: The President would use fast track authority to negotiate agreements in sectors where the US is most competitive. From medical equipment and services, environmental technology and services, telecommunications to high tech computers, the President will tear down more barriers to American exports. For example, the recent Information Technology Agreement eliminated tariffs and unshackled \$500 billion of trade in semiconductors, computers, telecommunications equipment and software, and according to industry estimates, amounts to a \$5 billion tax cut in tariffs on American exports.
- Agriculture: The President would use fast track authority for negotiations to reduce barriers in the \$536 billion global agriculture market that will attack such practices as export subsidies.
- Services: The service sector represent a \$1.2 trillion global market—where US firms exported more than \$220 billion in 1996 with a surplus of \$73 billion. We have the opportunity to open

a wide range of service sectors, including health care, education, entertainment, tourism and business consulting and advertising.

### Regional Free Trade Agreements

- Asia: Asia has one of the fastest growing economies in the world, with nearly 3 billion consumers. Forecasters expect real growth of 6-7% annually for the next 15 years. With our APEC partners, the President is working to reach agreement in key sectors that could open these dynamic markets to America's goods and services and keep the free trade process going.
- Latin America/Caribbean: The Latin American market including Mexico is the fastest growing area for US exports. If this trend continues, Latin America and the Caribbean will exceed the European Union as a market by 2000 and exceed Japan and the EU combined by 2010. The President is committed to moving forward toward a Free Trade Area of the Americas by 2005. Negotiating a free trade agreement with Chile is the next critical step in this process.
- Africa: Working with Congress, the President recently launched an African trade initiative to foster stronger economic prosperity in Africa and create new markets to American products. Africa's nations are joining the march toward freedom and open markets--Sub-Saharan Africa alone has 700 million potential consumers. Yet the United States currently supplies only 7% of Africa's imports.

## **AMERICAN LEADERSHIP IN THE WORLD**

- Half a century of determined American leadership has led to a 90-fold increase in global trade and helped bring down global barriers to America's products--falling from an average 40% at the end of World War II to about 5% today. Our leadership of the global economy has served America's interest—and the world's.
- As the sole remaining superpower, the United States has a fundamental national interest in contributing to stability and security around the world. A more prosperous world will be a more peaceful world—a world more hospitable to American interests and ideals. By opening markets, fast track authority will contribute to global as well as American prosperity—it will reinforce the common interest that diverse countries and regions share in sustaining that prosperity.
- America's failure to participate in shaping the global trading system will allow our competitors to negotiate preferential trade arrangements, form strategic relationships excluding the United States, and create new exclusive trade alliances. The United States cannot abdicate its global leadership to the detriment of the American economy.
- This debate must not be about the past but about the opportunities for the future. Fast track authority will allow the President to knock down trade barriers and negotiate a broad array of trade agreements--from sectoral agreements on medical equipment and telecommunications to regional agreements in Asia, Africa and Latin American to eliminating global barriers in the

WTO. The debate over fast track is about embracing the opportunities of the global economy to create jobs, expand exports, and maintain America's standard of living.

- Opening foreign markets does not mean retreating from our commitment to labor and the environment. The President is committed to promoting worker rights and ensuring that economic growth does not come at the expense of a clean and healthy environment. Walking away from the world's markets will not improve worker rights or protect the environment—but through dialogue and engagement these issues can be addressed.

## **THE PRICE OF INACTION**

- Other countries are breaking down trade barriers and moving forward in creating competitive trading relationships to the disadvantage of US companies and workers. It is in the national interest of the American people to stay engaged in the global economy.
- Since 1992, in Latin America and Asia alone, our competitors have negotiated 20 free trade agreements that exclude the United States.
- Today every major economy in this hemisphere has a preferential trade deal with Chile except the United States. This gives our competitors an 11% across-the-board tariff advantage for their products, which means American companies must sell to Chile with an immediate 11% cost disadvantage.
- For example, Canada's Northern Telecom recently won a \$180 million telecommunications contract in Chile over three US companies in part to avoid paying \$20 million worth of tariffs.
- Similarly, US corn producers are at a competitive disadvantage in Chile compared to Argentinean corn producers because of a preferential agreement which gives Argentina a 3.3% tariff preference which will soon increase to 11%.
- MERCOSUR (Argentina, Brazil, Paraguay, Uruguay) wants to expand its agreements to include all of South America a move which would disadvantage American businesses.
- China has targeted Mexico, Argentina, Brazil, Chile and Venezuela as "strategic priorities" to expand bilateral trade in Latin America
- The EU has begun a process to reach a free trade agreement with Brazil, Argentina and other MERCOSUR countries. President Chirac recently declared "Latin America's essential economic interests...lie not with the United States but with Europe."

# **1996 STATE EXPORT DATA**

Prepared by the Office of U.S. Trade Representative

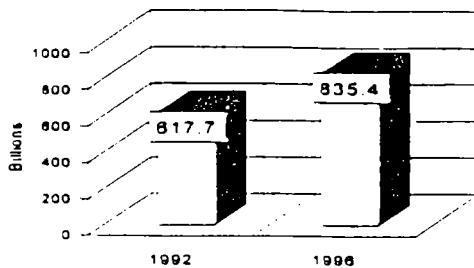
Sources: Massachusetts Institute of Social and Economic Research,  
U.S. Department of Commerce, U.S. Department of Agriculture,  
and U.S. Trade Representative

May 1, 1997

# UNITED STATES EXPORTS

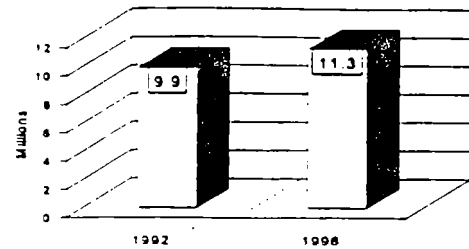
UNITED STATES GOODS & SERVICES

Exports to World



UNITED STATES JOBS

Supported by Exports To World

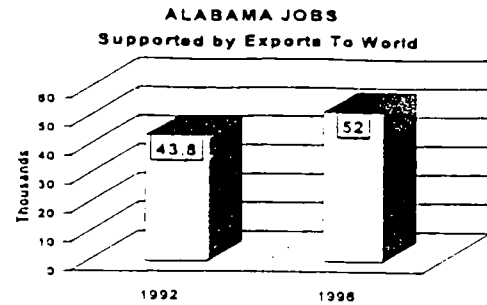
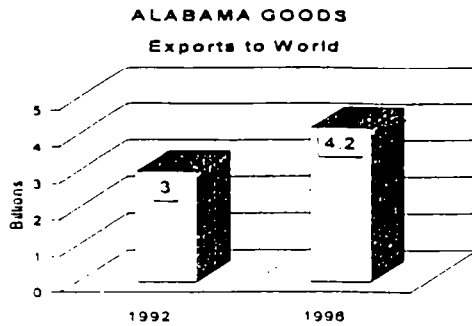


- The United States is the world's largest exporting country, recording goods and services exports totalling \$835.7 billion in 1996, up 35 percent (\$218 billion) from 1992. U.S. goods exports totaled \$611.7 billion in 1996, up 39 percent (\$171.5 billion) from 1992.
- Over 11.3 million U.S. jobs were supported by goods and services exports during 1996. U.S. jobs supported by goods and services exports grew an estimated 15 percent (1.5 million jobs) since 1992. Over 7.6 million U.S. jobs were supported by goods exports, up an estimated 16 percent (1.1 million jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, U.S. exports accounted for 19.4 percent of its manufacturing output and represented 18.6 percent of its total manufacturing employment.
- U.S. exports of manufactured products were up by 42 percent between 1992 and 1996 (from \$368.2 billion in 1992 to \$522.7 billion in 1996). U.S. exports of high technology products, a subcategory of manufactured products, increased by 45 percent between 1992 and 1996 (from \$107.1 billion in 1992 to \$154.9 billion in 1996).
- The five largest manufacturing sectors in terms of U.S. exports were: Industrial Machinery and Computers (\$112.0 billion of exports in 1996), Transportation Equipment (\$96.6 billion), Electronic and Electric Equipment (\$94.9 billion), Chemical Products (\$59.6 billion), and Scientific and Measuring Instruments (\$34.8 billion). These five sectors accounted for over 65 percent of the United States' total exports in 1996.
- Among the United States' fastest growing manufactured exports (in billions) were:

| Sector                             | 1992   | 1996   | Change % |
|------------------------------------|--------|--------|----------|
| Electronic and Electric Equipment  | \$52.9 | \$94.9 | 79%      |
| Industrial Machinery and Computers | 74.0   | 112.0  | 51       |
| Primary Metal Products             | 14.6   | 21.9   | 50       |
| Scientific and Measuring Products  | 24.9   | 34.8   | 40       |

- The United States is the world's largest agricultural exporting country, shipping \$60.6 billion in agricultural exports abroad. The largest export categories, feed grains, soybeans, and wheat, accounted for 40 percent of the United States' agricultural exports in 1996.
- Total exports to NAFTA countries increased by 34 percent between 1993 (pre-NAFTA) and 1996 (from \$142.0 billion in 1993 to \$190.4 billion in 1996). During 1996, Canada was the United States's largest export market, while Mexico was the United States's third largest export market. Exports to Canada were up by 33 percent (\$33.2 billion), from \$100.4 billion in 1993 to \$133.7 billion in 1996. U.S. exports to Mexico were up by 37 percent (\$15.2 billion), from \$41.6 billion in 1993 to \$56.8 billion in 1996.
- During 1996, Japan was the United State's second largest export market. Total exports from the United States to Japan were up 41 percent (\$19.7 billion), from \$47.8 billion in 1992 to \$67.5 billion in 1996.
- Total exports from the United States to the European Union were up 18 percent (\$19.8 billion), from \$107.7 billion in 1992 to \$127.5 billion in 1996.

# ALABAMA STATE EXPORTS

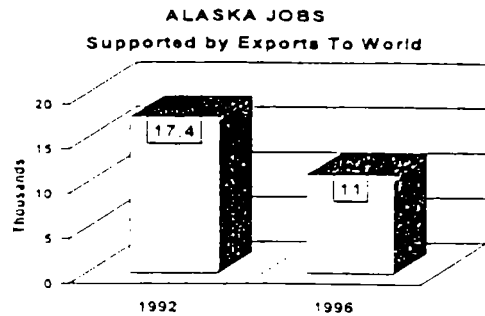
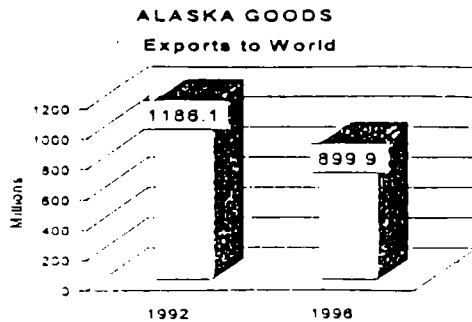


- Alabama recorded goods exports totaling \$4.2 billion in 1996, up 42 percent (\$1.3 billion) from 1993. During 1996, Alabama was the 29th largest state exporter of goods in the United States.
- Over 52,000 Alabama jobs were supported by goods exports during 1996. Alabama's jobs supported by goods exports grew an estimated 19 percent (8,199 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Alabama's exports accounted for 19.1 percent of its manufacturing output and represented 15.6 percent of its total manufacturing employment.
- Alabama's exports of manufactured products were up by 66 percent between 1993 and 1996 (from \$2.3 billion in 1993 to \$3.9 billion in 1996).
- The five largest manufacturing sectors in terms of Alabama's exports were: Electronic and Electric Equipment (\$852.3 million of exports in 1996), Transportation Equipment (\$579.7 million), Industrial Machinery and Computers (\$488.4 million), Paper Products (\$460.7 million), and Chemical Products (\$356.8 million). These five sectors accounted for 65 percent of the state's total exports in 1996.
- Among Alabama's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Transportation Equipment           | \$250.2 | \$579.7 | 132%     |
| Electronic and Electric Equipment  | 419.1   | 852.3   | 103      |
| Paper Products                     | 270.7   | 460.7   | 70       |
| Industrial Machinery and Computers | 383.5   | 488.4   | 27       |

- Alabama is the country's 29th largest agricultural exporting state, shipping \$503 million in agricultural exports abroad in FY 1996. The two largest export categories, poultry and cotton and linters, accounted for 75 percent of Alabama's agricultural exports in FY 1996.
- Total exports from Alabama to NAFTA countries increased by 91 percent between 1993 (pre-NAFTA) and 1996 (from \$910.8 million in 1993 to \$1.7 billion in 1996). During 1996, Canada was Alabama's largest export market, while Mexico was Alabama's third largest export market. Exports to Canada were up by 98 percent (\$689 million) from \$705.9 million in 1993 to \$1.4 billion in 1996. Alabama's exports to Mexico were up by 69 percent (\$141 million), from \$204.8 million in 1993 to \$345.7 million in 1996.
- During 1996, Japan was Alabama's second largest export market. Total exports from Alabama to Japan were up 16 percent (\$54.2 million), from \$346.4 million in 1993 to \$400.6 million in 1996.
- Total exports from Alabama to the European Union were up 32 percent (\$211.4 million), from \$657.3 million in 1993 to \$868.7 million in 1996.

# ALASKA STATE EXPORTS

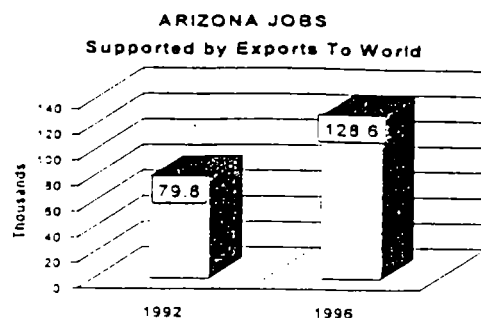
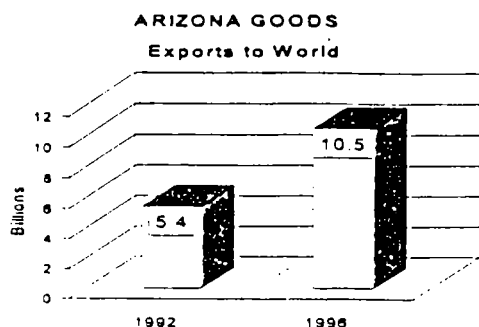


- Alaska recorded goods exports totaling \$899.9 million in 1996, down 24 percent (\$286.2 million) from 1992. During 1996, Alaska was the 44th largest state exporter of goods in the U.S.
- Over 11,000 Alaskan jobs were supported by exports during 1996. Alaska's jobs supported by goods exports declined an estimated 37 percent (6,367 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Alaska's exports accounted for 49.7 percent of its manufacturing output and represented 49.3 percent of its total manufacturing employment.
- Alaska's exports of manufactured products were down by 11 percent between 1993 and 1996 (from \$415.8 million in 1993 to \$371.8 million in 1996).
- The five largest manufacturing sectors in terms of Alaska's exports were: Paper Products (\$85.0 million of exports in 1996), Petroleum and Coal Products (\$63.3 million), Food Products (\$49.5 million), Lumber and Wood Products (\$48.4 million), and Transportation Equipment (\$32.7 million). These five sectors accounted for 31 percent of the state's total exports in 1996.
- Among Alaska's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993  | 1996   | Change % |
|------------------------------------|-------|--------|----------|
| Electronic and Electric Equipment  | \$7.0 | \$20.8 | 195%     |
| Food Products                      | 20.3  | 49.5   | 144      |
| Industrial Machinery and Computers | 16.8  | 30.6   | 81       |
| Petroleum and Coal Products        | 35.4  | 63.3   | 79       |

- Alaska is the country's smallest agricultural exporting state, shipping approximately \$400 thousand in agricultural exports abroad in FY 1996.
- Total exports from Alaska to NAFTA countries increased by 84 percent between 1993 (pre-NAFTA) and 1996 (from \$107.2 million in 1993 to \$196.7 million in 1996). During 1996, Canada was Alaska's second largest export market, while Mexico was Alaska's 20th largest export market. Exports to Canada were up by 83 percent (\$88.6 million), from \$106.5 million in 1993 to \$195.1 million in 1996. Alaska's exports to Mexico were up by 117 percent (\$875 thousand), from \$0.7 million in 1993 to \$1.6 million in 1996.
- During 1996, Japan was Alaska's largest export market. Total exports from Alaska to Japan were, however, down 40 percent (\$194 million), to \$287.8 million in 1996.
- Total exports from Alaska to the European Union were up 44 percent (\$42.4 million), from \$95.6 million in 1993 to \$138.0 million in 1996.

# ARIZONA STATE EXPORTS

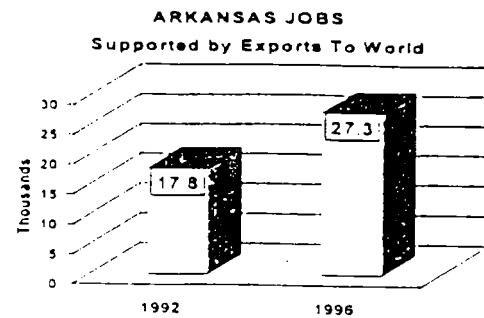
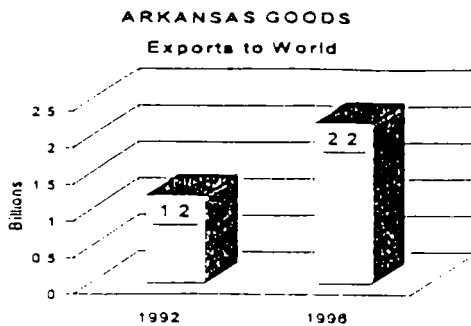


- Arizona recorded goods exports totaling \$10.5 billion in 1996, up 93 percent (\$5.0 billion) from 1992. During 1996, Arizona was the 18th largest state exporter of goods in the United States.
- Arizona's jobs supported by goods exports grew an estimated 61 percent (48,720 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Arizona's exports accounted for 23.0 percent of its manufacturing output and represented 20.8 percent of its total manufacturing employment.
- Arizona's exports of manufactured products were up by 72 percent between 1993 and 1996 (from \$5.8 billion in 1993 to \$10.1 billion in 1996).
- The five largest manufacturing sectors in terms of Arizona's exports were: Electronic and Electric Equipment (\$5.6 billion of exports in 1996), Industrial Machinery and Computers (\$1.2 billion), Transportation Equipment (\$1.0 billion), Scientific and Measuring Instruments (\$584.8 million), and Primary Metals (\$468.7 million). These five sectors accounted for 85 percent of the state's total exports in 1996.
- Among Arizona's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993      | 1996      | Change % |
|--------------------------------------|-----------|-----------|----------|
| Electronic and Electric Equipment    | \$2,940.7 | \$5,612.2 | 91%      |
| Transportation Equipment             | 620.5     | 1,041.9   | 68       |
| Primary Metals                       | 283.2     | 468.7     | 66       |
| Scientific and Measuring Instruments | 394.6     | 584.8     | 48       |

- Arizona is the country's 32nd largest agricultural exporting state, shipping \$426 million in agricultural exports abroad in FY 1996. The two largest export categories, cotton and linters and vegetables, accounted for over half of Arizona's agricultural exports in FY 1996.
- Total exports from Arizona to NAFTA countries increased by 52 percent between 1993 (pre-NAFTA) and 1996 (from \$1.8 billion in 1993 to \$2.8 billion in 1996). During 1996, Mexico was Arizona's largest export market, while Canada was Arizona's third largest export market. Exports to Mexico were up by 49 percent (\$555 million), from \$1.1 billion in 1993 to \$1.7 billion in 1996. Arizona's exports to Canada were up by 57 percent (\$401 million), from \$699.9 million in 1993 to \$1.1 billion in 1996.
- During 1996, Japan was Arizona's second largest export market. Total exports from Arizona to Japan were up 104 percent (\$719 million), from \$692 million in 1993 to \$1.4 billion in 1996.
- Total exports from Arizona to the European Union increased 54 percent (\$891 million), from \$1.7 billion in 1993 to \$2.5 billion in 1996.

# ARKANSAS STATE EXPORTS

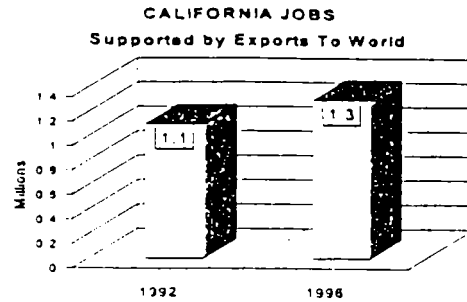
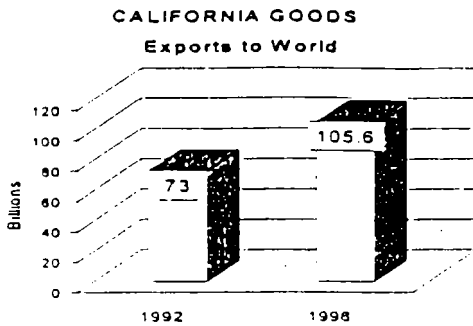


- Arkansas recorded goods exports totaling over \$2.2 billion in 1996, up 84 percent (\$1.0 billion) from 1992. During 1996, Arkansas was the 36th largest state exporter of goods in the United States.
- Arkansas' jobs supported by goods exports grew an estimated 54 percent (9,513 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Arkansas' exports accounted for 16.0 percent of its manufacturing output and represented 14.7 percent of its total manufacturing employment.
- Arkansas' exports of manufactured products were up by 82 percent between 1993 and 1996 (from \$1.2 billion in 1993 to \$2.1 billion in 1996).
- The five largest manufacturing sectors in terms of Arkansas' exports were: Food Products (\$952.3 million of exports in 1996), Chemical Products (\$237.1 million), Electronic and Electric Equipment (\$176.6), Industrial Machinery and Computers (\$174.1 million), and Transportation Equipment (\$150.6 million). These five sectors accounted for 76 percent of the state's total exports in 1996.
- Among Arkansas' fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Food Products                      | \$320.8 | \$952.3 | 197%     |
| Electronic and Electric Equipment  | 111.9   | 176.6   | 58       |
| Chemical Products                  | 190.4   | 237.1   | 25       |
| Industrial Machinery and Computers | 142.3   | 174.1   | 22       |

- Arkansas is the country's 11th largest agricultural exporting state, shipping \$1.7 billion in agricultural exports abroad or 3% of the U.S. total in FY 1996. The four largest export categories, Rice, Poultry, Soybeans, and Cotton and Linters, accounted for over 80 percent of Arkansas' agricultural exports in FY 1996.
- Total exports from Arkansas to NAFTA countries increased by 35 percent between 1993 (pre-NAFTA) and 1996 (from \$582.9 million in 1993 to \$784.6 million in 1996). During 1996, Canada was Arkansas' largest export market, while Mexico was Arkansas' fifth largest export market. Exports to Canada were up by 33 percent (\$165 million), from \$507.2 million in 1993 to \$672.2 million in 1996. Arkansas' exports to Mexico were up by 49 percent (\$37 million), from \$75.7 million in 1993 to \$112.4 million in 1996.
- During 1996, Japan was Arkansas' third largest export market. Total exports from Arkansas to Japan were up 14 percent (\$15 million), from \$114.7 million in 1993 to \$130.2 million in 1996.
- Total exports from Arkansas to the European Union were up 48 percent (\$91.5 million), from \$190.9 million in 1993 to \$282.4 million in 1996.

# CALIFORNIA STATE EXPORTS

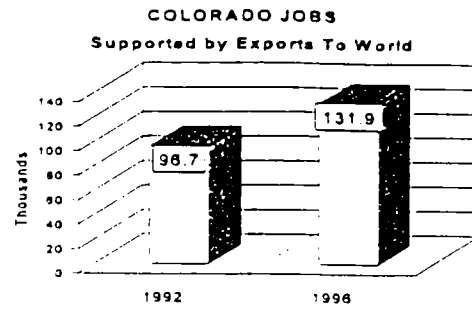
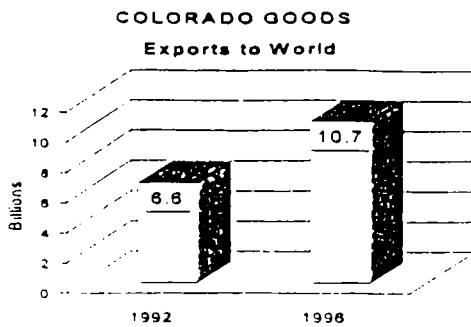


- California is the country's largest exporting state, recording goods exports totaling \$105.6 billion in 1996, up 45 percent (\$73 billion) from 1992.
- Nearly 1.3 million California jobs were supported by goods exports during 1996. California's jobs supported by goods exports grew an estimated 21 percent (224,405 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, California's exports accounted for 21.3 percent of its manufacturing output and represented 20.5 percent of its total manufacturing employment.
- California's exports of manufactured products were up by 48 percent between 1993 and 1996 (from \$67.1 billion in 1993 to \$99.4 billion in 1996).
- The five largest manufacturing sectors in terms of California's exports were: Electronic and Electric Equipment (\$28.6 billion of exports in 1996); Industrial Machinery and Computers (\$27.3 billion), Transportation Equipment (\$12.0 billion), Scientific and Measuring Instruments (\$8.0 billion), and Food Products (\$5.6 billion). These five sectors accounted for over 77 percent of the state's total exports in 1996.
- Among California's fastest growing manufactured exports (in billions) were:

| Sector                               | 1993   | 1996   | Change % |
|--------------------------------------|--------|--------|----------|
| Electronic and Electric Equipment    | \$16.2 | \$28.6 | 76%      |
| Industrial Machinery and Computers   | 17.0   | 27.3   | 60       |
| Scientific and Measuring Instruments | 5.1    | 8.0    | 56       |
| Chemical Products                    | 2.5    | 3.5    | 40       |

- California is the country's largest agricultural exporting state, shipping \$7.3 billion in agricultural exports abroad or 12% of the U.S. total in FY 1996. The largest export categories, vegetables, fruit, and tree nuts, accounted for over 63 percent of California's agricultural exports in FY 1996.
- Total exports from California to NAFTA countries increased by 52 percent between 1993 (pre-NAFTA) and 1996 (from \$13.3 billion in 1993 to \$20.2 billion in 1996). During 1996, Canada was California's second largest export market, while Mexico was California's third largest export market. Exports to Canada were up by 49 percent (\$3.7 billion), from \$7.6 billion in 1993 to \$11.3 billion in 1996. California's exports to Mexico were up by 55 percent (\$3.2 billion), from \$5.7 billion in 1993 to \$8.9 billion in 1996.
- During 1996, Japan was California's largest export market. Total exports from California to Japan were up 72 percent (\$8.6 billion), from \$11.9 billion in 1993 to \$20.5 billion in 1996.
- Total exports from California to the European Union were up 27 percent (\$4.2 billion), from \$15.8 billion in 1993 to \$20.0 billion in 1996.

# COLORADO STATE EXPORTS

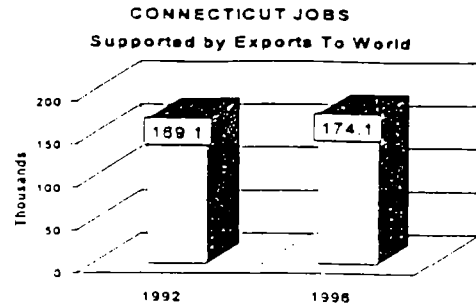
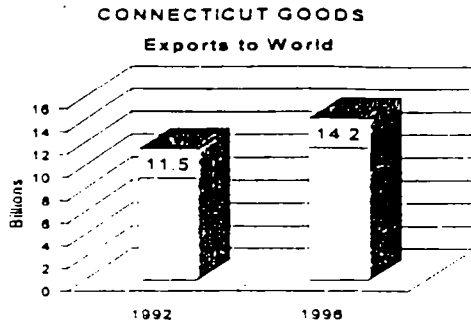


- Colorado recorded goods exports totaling \$10.7 billion in 1996, up 63 percent (\$4.2 billion) from 1992. During 1996, Colorado was the 17th largest state exporter of goods.
- Colorado's jobs supported by goods exports grew an estimated 37 percent (35,287 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Colorado's exports accounted for 16.9 percent of its manufacturing output and represented 18.2 percent of its total manufacturing employment.
- Colorado's exports of manufactured products were up by 61 percent between 1993 and 1996 (from \$6.5 billion in 1993 to \$10.5 billion in 1996).
- The five largest manufacturing sectors in terms of Colorado's exports were: Industrial Machinery and Computers (\$6.0 billion of exports in 1996), Electronic and Electric Equipment (\$2.1 billion), Scientific and Measuring Instruments (\$742.0 million), Food Products (\$636.6 million), and Metal Products (\$195.7 million). These five sectors accounted for 90 percent of the state's total exports in 1996.
- Among Colorado's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Fabricated Metal Products          | \$71.6  | \$195.7 | 173%     |
| Food Products                      | 290.8   | 636.6   | 119      |
| Electronic and Electric Equipment  | 1,257.8 | 2,112.9 | 68       |
| Industrial Machinery and Computers | 3,661.0 | 5,975.4 | 63       |

- Colorado is the country's 20th largest agricultural exporting state, shipping \$1.1 billion in agricultural exports abroad or 1.8% of the U.S. total in FY 1996. The largest export categories, Live Animals and Meat (excluding poultry), Wheat, Feed Grains and Hides & Skins, accounted for 79 percent of Colorado's agricultural exports in FY 1996.
- Total exports from Colorado to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from \$1.4 billion in 1993 to \$1.7 billion in 1996). During 1996, Mexico was Colorado's second largest export market, while Canada was Colorado's fifth largest export market. Exports to Mexico were up by 57 percent (\$369 million), from \$646.9 million in 1993 to \$1.0 billion in 1996. Colorado's exports to Canada were down by 10 percent (\$74 million), to \$680.9 million in 1996.
- During 1996, Japan was Colorado's largest export market. Total exports from Colorado to Japan were up nearly 54 percent (\$573 million), from \$1.1 billion in 1993 to \$1.6 billion in 1996.
- Total exports from Colorado to the European Union were up 64 percent (\$1.5 billion), from \$2.4 billion in 1993 to \$3.9 billion in 1996.

# CONNECTICUT STATE EXPORTS

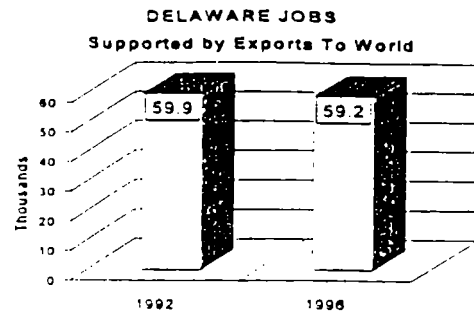
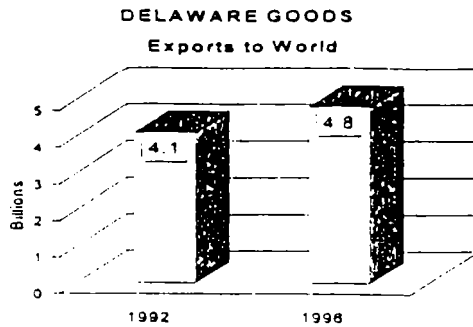


- Connecticut recorded goods exports totaling \$14.2 billion in 1996, up 23 percent (\$2.7 billion) from 1992. During 1996, Connecticut was the 13th largest state exporter of goods.
- Connecticut's jobs supported by goods exports grew an estimated 3 percent (4,968 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Connecticut's exports accounted for 25.9 percent of its manufacturing output and represented 24.2 percent of its total manufacturing employment.
- Connecticut's exports of manufactured products were up by 24 percent between 1993 and 1996 (from \$8.7 billion in 1993 to \$10.7 billion in 1996).
- The five largest manufacturing sectors in terms of Connecticut's exports were: Chemical Products (\$3.1 billion of exports in 1996), Transportation Equipment (\$2.0 billion), Industrial Machinery and Computers (\$920.1 million), Electronic and Electric Equipment (\$817.5 million), and Paper Products (\$695.1 million). These five sectors accounted for over half of the state's total exports in 1996.
- Among Connecticut fastest growing manufactured exports (in millions) were:

| Sector                      | 1993    | 1996    | Change % |
|-----------------------------|---------|---------|----------|
| Food Products               | \$234.6 | \$444.2 | 89%      |
| Petroleum and Coal Products | 387.2   | 586.4   | 51       |
| Chemical Products           | 2,245.9 | 3,147.6 | 40       |
| Paper Products              | 506.1   | 695.1   | 37       |

- Connecticut is the country's 42nd largest agricultural exporting state, shipping \$43 million in agricultural exports abroad in FY 1996.
- Total exports from Connecticut to NAFTA countries increased by 18 percent between 1993 (pre-NAFTA) and 1996 (from \$2.0 billion in 1993 to \$2.4 billion in 1996). During 1996, Canada was Connecticut's largest export market, while Mexico was Connecticut's sixth largest export market. Exports to Canada were up by 10 percent (\$174 million) from \$1.7 billion in 1993 to \$1.8 billion in 1996. Connecticut's exports to Mexico were up by 54 percent (\$197 million), from \$363.6 million in 1993 to \$560.9 million in 1996.
- During 1996, Japan was Connecticut's second largest export market. Total exports from Connecticut to Japan were up 30 percent (\$281 million), from 950.8 million in 1993 to \$1.2 billion in 1996.
- Total exports from Connecticut to the European Union were up 28 percent (\$795 million), from \$2.8 billion in 1993 to \$3.6 billion in 1996.

# DELAWARE STATE EXPORTS

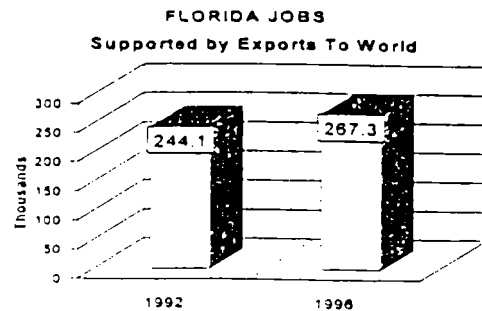
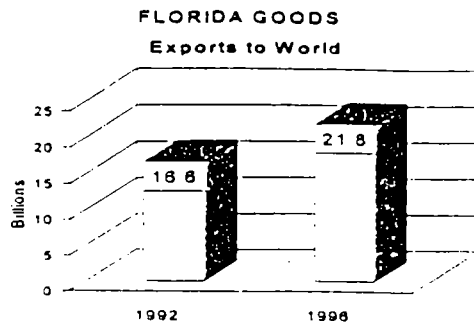


- Delaware recorded goods exports totaling \$4.8 billion in 1996, up 18 percent (\$745 million) from 1992. During 1996, Delaware was the 28th largest state exporter of goods.
- Delaware's jobs supported by goods exports declined an estimated 1 percent (676 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Delaware's exports accounted for 17.1 percent of its manufacturing output and represented 19.9 percent of its total manufacturing employment.
- Delaware's exports of manufactured products were up by 33 percent between 1993 and 1996 (from \$3.6 billion in 1993 to \$4.7 billion in 1996).
- The five largest manufacturing sectors in terms of Delaware's exports were: Chemical Products (\$3.4 billion of exports in 1996), Rubber and Miscellaneous Plastics (\$407.7 million), Scientific and Measuring Instruments (\$307.1 million), Textile Mill Products (\$133.6 million), and Industrial Machinery and Computers (\$80.6 million). These five sectors accounted for 90 percent of the state's total exports in 1996. The Chemical Products sector alone accounted for over 70 percent of Delaware's total exports.
- Among Delaware's fastest growing manufactured exports (in millions) were:

| Sector                          | 1993    | 1996    | Change % |
|---------------------------------|---------|---------|----------|
| Stone, Clay, and Glass Products | \$21.8  | \$49.5  | 127%     |
| Paper Products                  | 26.0    | 58.6    | 126      |
| Primary Metals                  | 21.3    | 44.5    | 109      |
| Chemical Products               | 2,431.8 | 3,413.4 | 40       |

- Delaware is the country's 38th largest agricultural exporting state, shipping \$120 million in agricultural exports abroad in FY 1996. Delaware's largest agriculture export category, poultry, accounted for 77 percent of Delaware's agricultural exports in FY 1996.
- Total exports from Delaware to NAFTA countries increased by 25 percent between 1993 (pre-NAFTA) and 1996 (from \$849.7 million in 1993 to \$1.1 billion in 1996). During 1996, Canada was Delaware's largest export market, while Mexico was Delaware's fourth largest export market. Exports to Canada were up by 14 percent (\$93 million), from \$670.2 million in 1993 to \$763.2 million in 1996. Delaware's exports to Mexico were up by 66 percent (\$118 million), from \$179.5 million in 1993 to \$297.1 million in 1996.
- During 1996, Japan was Delaware's third largest export market. Total exports from Delaware to Japan were up 33 percent (\$112 million), from \$345.8 million in 1993 to \$458.3 million in 1996.
- Total exports from Delaware to the European Union were up 47 percent (\$488 million), from 1.0 billion in 1993 to \$1.5 billion in 1996.

# FLORIDA STATE EXPORTS

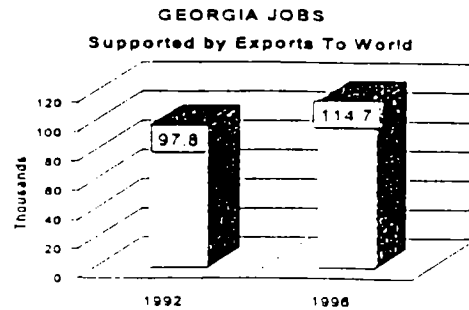
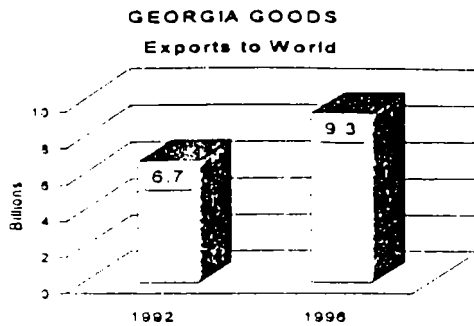


- Florida is the country's eighth largest exporting state, recording goods exports totaling \$21.8 billion in 1996, up 31 percent (\$5.1 billion) from 1992.
- Florida's jobs supported by goods exports grew an estimated 10 percent (23,165 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Florida's exports accounted for 20.0 percent of its manufacturing output and represented 17.9 percent of its total manufacturing employment.
- Florida's exports of manufactured products were up by 35 percent between 1993 and 1996 (from \$15.2 billion in 1993 to \$20.5 billion in 1996).
- The five largest manufacturing sectors in terms of Florida's exports were: Industrial Machinery and Computers (\$5.3 billion of exports in 1996), Electronic and Electric Equipment (\$3.6 billion), Transportation Equipment (\$2.6 billion), Chemical Products (\$2.1 billion), and Scientific and Measuring Instruments (\$1.6 billion). These five sectors accounted for nearly 70 percent of the state's total exports in 1996.
- Among Florida's fastest growing manufactured exports (in billions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Industrial Machinery and Computers   | \$3.2 | \$5.3 | 64%      |
| Chemical Products                    | 1.4   | 2.1   | 53       |
| Electronic and Electric Equipment    | 2.4   | 3.6   | 49       |
| Scientific and Measuring Instruments | 1.2   | 1.6   | 37       |

- Florida is the country's 17th largest agricultural exporting state, shipping \$1.2 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export category, fruit, accounted for over half of Florida's agricultural exports during FY 1996.
- Total exports from Florida to NAFTA countries decreased by 7 percent between 1993 (pre-NAFTA) and 1996 (from \$2.8 billion in 1993 to \$2.6 billion in 1996). During 1996, Canada was Florida's second largest export market, while Mexico was Florida's fifth largest export market. Exports to Canada were down by 8 percent (\$145.8 million), to \$1.8 billion in 1996. Florida's exports to Mexico were down by 4 percent (\$38.9 million), to \$872.4 million in 1996.
- During 1996, Japan was Florida's 10th largest export market. Total exports from Florida to Japan were up 59 percent (\$213 million), from \$363.2 million in 1993 to \$576.6 million in 1996.
- Total exports from Florida to the European Union were up 48 percent (\$1.0 million), from \$2.1 billion in 1993 to \$3.2 billion in 1996.

# GEORGIA STATE EXPORTS

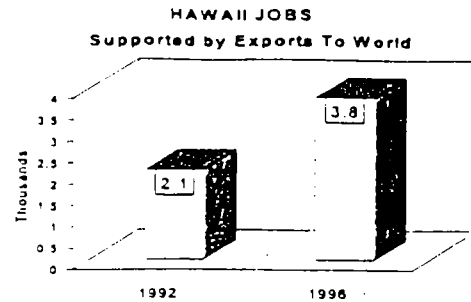
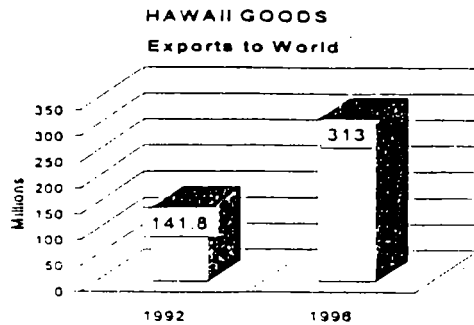


- Georgia recorded goods exports totaling \$9.3 billion in 1996, up 40 percent (\$2.7 billion) from 1992. During 1996, Georgia was the 20th largest state exporter of goods.
- Georgia's jobs supported by goods exports grew an estimated 17 percent (16,885) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Georgia's exports accounted for 15.7 percent of its manufacturing output and represented 14.8 percent of its total manufacturing employment.
- Georgia's exports of manufactured products were up by 45 percent between 1993 and 1996 (from \$6.1 billion in 1993 to \$8.8 billion in 1996).
- The five largest manufacturing sectors in terms of Georgia's exports were: Industrial Machinery and Computers (\$1.4 billion of exports in 1996), Paper Products (\$980.3 million), Electronic and Electric Equipment (\$909.7 million), Food Products (\$896.0 million), and Chemical Products (\$876.9 million). These five sectors accounted for 54 percent of the state's total exports in 1996.
- Among Georgia's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Food Products                      | \$344.9 | \$896.0 | 160%     |
| Paper Products                     | 517.9   | 980.3   | 89       |
| Chemical Products                  | 500.9   | 876.9   | 75       |
| Industrial Machinery and Computers | 870.8   | 1,384.0 | 59       |

- Georgia is the country's 16th largest agricultural exporting state, shipping \$1.3 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export categories, poultry, cotton and lintens, and peanuts, accounted for 64 percent of Georgia's agricultural exports in FY 1996.
- Total exports from Georgia to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from \$2.0 billion in 1993 to \$2.7 billion in 1996). During 1996, Canada was Georgia's largest export market, while Mexico was Georgia's third largest export market. Exports to Canada were up by 26 percent (\$425 million), from \$1.7 billion in 1993 to \$2.1 billion in 1996. Georgia's exports to Mexico were up by 64 percent (\$232 million), from \$360.5 million in 1993 to \$592.0 million in 1996.
- During 1996, Japan was Georgia's second largest export market. Total exports from Georgia to Japan were up 34 percent (\$149 million), from \$446.1 million in 1993 to \$595.4 million in 1996.
- Total exports from Georgia to the European Union were up 34 percent (\$489 million), from \$1.4 billion in 1993 to \$1.9 billion in 1996.

# HAWAII STATE EXPORTS

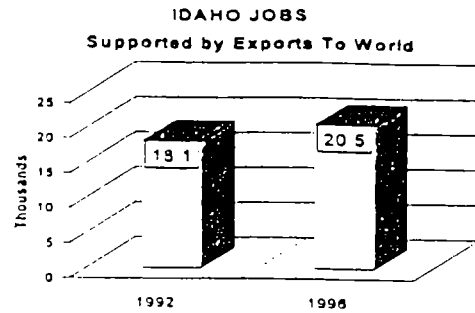
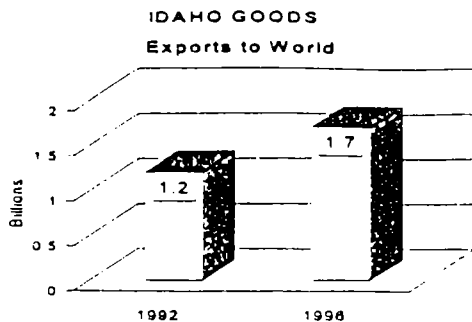


- Hawaii recorded goods exports totaling \$313.0 million in 1996, up 121 percent (\$171.2 million) from 1992. During 1996, Hawaii was the second smallest state exporter of goods.
- Hawaii's jobs supported by goods exports grew an estimated 85 percent (1,761 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Hawaii's exports accounted for 16.3 percent of its manufacturing output and represented 14.0 percent of its total manufacturing employment.
- Hawaii's exports of manufactured products were up by 45 percent between 1993 and 1996 (from \$181.6 million in 1993 to \$262.7 million in 1996).
- The five largest manufacturing sectors in terms of Hawaii's exports were: Petroleum and Coal Products (\$71.8 million of exports in 1996), Food Products (\$38.5 million), Transportation Equipment (\$23.9 million), Scientific and Measuring Instruments (\$18.2 million), and Chemical Products (\$16.1 million). These five sectors accounted for 54 percent of the state's total exports in 1996.
- Among Hawaii fastest growing manufactured exports (in millions) were:

| Sector                              | 1993  | 1996   | Change % |
|-------------------------------------|-------|--------|----------|
| Chemical Products                   | \$4.0 | \$16.1 | 302%     |
| Petroleum and Coal Products         | 19.0  | 71.8   | 279      |
| Electronic and Electric Equipment   | 7.0   | 15.7   | 125      |
| Scientific and Measuring Industries | 8.7   | 18.2   | 109      |

- Hawaii is the country's 39th largest agricultural exporting state, shipping \$113 million in agricultural exports abroad in FY 1996. The largest export category, fruits, accounted for over half of Hawaii's agricultural exports in FY 1996.
- Total exports from Hawaii to NAFTA countries increased by 306 percent between 1993 (pre-NAFTA) and 1996 (from \$19.1 million in 1993 to \$77.5 million in 1996). During 1996, Canada was Hawaii's second largest export market, while Mexico was Hawaii's 19th largest export market. Exports to Canada were up by 311 percent (\$58 million), from \$18.7 million in 1993 to \$76.7 million in 1996. Hawaii's exports to Mexico were up by 95 percent (\$386 thousand), from \$408 thousand in 1993 to \$794 thousand in 1996.
- During 1996, Japan was Hawaii's largest export market. Total exports from Hawaii to Japan were up 67 percent (\$67 million), from \$99.8 million in 1993 to \$166.5 million in 1996.
- Total exports from Hawaii to the European Union were up 12 percent (\$1.1 million), from \$8.5 million in 1993 to \$9.5 million in 1996.

# IDAHO STATE EXPORTS

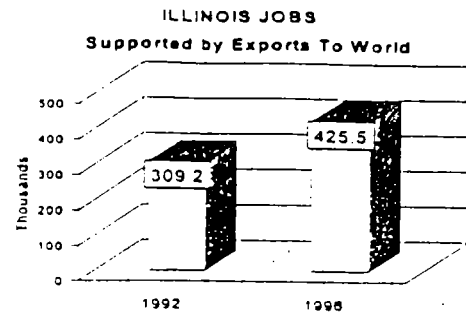


- Idaho recorded goods exports totaling \$1.7 billion in 1996, up 35 percent (\$436 million) from 1992. During 1996, Idaho was the 38th largest state exporter of goods.
- Idaho's jobs supported by goods exports grew an estimated 13 percent (2,388 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Idaho's exports accounted for 28.8 percent of its manufacturing output and represented 22.0 percent of its total manufacturing employment.
- Idaho's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$1.2 billion in 1993 to \$1.6 billion in 1996).
- The five largest manufacturing sectors in terms of Idaho's exports were: Industrial Machinery and Computers (\$647.8 million of exports in 1996), Electronic and Electric Equipment (\$445.8 million), Food Products (\$234.9 million), Chemical Products (\$59.4 million) and Lumber and Wood Products (\$50.4 million). These five sectors accounted for over 85 percent of the state's total exports in 1996.
- Among Idaho's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Food Products                      | \$136.3 | \$234.9 | 72%      |
| Electronic and Electric Equipment  | 345.5   | 445.8   | 29       |
| Industrial Machinery and Computers | 527.0   | 647.8   | 23       |
| Chemical Products                  | 50.8    | 59.4    | 17       |

- Idaho is the country's 22nd largest agricultural exporting state, shipping \$901 million in agricultural exports abroad in FY 1996. The largest export categories, vegetables and wheat, accounted for 61 percent of Idaho's agricultural exports in FY 1996.
- Total exports from Idaho to NAFTA countries increased by 46 percent between 1993 (pre-NAFTA) and 1996 (from \$227.7 million in 1993 to \$331.6 million in 1996). During 1996, Canada was Idaho's second largest export market, while Mexico was Idaho's 10th largest export market. Exports to Canada were up by 56 percent (\$105 million), from \$185.4 million in 1993 to \$290.1 million in 1996. Idaho's exports to Mexico were down by 2 percent (\$732 million), to \$41.6 million in 1996.
- During 1996, Japan was Idaho's largest export market. Total exports from Idaho to Japan were up 8 percent (\$25 million), from \$293.7 million in 1993 to \$318.4 million in 1996.
- Total exports from Idaho to the European Union were up 3 percent (\$11 million), from \$388.0 million in 1993 to \$399.1 million in 1996.

# ILLINOIS STATE EXPORTS

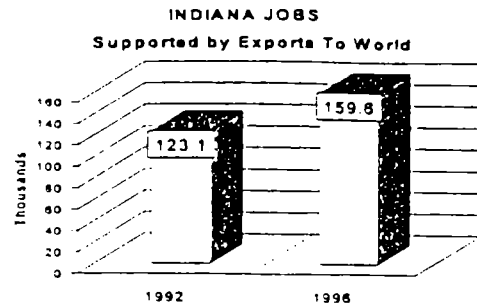
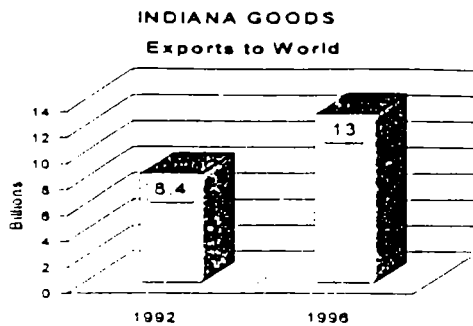


- Illinois recorded goods exports totaling \$34.7 billion in 1996, up 65 percent (\$13.6 billion) from 1992. During 1996, Illinois was the fifth largest state exporter of goods.
- Illinois' jobs supported by goods exports grew an estimated 38 percent (116,217 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Illinois exports accounted for 18.0 percent of its manufacturing output and represented 18.6 percent of its total manufacturing employment.
- Illinois' exports of manufactured products were up by 53 percent between 1993 and 1996 (from \$20.3 billion in 1993 to \$31.0 billion in 1996).
- The five largest manufacturing sectors in terms of Illinois' exports were: Industrial Machinery and Computers (\$8.9 billion of exports in 1996), Electronic and Electric Equipment (\$6.9 billion), Chemical Products (\$4.5 billion), Transportation Equipment (\$2.5 billion), and Food Products (\$1.7 billion). These five sectors accounted for 70 percent of the state's total exports in 1996.
- Among Illinois' fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Electronic and Electric Equipment  | \$4.0 | \$6.9 | 72%      |
| Transportation Equipment           | 1.7   | 2.5   | 50       |
| Industrial Machinery and Computers | 6.0   | 8.9   | 49       |
| Chemical Products                  | 3.1   | 4.5   | 44       |

- Illinois is the country's third largest agricultural exporting state, shipping nearly \$4 billion in agricultural exports abroad or 6.7% of the U.S. total in FY 1996. The largest export categories, feed grains and soybeans, accounted for over 75 percent of Illinois' agricultural exports in FY 1996.
- Total exports from Illinois to NAFTA countries increased by 36 percent between 1993 (pre-NAFTA) and 1996 (from \$6.9 billion in 1993 to \$9.4 billion in 1996). During 1996, Canada was Illinois' largest export market, while Mexico was Illinois' third largest export market. Exports to Canada were up by 37 percent (\$2.0 billion) from \$5.3 billion in 1993 to \$7.3 billion in 1996. Illinois' exports to Mexico were up by 34 percent (\$516 million), from \$1.5 billion in 1993 to \$2.0 billion in 1996.
- During 1996, Japan was Illinois' second largest export market. Total exports from Illinois to Japan were up 57 percent (\$1.1 billion), from \$2.0 billion in 1993 to \$3.1 billion in 1996.
- Total exports from Illinois to the European Union were up 62 percent (\$3.3 billion), from \$5.3 billion in 1993 to \$8.6 billion in 1996.

# INDIANA STATE EXPORTS

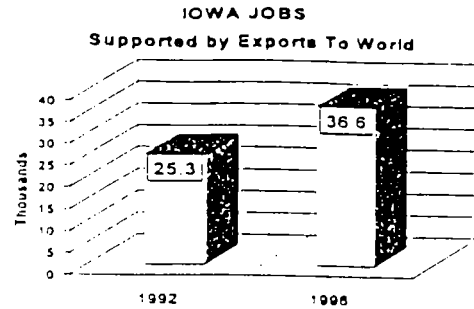
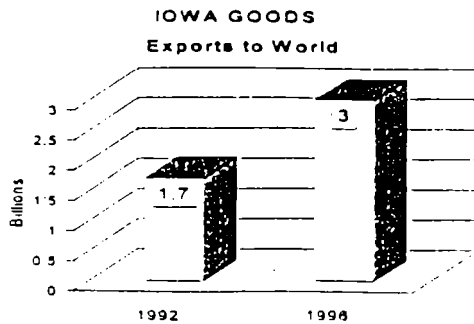


- Indiana recorded goods exports totaling \$13.0 billion in 1996, up 55 percent (\$4.6 billion) from 1992. During 1996, Indiana was the 14th largest state exporter of goods.
- Indiana's jobs supported by goods exports grew an estimated 30 percent (36,451 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Indiana's exports accounted for 18.1 percent of its manufacturing output and represented 17.8 percent of its total manufacturing employment.
- Indiana's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$9.8 billion in 1993 to \$12.8 billion in 1996).
- The five largest manufacturing sectors in terms of Indiana's exports were: Electronic and Electric Equipment (\$2.7 billion of exports in 1996), Transportation Equipment (\$2.7 billion), Chemical Products (\$2.1 billion), Industrial Machinery and Computers (\$2.0 billion), and Scientific and Measuring Instruments (\$0.9 billion). These five sectors accounted for 80 percent of the state's total exports in 1996.
- Among Indiana's fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Primary Metal Industries           | \$0.3 | \$0.5 | 102%     |
| Electronic and Electric Equipment  | 1.7   | 2.7   | 64       |
| Chemical Products                  | 1.3   | 2.1   | 64       |
| Industrial Machinery and Computers | 1.4   | 2.0   | 43       |

- Indiana is the country's eighth largest agricultural exporting state, shipping over \$2 billion in agricultural exports abroad or 3.4 percent of the U.S. total in FY 1996. Indiana's largest agriculture export categories, feed grains and soybeans, accounted for over 75 percent of Indiana's agricultural exports in FY 1996.
- Total exports from Indiana to NAFTA countries increased by 13 percent between 1993 (pre-NAFTA) and 1996 (from \$6.8 billion in 1993 to \$7.7 billion in 1996). During 1996, Canada was Indiana's largest export market, while Mexico was Indiana's second largest export market. Exports to Canada were down by 10 percent (\$555 million), to \$5.0 billion in 1996. Indiana's exports to Mexico were up by 117 percent (\$1.5 billion), from \$1.2 billion in 1993 to \$2.7 billion in 1996.
- During 1996, Japan was Indiana's third largest export market. Total exports from Indiana to Japan were up 53 percent (\$270 million), from \$509.1 million in 1993 to \$778.8 million in 1996.
- Total exports from Indiana to the European Union were up 60 percent (\$858 million), from 1.4 billion in 1993 to \$2.3 billion in 1996.

# IOWA STATE EXPORTS

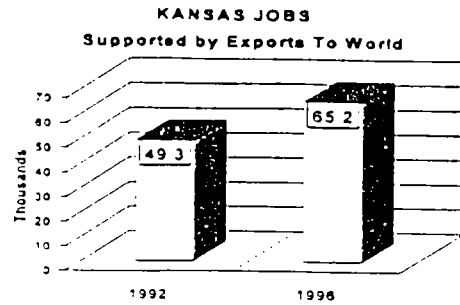
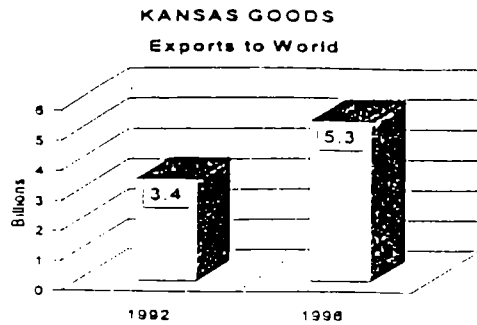


- Iowa recorded goods exports totaling \$3.0 billion in 1996; up 73 percent (\$1.3 billion) from 1992. During 1996, Iowa was the 32nd largest state exporter of goods.
- Iowa's jobs supported by goods exports grew an estimated 45 percent (11,286 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Iowa's exports accounted for 14.6 percent of its manufacturing output and represented 14.9 percent of its total manufacturing employment.
- Iowa's exports of manufactured products were up by 37 percent between 1993 and 1996 (from \$2.0 billion in 1993 to \$2.8 billion in 1996).
- The five largest manufacturing sectors in terms of Iowa's exports were: Industrial Machinery and Computers (\$787.0 million of exports in 1996), Food Products (\$330.9 million), Electronic and Electric Equipment (\$312.4 million), Transportation Equipment (\$252.6 million), and Scientific and Measuring Instruments (\$228.7 million). These five sectors accounted for over 64 percent of the state's total exports in 1996.
- Among Iowa's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Industrial Machinery and Computers | \$463.4 | \$787.0 | 70%      |
| Food Products                      | 219.6   | 330.9   | 51       |
| Chemical Products                  | 114.3   | 167.4   | 46       |
| Scientific and Measuring Equipment | 161.4   | 228.7   | 42       |

- Iowa is the country's second largest agricultural exporting state, shipping \$4.7 billion in agricultural exports abroad or 7.8% of the U.S. total in FY 1996. The largest export categories, feed grains and soybean, accounted for 75 percent of Iowa's agricultural exports in FY 1996.
- Total exports from Iowa to NAFTA countries increased by 35 percent between 1993 (pre-NAFTA) and 1996 (from \$1.2 billion in 1993 to \$1.6 billion in 1996). During 1996, Canada was Iowa's largest export market, while Mexico was Iowa's third largest export market. Exports to Canada were up by 33 percent (\$353 million) from \$1.1 billion in 1993 to \$1.4 billion in 1996. Iowa's exports to Mexico were up by 61 percent (\$52 million), from \$84.8 million in 1993 to \$136.7 million in 1996.
- During 1996, Japan was Iowa's second largest export market. Total exports from Iowa to Japan were up 82 percent (\$74 million), from \$91.0 million in 1993 to \$165.4 million in 1996.
- Total exports from Iowa to the European Union were up 30 percent (\$125 million), from \$411.7 million in 1993 to \$536.8 million in 1996.

# KANSAS STATE EXPORTS

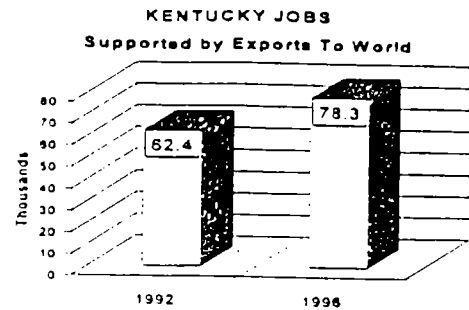
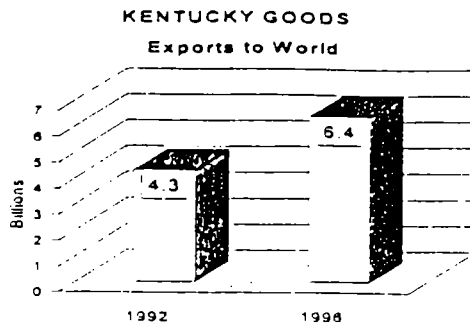


- Kansas recorded goods exports totaling \$5.3 billion in 1996, up 58 percent (\$2.0 billion) from 1992. During 1996, Kansas was the 25th largest state exporter of goods.
- Kansas' jobs supported by goods exports grew an estimated 32 percent (15,921 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Kansas exports accounted for 14.3 percent of its manufacturing output and represented 15.7 percent of its total manufacturing employment.
- Kansas' exports of manufactured products were up by 47 percent between 1993 and 1996 (from \$2.4 billion in 1993 to \$3.5 billion in 1996).
- The five largest manufacturing sectors in terms of Kansas' exports were: Transportation Equipment (\$1.0 billion of exports in 1996), Food Products (\$933.0 million), Industrial Machinery and Computers (\$433.2 million), Chemical Products (\$269.2 million), and Petroleum Products (\$212.7 million). These five sectors accounted for 54 percent of the state's total exports in 1996.
- Among Kansas' fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Chemical Products                  | \$121.1 | \$269.2 | 122%     |
| Transportation Equipment           | 661.7   | 1,001.5 | 51       |
| Industrial Machinery and Computers | 301.8   | 433.2   | 44       |
| Food Products                      | 682.7   | 933.0   | 37       |

- Kansas is the country's sixth largest agricultural exporting state, shipping \$3.1 billion in agricultural exports abroad or 5% of the U.S. total in FY 1996. The largest export categories, wheat, live animals and meat (excluding poultry) and feed grains, accounted for 74 percent of Kansas' agricultural exports in FY 1996.
- Total exports from Kansas to NAFTA countries increased by 96 percent between 1993 (pre-NAFTA) and 1996 (from \$776.4 million in 1993 to \$1.5 billion in 1996). During 1996, Canada was Kansas' second largest export market, while Mexico was Kansas' third largest export market. Exports to Canada were up by 40 percent (\$232 million), from \$580.0 million in 1993 to \$812.0 million in 1996. Kansas' exports to Mexico were up by 262 percent (\$514 million), from \$196.5 million in 1993 to \$711.0 million in 1996.
- During 1996, Japan was Kansas' largest export market. Total exports from Kansas to Japan were up 58 percent (\$401.0 million), from \$696.2 million to \$1.1 billion in 1996.
- Total exports from Kansas to the European Union were up 41 percent (\$194 million), from \$475.4 million in 1993 to \$669.4 million in 1996.

# KENTUCKY STATE EXPORTS

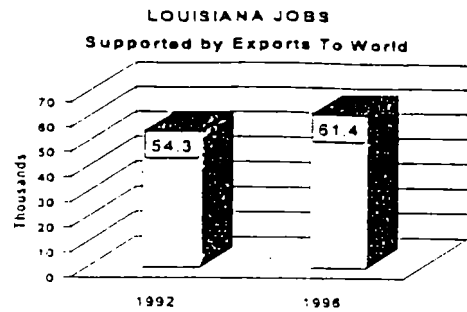
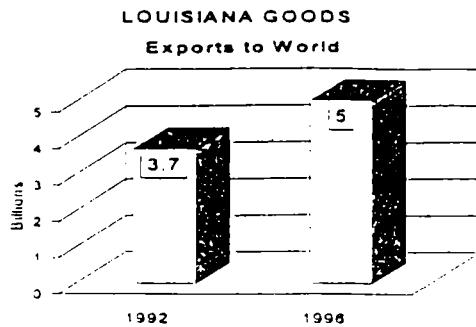


- Kentucky recorded goods exports totaling \$6.4 billion in 1996, up 50 percent (\$2.1 billion) from 1992. During 1996, Kentucky was the 24th largest state exporter of goods.
- Kentucky's jobs supported by goods exports grew an estimated 26 percent (15,908 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Kentucky exports accounted for 17.4 percent of its manufacturing output and represented 16.6 percent of its total manufacturing employment.
- Kentucky's exports of manufactured products were up by 77 percent between 1993 and 1996 (from \$3.5 billion in 1993 to \$6.1 billion in 1996).
- The five largest manufacturing sectors in terms of Kentucky's exports were: Transportation Equipment (\$1.4 billion of exports in 1996), Industrial Machinery and Computers (\$1.0 billion), Tobacco Manufactures (\$874.9 million), Electronic and Electric Equipment (\$576.2 million), and Chemical Products (\$346.3 million). These five sectors accounted for 66 percent of the state's total exports in 1996.
- Among Kentucky's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996      | Change % |
|------------------------------------|---------|-----------|----------|
| Industrial Machinery and Computers | \$371.9 | \$1,016.4 | 173%     |
| Transportation Equipment           | 685.9   | 1,427.6   | 108      |
| Chemical Products                  | 73.7    | 136.0     | 84       |
| Food Products                      | 203.1   | 326.8     | 61       |

- Kentucky is the country's 21st largest agricultural exporting state, shipping over \$1.0 billion in agricultural exports abroad in FY 1996. The largest export categories, tobacco, and live animals and meat (excluding poultry), accounted for nearly half of Kentucky's agricultural exports in FY 1996.
- Total exports from Kentucky to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from \$1.5 billion in 1993 to \$2.6 billion in 1996). During 1996, Canada was Kentucky's largest export market, while Mexico was Kentucky's fourth largest export market. Exports to Canada were up by 71 percent (\$0.9 billion) from \$1.3 billion in 1993 to \$2.3 billion in 1996. Kentucky's exports to Mexico were up by 41 percent (\$83 million), from \$204.3 million in 1993 to \$287.2 million in 1996.
- During 1996, Japan was Kentucky's second largest export market. Total exports from Kentucky to Japan were up 49 percent (\$381 million), from \$784.7 million in 1993 to \$1.2 billion in 1996.
- Total exports from Kentucky to the European Union were up 82 percent (\$528 million), from \$640.7 million in 1993 to \$1.2 billion in 1996.

# LOUISIANA STATE EXPORTS

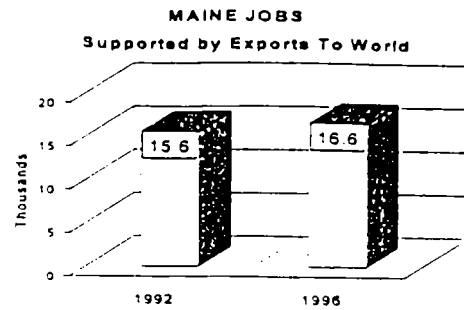
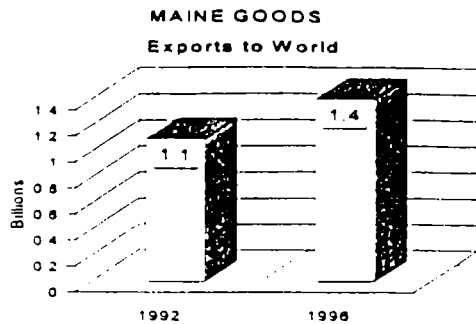


- Louisiana recorded goods exports totaling \$5.0 billion in 1996, up 35 percent (\$1.3 billion) from 1992. During 1996, Louisiana was the 27th largest state exporter of goods.
- Louisiana's jobs supported by goods exports grew an estimated 13 percent (7,087 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Louisiana's exports accounted for 19.2 percent of its manufacturing output and represented 17.0 percent of its total manufacturing employment.
- Louisiana's exports of manufactured products were up by 20 percent between 1993 and 1996 (from \$2.4 billion in 1993 to \$2.9 billion in 1996).
- The five largest manufacturing sectors in terms of Louisiana's exports were: Chemical Products (\$863.7 million of exports in 1996), Industrial Machinery and Computers (\$526.7 million), Food Products (\$366.2 million), Petroleum and Coal Products (\$184.6) and Paper Products (\$147.5 million). These five sectors accounted for 42 percent of the state's total exports in 1996.
- Among Louisiana's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993   | 1996    | Change % |
|------------------------------------|--------|---------|----------|
| Petroleum and Coal Products        | \$75.1 | \$184.6 | 146%     |
| Electronic and Electric Equipment  | 107.6  | 138.3   | 29       |
| Industrial Machinery and Computers | 425.5  | 526.7   | 24       |
| Chemical Products                  | 711.5  | 863.7   | 21       |

- Louisiana is the country's 25th largest agricultural exporting state, shipping \$689 million in agricultural exports abroad in FY 1996. The largest export categories, cotton and linters, and rice, accounted for 56 percent of Louisiana's agricultural exports in FY 1996.
- Total exports from Louisiana to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from \$516.9 million in 1993 to \$751.0 million in 1996). During 1996, Canada was Louisiana's second largest export market, while Mexico was Louisiana's sixth largest export market. Exports to Canada were up by 28 percent (\$127 million), from \$450.0 million in 1993 to \$577.4 million in 1996. Louisiana's exports to Mexico were up by 160 percent (\$107 million), from \$66.9 million in 1993 to \$173.6 million in 1996.
- During 1996, Japan was Louisiana's largest export market. Total exports from Louisiana to Japan were up 42 percent (\$331 million), from \$784.3 million in 1993 to \$1.1 billion in 1996.
- Total exports from Louisiana to the European Union were up 52 percent (\$348 million), from \$669.6 million in 1993 to \$1.0 billion in 1996.

# MAINE STATE EXPORTS

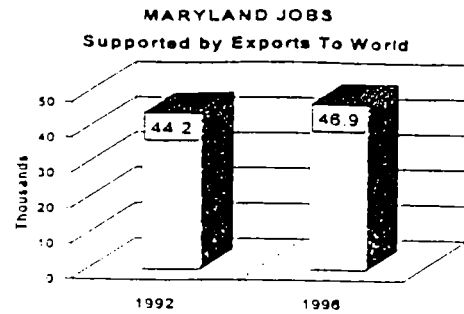
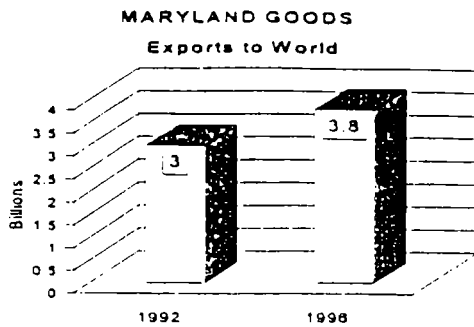


- Maine recorded goods exports totaling \$1.4 billion in 1996, up 28 percent (\$295 million) from 1992. During 1996, Maine was the 39th largest state exporter of goods.
- Maine's jobs supported by goods exports grew an estimated 7 percent (1,066 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Maine exports accounted for 20.9 percent of its manufacturing output and represented 18.1 percent of its total manufacturing employment.
- Maine's exports of manufactured products were up by 15 percent between 1993 and 1996 (from \$96.7 million in 1993 to \$1.1 billion in 1996).
- The five largest manufacturing sectors in terms of Maine's exports were: Paper Products (\$278.8 million of exports in 1996), Electronic and Electric Equipment (\$266.5 million), Lumber and Wood Products (\$124.2 million), Leather Products (\$81.2 million), and Industrial Machinery and Computers (\$81.0 million). These five sectors accounted for 61 percent of the state's total exports in 1996.
- Among Maine's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993   | 1996   | Change % |
|--------------------------------------|--------|--------|----------|
| Scientific and Measuring Instruments | \$14.4 | \$38.2 | 165%     |
| Transportation Equipment             | 34.5   | 70.9   | 106      |
| Paper Products                       | 160.2  | 278.8  | 74       |
| Industrial Machinery and Computers   | 63.7   | 81.0   | 27       |

- Maine is the country's 43rd largest agricultural exporting state, shipping \$36 million in agricultural exports abroad in FY 1996.
- Total exports from Maine to NAFTA countries increased by 29 percent between 1993 (pre-NAFTA) and 1996 (from \$431.9 million in 1993 to \$557.1 million in 1996). During 1996, Canada was Maine's largest export market, while Mexico was Maine's 16th largest export market. Exports to Canada were up by 35 percent (\$141 million), from \$402.4 million in 1993 to \$543.9 million in 1996. Maine's exports to Mexico were down by 55 percent (\$16 million), to \$13.2 million in 1996.
- During 1996, Japan was Maine's second largest export market. Total exports from Maine to Japan were up 46 percent (\$32 million), from \$70.4 million in 1993 to \$102.5 million in 1996.
- Total exports from Maine to the European Union were up 13 percent (\$24 million), from \$193.8 million in 1993 to \$218.2 million in 1996.

# MARYLAND STATE EXPORTS

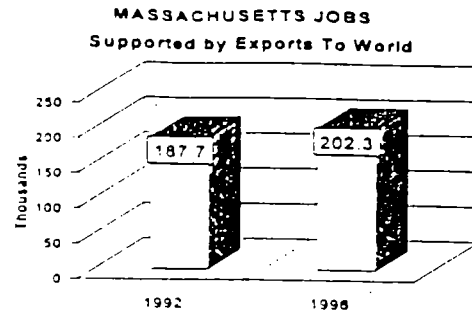
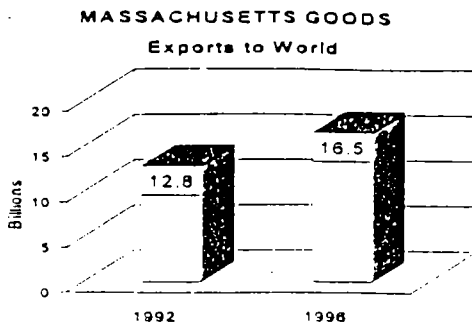


- Maryland recorded goods exports totaling \$3.8 billion in 1996, up 27 percent (\$0.8 billion) from 1992. During 1996, Maryland was the 30th largest state exporter of goods.
- Maryland's jobs supported by goods exports grew an estimated 6 percent (2,704 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Maryland's exports accounted for 16.7 percent of its manufacturing output and represented 15.6 percent of its total manufacturing employment.
- Maryland's exports of manufactured products were up by 29 percent between 1993 and 1996 (from \$2.6 billion in 1993 to \$3.3 billion in 1996).
- The five largest manufacturing sectors in terms of Maryland's exports were: Industrial Machinery and Computers (\$671.3 million of exports in 1996), Electronic and Electric Equipment (\$511.9 million), Chemical Products (\$421.0 million), Transportation Equipment (\$308.1 million), and Scientific and Measuring Instruments (\$275.6 million). These five sectors accounted for 57 percent of the state's total exports in 1996.
- Among Maryland's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993   | 1996    | Change % |
|------------------------------------|--------|---------|----------|
| Printing and Publishing            | \$80.6 | \$147.5 | 83%      |
| Food Products                      | 138.3  | 214.5   | 55       |
| Electronic and Electric Equipment  | 347.4  | 511.9   | 47       |
| Industrial Machinery and Computers | 510.2  | 671.3   | 32       |

- Maryland is the country's 35th largest agricultural exporting state, shipping \$247 million in agricultural exports abroad in FY 1996. The largest export categories, poultry, feed grains and soybeans, accounted for 80 percent of Maryland's agricultural exports in FY 1996.
- Total exports from Maryland to NAFTA countries decreased by 4 percent between 1993 (pre-NAFTA) and 1996 (from \$820.4 million in 1993 to \$791.1 million in 1996). During 1996, Canada was Maryland's largest export market, while Mexico was Maryland's fourth largest export market. Exports to Canada were down by 15 percent (\$108 million), to \$610.1 million in 1996. Maryland's exports to Mexico were up by 78 percent (\$79 million), from \$101.8 million in 1993 to \$180.9 million in 1996.
- During 1996, Japan was Maryland's fifth largest export market. Total exports from Maryland to Japan were up 7 percent (\$11 million), from \$167.3 million in 1993 to \$178.7 million in 1996.
- Total exports from Maryland to the European Union were up 30 percent (\$267 million), from \$890.0 million in 1993 to \$1.2 billion in 1996.

# MASSACHUSETTS STATE EXPORTS

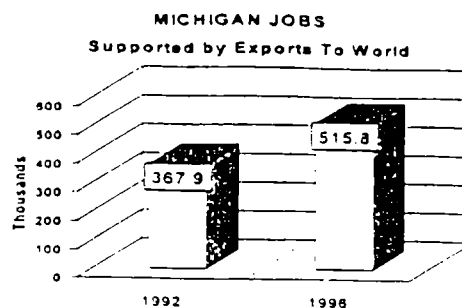
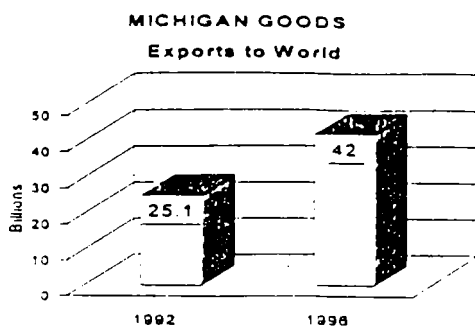


- Massachusetts recorded goods exports totaling \$16.5 billion in 1996, up 29 percent (\$3.7 billion) from 1992. During 1996, Massachusetts was the 11th largest state exporter of goods.
- Over 200 thousand Massachusetts' jobs were supported by goods exports during 1996. Massachusetts' jobs supported by goods exports grew an estimated 8 percent (14,538 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Massachusetts' exports accounted for 23.4 percent of its manufacturing output and represented 22.7 percent of its total manufacturing employment.
- Massachusetts' exports of manufactured products were up by 32 percent between 1993 and 1996 (from \$12.1 billion in 1993 to \$15.9 billion in 1996).
- The five largest manufacturing sectors in terms of Massachusetts' exports were: Industrial Machinery and Computers (\$4.9 billion of exports in 1996), Electronic and Electric Equipment (\$3.4 billion), Scientific and Measuring Instruments (\$2.6 billion), Chemical Products (\$1.1 billion), and Fabricated Metal Products (\$0.6 billion). These five sectors accounted for over 75 percent of the state's total exports in 1996.
- Among Massachusetts' fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Chemical Products                  | \$0.6 | \$1.1 | 83%      |
| Electronic and Electric Equipment  | 2.2   | 3.4   | 51       |
| Scientific and Measuring Equipment | 2.0   | 2.6   | 35       |
| Industrial Machinery and Computers | 3.9   | 4.9   | 26       |

- Massachusetts is the country's 45th largest agricultural exporting state, shipping \$29 million in agricultural exports abroad in FY 1996.
- Total exports from Massachusetts to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from \$3.4 billion in 1993 to \$4.2 billion in 1996). During 1996, Canada was Massachusetts' largest export market, while Mexico was Massachusetts' 12th largest export market. Exports to Canada were up by 26 percent (\$782 million), from \$3.0 billion in 1993 to \$3.8 billion in 1996. Massachusetts' exports to Mexico were up by 5 percent (\$20 million), from \$393 million in 1993 to \$414 million in 1996.
- During 1996, Japan was Massachusetts' second largest export market. Total exports from Massachusetts to Japan were up 60 percent (\$654 million), from \$1.1 billion in 1993 to \$1.8 billion in 1996.
- Total exports from Massachusetts to the European Union were up 24 percent (\$1.1 billion), from \$4.6 billion in 1993 to \$5.7 billion in 1996.

# MICHIGAN STATE EXPORTS

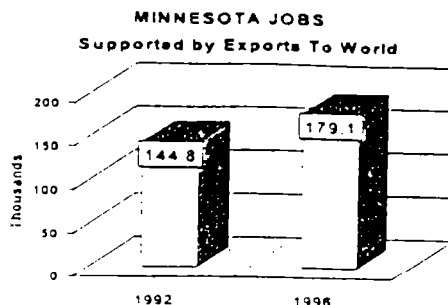
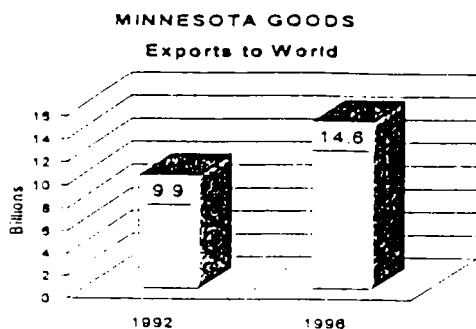


- Michigan recorded goods exports totaling \$42.0 billion in 1996, up 68 percent (\$17.0 billion) from 1992. During 1996, Michigan was the fourth largest state exporter of goods.
- Michigan's jobs supported by goods exports grew an estimated 40 percent (147,883 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Michigan's exports accounted for 19.1 percent of its manufacturing output and represented 20.4 percent of its total manufacturing employment.
- Michigan's exports of manufactured products were up by 41 percent between 1993 and 1996 (from \$29.3 billion in 1993 to \$41.3 billion in 1996).
- The five largest manufacturing sectors in terms of Michigan's exports were: Transportation Equipment (\$26.4 billion of exports in 1996), Industrial Machinery and Computers (\$4.6 billion), Electronic and Electric Equipment (\$1.9 billion), Chemical Products (\$1.8 billion), and Fabricated Metal Products (\$1.4 billion). These five sectors accounted for 86 percent of the state's total exports in 1996. The transportation sector alone accounted for nearly 63 percent of the state's total exports in 1996.
- Among Michigan's fastest growing manufactured exports (in billions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Chemical Products                    | \$1.0 | \$1.8 | 71%      |
| Scientific and Measuring Instruments | 0.5   | 0.8   | 60       |
| Transportation Equipment             | 17.3  | 26.4  | 53       |
| Industrial Machinery and Computers   | 3.0   | 4.6   | 51       |

- Michigan is the country's 18th largest agricultural exporting state, shipping \$1.2 billion in agricultural exports abroad or 2 percent of the U.S. total in FY 1996. Michigan's largest agriculture export categories, feed grains, soybeans, vegetables and wheat, accounted for over 70 percent of Michigan's agricultural exports in FY 1996.
- Total exports from Michigan to NAFTA countries increased by 40 percent between 1993 (pre-NAFTA) and 1996 (from \$21.0 billion in 1993 to \$29.3 billion in 1996). During 1996, Canada was Michigan's largest export market, while Mexico was Michigan's second largest export market. Exports to Canada were up by 56 percent (\$8.5 billion), from \$15.2 billion in 1993 to \$23.6 billion in 1996. Michigan's exports to Mexico were down by 2 percent (\$100 million), from \$5.8 billion in 1993 to \$5.7 billion in 1996.
- During 1996, Japan was Michigan's third largest export market. Total exports from Michigan to Japan were up nearly 68 percent (\$747 million), from \$1.1 billion in 1993 to \$1.9 billion in 1996.
- Total exports from Michigan to the European Union were up by 33 percent (\$1.1 billion), from \$3.3 billion in 1993 to \$4.4 billion in 1996.

# MINNESOTA STATE EXPORTS

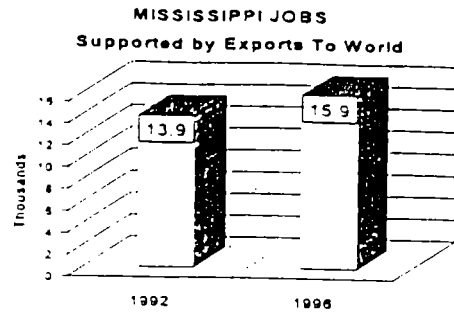
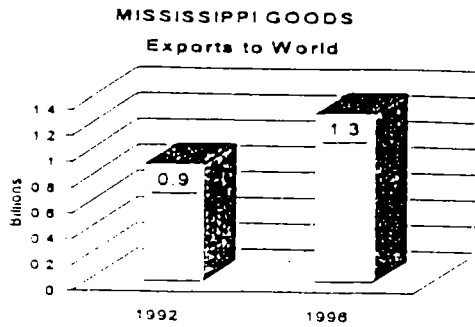


- Minnesota recorded goods exports totaling \$14.6 billion in 1996, up 48 percent (\$4.7 billion) from 1992. During 1996, Minnesota was the 12th largest state exporter of goods.
- Minnesota's jobs supported by goods exports grew an estimated 24 percent (34,292 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Minnesota exports accounted for 16.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.
- Minnesota's exports of manufactured products were up by 21 percent between 1993 and 1996 (from \$7.8 billion in 1993 to \$9.4 billion in 1996).
- The five largest manufacturing sectors in terms of Minnesota's exports were: Industrial Machinery and Computers (\$2.4 billion of exports in 1996), Food Products (\$1.9 billion), Scientific and Measuring Instruments (\$1.5 billion), Electronic and Electric Equipment (\$1.2 billion), and Transportation Equipment (\$0.8 billion). These five sectors accounted for 53 percent of the state's total exports in 1996.
- Among Minnesota fastest growing manufactured exports (in billions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Industrial Machinery and Computers   | \$1.8 | \$2.4 | 36%      |
| Scientific and Measuring Instruments | 1.1   | 1.5   | 34       |
| Electronic and Electric Equipment    | 0.9   | 1.2   | 25       |
| Transportation Equipment             | 0.6   | 0.8   | 23       |

- Minnesota is the country's seventh largest agricultural exporting state, shipping \$3.0 billion in agricultural exports abroad or 5% of the U.S. total in FY 1996. The largest export categories, feed grains, and soybeans, accounted for 63 percent of Minnesota's agricultural exports in FY 1996.
- Total exports from Minnesota to NAFTA countries increased by 51 percent between 1993 (pre-NAFTA) and 1996 (from \$2.6 billion in 1993 to \$3.9 billion in 1996). During 1996, Canada was Minnesota's largest export market, while Mexico was Minnesota's fourth largest export market. Exports to Canada were up by 29 percent (\$684 million), from \$2.3 billion in 1993 to \$3.0 billion in 1996. Minnesota's exports to Mexico were up by 252 percent (\$645 million), from \$256.3 million in 1993 to \$900.9 million in 1996.
- During 1996, Japan was Minnesota's second largest export market. Total exports from Minnesota to Japan were up 23 percent (\$200 million), from \$882.4 million in 1993 to \$1.1 billion in 1996.
- Total exports from Minnesota to the European Union were up 22 percent (\$763 million), from \$3.5 billion in 1993 to \$4.3 billion in 1996.

# MISSISSIPPI STATE EXPORTS

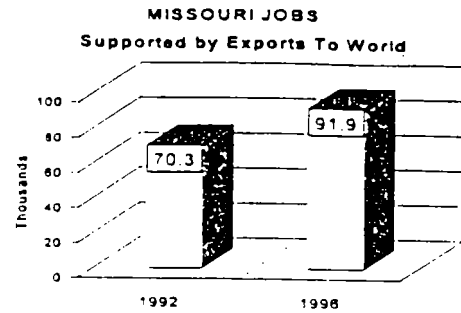
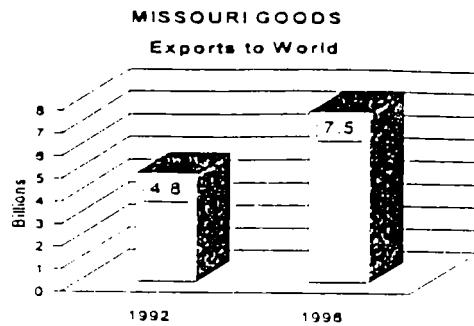


- Mississippi recorded goods exports totaling \$1.3 billion in 1996, up 37 percent (\$348.5 million) from 1992. During 1996, Mississippi was the 40th largest exporter of goods.
- Mississippi's jobs supported by goods exports grew an estimated 14 percent (1,992 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Mississippi exports accounted for 16.6 percent of its manufacturing output and represented 12.9 percent of its total manufacturing employment.
- Mississippi's exports of manufactured products were up by 39 percent between 1993 and 1996 (from 880.0 million in 1993 to \$1.2 billion in 1996).
- The five largest manufacturing sectors in terms of Mississippi's exports were: Electronic and Electric Equipment (\$170.4 million of exports in 1996), Food Products (\$162.5 million), Industrial Machinery and Computers (\$138.7 million), Paper Products (\$125.1 million) and Apparel Products (\$93.0 million). These five sectors accounted for 53 percent of the state's total exports in 1996.
- Among Mississippi's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993   | 1996    | Change % |
|------------------------------------|--------|---------|----------|
| Food Products                      | \$50.7 | \$162.5 | 220%     |
| Industrial Machinery and Computers | 93.3   | 138.7   | 49       |
| Electronic and Electric Equipment  | 127.7  | 170.4   | 33       |
| Paper Products                     | 111.5  | 125.1   | 12       |

- Mississippi is the country's 24th largest agricultural exporting state, shipping \$815 million in agricultural exports abroad in FY 1996. The largest export categories, cotton and linter, and poultry, accounted for 63 percent of Mississippi's agricultural exports in FY 1996.
- Total exports from Mississippi to NAFTA countries increased by 25 percent between 1993 (pre-NAFTA) and 1996 (from \$418.7 million in 1993 to \$521.7 million in 1996). During 1996, Canada was Mississippi's largest export market, while Mexico was Mississippi's third largest export market. Exports to Canada were up by 8 percent (\$33.1 million), from \$391.7 million in 1993 to \$424.8 million in 1996. Mississippi's exports to Mexico were up by 259 percent (\$69.9 million), from \$27.0 million in 1993 to \$96.9 million in 1996.
- During 1996, Japan was Mississippi's sixth largest export market. Total exports from Mississippi to Japan were up 36 percent (\$10.4 million), from \$29.2 million in 1993 to \$39.6 million in 1996.
- Total exports from Mississippi to the European Union were up 27 percent (\$46.9 million), from \$172.1 million in 1993 to \$219.0 million in 1996.

# MISSOURI STATE EXPORTS

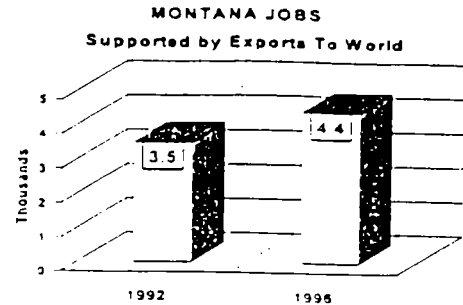
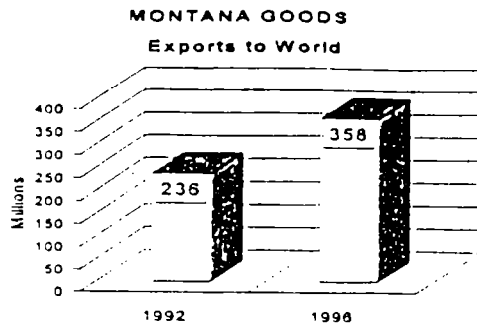


- Missouri recorded goods exports totaling \$7.5 billion in 1996, up 56 percent (\$2.7 billion) from 1992. During 1996, Missouri was the 23rd largest state exporter of goods.
- Missouri's jobs supported by goods exports grew an estimated 31 percent (21,612 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Missouri exports accounted for 15.1 percent of its manufacturing output and represented 15.3 percent of its total manufacturing employment.
- Missouri's exports of manufactured products were up by 38 percent between 1993 and 1996 (from \$4.3 billion in 1993 to \$6.0 billion in 1996).
- The five largest manufacturing sectors in terms of Missouri's exports were: Chemical Products (\$1.7 billion of exports in 1996), Transportation Equipment (\$1.1 billion), Industrial Machinery and Computer (\$724.8 million), Electronic and Electric Equipment (\$608.9 million), and Food Products (\$442.4 million). These five sectors accounted for 60 percent of the state's total exports in 1996.
- Among Missouri's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996      | Change % |
|------------------------------------|---------|-----------|----------|
| Transportation Equipment           | \$550.0 | \$1,052.7 | 91%      |
| Electronic and Electric Equipment  | 402.5   | 608.9     | 51       |
| Industrial Machinery and Computers | \$32.1  | 724.8     | 36       |
| Chemical Products                  | 1,395.7 | 1,679.3   | 20       |

- Missouri is the country's 15th largest agricultural exporting state, shipping \$1.3 billion in agricultural exports abroad or 2.2% of the U.S. total in FY 1996. The largest export categories, soybeans and feed grains, accounted for 57 percent of Missouri's agricultural exports in FY 1996.
- Total exports from Missouri to NAFTA countries increased by 36 percent between 1993 (pre-NAFTA) and 1996 (from \$1.9 billion in 1993 to \$2.6 billion in 1996). During 1996, Canada was Missouri's largest export market, while Mexico was Missouri's second largest export market. Exports to Canada were up by 7 percent (\$94.9 million), from \$1.4 billion in 1993 to \$1.5 billion in 1996. Missouri's exports to Mexico were up by 106 percent (\$610.8 million), from \$576.7 million in 1993 to \$1.2 billion in 1996.
- During 1996, Japan was Missouri's fifth largest export market. Total exports from Missouri to Japan were up 3 percent (\$9.2 million), from \$276.2 million in 1993 to \$285.4 million in 1996.
- Total exports from Missouri to the European Union were up 92 percent (\$939 million), from 1.0 billion in 1993 to \$2.0 billion in 1996.

# MONTANA STATE EXPORTS

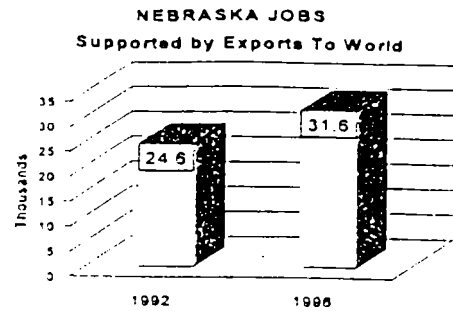
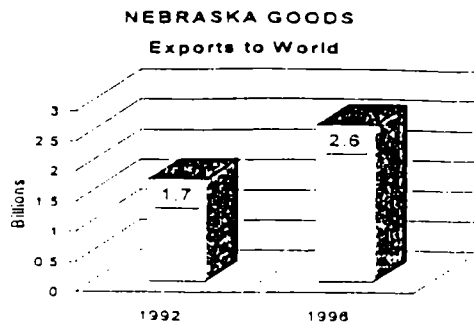


- Montana recorded goods exports totaling \$358.0 million in 1996, up 52 percent (\$122.0 million) from 1992. During 1996, Montana was the 48th largest state exporter of goods.
- Montana's jobs supported by goods exports grew an estimated 27 percent (929 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Montana exports accounted for 15.1 percent of its manufacturing output and represented 14.1 percent of its total manufacturing employment.
- Montana's exports of manufactured products were up by 37 percent between 1993 and 1996 (from \$199.4 million in 1993 to \$272.9 million in 1996).
- The five largest manufacturing sectors in terms of Montana's exports were: Primary Metal Industries (\$98.5 million of exports in 1996), Industrial Machinery and Computers (\$73.3 million), Chemical Products (\$17.1 million), Misc. Manufacturing Industries (\$14.6 million) and Lumber and Wood Products (\$14.2 million). These five sectors accounted for 61 percent of the state's total exports in 1996.
- Among Montana's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Electronic and Electric Equipment    | \$2.7 | \$7.5 | 178%     |
| Scientific and Measuring Instruments | 5.5   | 11.4  | 107      |
| Primary Metals                       | 49.3  | 98.5  | 100      |
| Industrial Machinery and Computers   | 46.6  | 73.3  | 57       |

- Montana is the country's 23rd largest agricultural exporting state, shipping \$850 million in agricultural exports abroad in FY 1996. The largest export category, wheat, accounted for 88 percent of Montana's agricultural exports in FY 1996.
- Total exports from Montana to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from \$167.7 million in 1993 to \$221.0 million in 1996). During 1996, Canada was Montana's largest export market, while Mexico was Montana's second largest export market. Exports to Canada were up by 5 percent (\$8.2 million), from \$165.9 million in 1993 to \$174.1 million in 1996. Montana's exports to Mexico were up over 2,400 percent (\$45.1 million), from \$1.8 million in 1993 to \$46.9 million in 1996.
- During 1996, Japan was Montana's fourth largest export market. Total exports from Montana to Japan were up 114 percent (\$11.4 million), from \$10.0 million in 1993 to \$21.4 million in 1996.
- Total exports from Montana the European Union were up 28 percent (\$18.3 million), from \$65.1 million in 1993 to \$83.3 million in 1996.

# NEBRASKA STATE EXPORTS

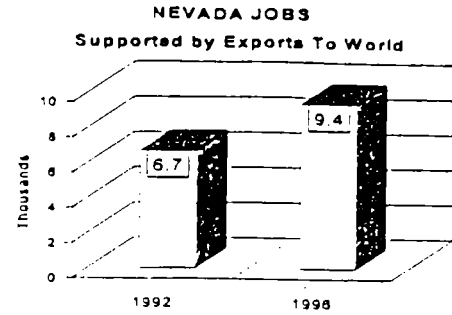
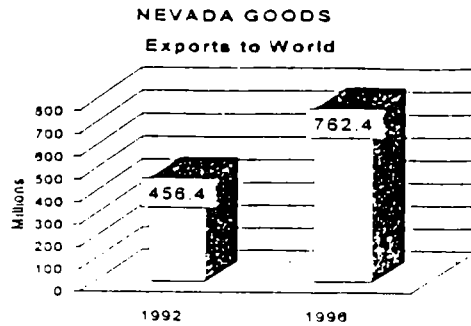


- Nebraska recorded goods exports totaling \$2.6 billion in 1996, up 54 percent (\$900.3 million) from 1992. During 1996, Nebraska was the 35th largest state exporter of goods.
- Nebraska's jobs supported by goods exports grew an estimated 29 percent (7,028 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Nebraska exports accounted for 13.1 percent of its manufacturing output and represented 13.7 percent of its total manufacturing employment.
- Nebraska's exports of manufactured products were up by 28 percent between 1993 and 1996 (from \$1.8 billion in 1993 to \$2.3 billion in 1996).
- The five largest manufacturing sectors in terms of Nebraska's exports were: Food Products (\$1.5 billion of exports in 1996), Industrial Machinery and Computers (\$206.1 million), Transportation Equipment (\$137.0 million), Electronic and Electric Equipment (\$135.0 million), and Leather Products (\$81.2 million). These five sectors accounted for 79 percent of the state's total exports in 1996.
- Among Nebraska fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Industrial Machinery and Computers | \$132.2 | \$206.1 | 56%      |
| Electronic and Electric Equipment  | 91.0    | 135.0   | 48       |
| Leather Products                   | 55.8    | 81.2    | 46       |
| Food Products                      | 1,144.0 | 1,478.5 | 29       |

- Nebraska is the country's fifth largest agricultural exporting state, shipping \$3.5 billion in agricultural exports abroad or 5.9% of the U.S. total in FY 1996. The largest export categories, feed grains and live animals and meat (excluding poultry), accounted for over 60 percent of Nebraska's agricultural exports in FY 1996.
- Total exports from Nebraska to NAFTA countries increased by 42 percent between 1993 (pre-NAFTA) and 1996 (from \$449.6 million in 1993 to \$640.4 million in 1996). During 1996, Canada was Nebraska's second largest export market, while Mexico was Nebraska's third largest export market. Exports to Canada were up by 21 percent (\$80.3 million), from \$385.1 million in 1993 to \$465.4 million in 1996. Nebraska's exports to Mexico were up by 171 percent (\$110.5 million), from \$64.5 million in 1993 to \$175.0 million in 1996.
- During 1996, Japan was Nebraska's largest export market. Total exports from Nebraska to Japan were up 21 percent (\$192.9 million), from \$939.6 million in 1993 to \$1.1 billion in 1996.
- Total exports from Nebraska to the European Union were up 18 percent (\$38.2 million), from \$209.2 million in 1993 to \$247.4 million in 1996.

# NEVADA STATE EXPORTS

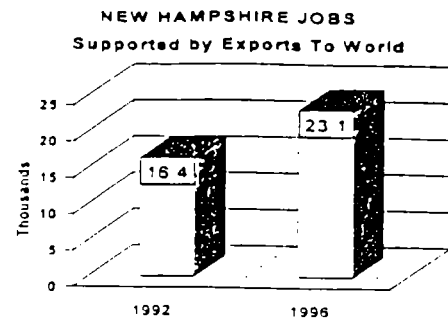
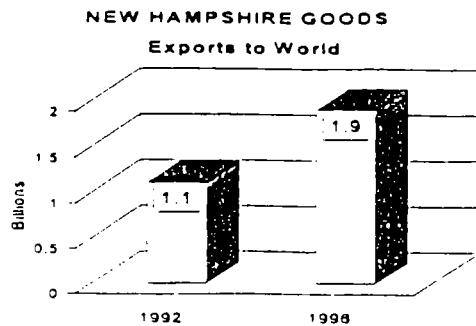


- Nevada recorded goods exports totaling \$762.4 million in 1996, up 67 percent (\$306.0 million) from 1992. During 1996, Nevada was the 45th largest state exporter of goods.
- Nevada's jobs supported by goods exports grew an estimated 40 percent (2,685 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Nevada exports accounted for 15.6 percent of its manufacturing output and represented 15.2 percent of its total manufacturing employment.
- Nevada's exports of manufactured products were up by 29 percent between 1993 and 1996 (from \$540.6 million in 1993 to \$698.3 million in 1996).
- The five largest manufacturing sectors in terms of Nevada's exports were: Miscellaneous Manufacturing Industries (\$186.8 million of exports in 1996), Electronic and Electric Equipment (\$106.0 million), Industrial Machinery and Computers (\$100.1 million), Scientific and Measuring Instruments (\$74.6 million) and Transportation Equipment (\$63.3 million). These five sectors accounted for nearly 70 percent of the state's total exports in 1996.
- Among Nevada's fastest growing manufactured exports (in millions) were:

| Sector                                 | 1993   | 1996   | Change % |
|----------------------------------------|--------|--------|----------|
| Transportation Equipment               | \$20.1 | \$63.3 | 214%     |
| Miscellaneous Manufacturing Industries | 71.7   | 186.8  | 161      |
| Electronic and Electric Equipment      | 49.9   | 106.0  | 112      |
| Industrial Machinery and Computers     | 62.4   | 100.1  | 60       |

- Nevada is the country's 46th largest agricultural exporting state, shipping \$9.8 million in agricultural exports abroad in FY 1996.
- Total exports from Nevada to NAFTA countries increased by 93 percent between 1993 (pre-NAFTA) and 1996 (from \$161.7 million in 1993 to \$311.5 million in 1996). During 1996, Canada was Nevada's largest export market, while Mexico was Nevada's 15th largest export market. Exports to Canada were up by 104 percent (\$153.9 million), from \$148.0 million in 1993 to \$301.9 million in 1996. Nevada's exports to Mexico were down by 30 percent (\$4.2 million), to \$9.6 million in 1996.
- During 1996, Japan was Nevada's second largest export market. Total exports from Nevada to Japan were up 189 percent (\$54.1 million), from \$28.6 million in 1993 to \$82.7 million in 1996.
- Total exports from Nevada to the European Union were up 62 percent (\$46.4 million), from \$74.6 million in 1993 to \$121.0 million in 1996.

# NEW HAMPSHIRE STATE EXPORTS

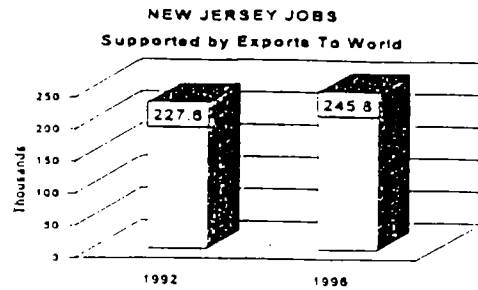
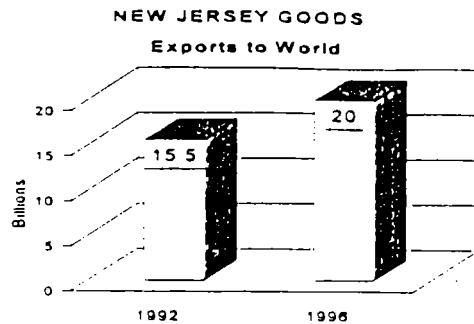


- New Hampshire recorded goods exports totaling \$1.9 billion in 1996, up 68 percent (\$766 million) from 1992. During 1996, New Hampshire was the 37th largest state exporter of goods.
- New Hampshire's jobs supported by goods exports grew an estimated 41 percent (6,708 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, New Hampshire exports accounted for 22.1 percent of its manufacturing output and represented 21.2 percent of its total manufacturing employment.
- New Hampshire's exports of manufactured products were up by 48 percent between 1993 and 1996 (from \$1.2 billion in 1993 to \$1.8 million in 1996).
- The five largest manufacturing sectors in terms of New Hampshire's exports were: Industrial Machinery and Computers (\$586.3 million of exports in 1996), Electronic and Electric Equipment (\$275.0 million), Leather and Leather Products (\$181.1 million), Transportation Equipment (\$164.8 million), and Scientific and Measuring Instruments (\$142.4 million). These five sectors accounted for over 71 percent of the state's total exports in 1996.
- Among New Hampshire's fastest growing manufactured exports (in-millions) were:

| Sector                               | 1993   | 1996    | Change % |
|--------------------------------------|--------|---------|----------|
| Transportation Equipment             | \$52.9 | \$164.8 | 212%     |
| Leather Products                     | 68.8   | 181.1   | 163      |
| Electronic and Electric Equipment    | 130.7  | 275.0   | 111      |
| Scientific and Measuring Instruments | 105.9  | 142.4   | 34       |

- New Hampshire is the country's 49th largest agricultural exporting state, shipping \$900 thousand in agricultural exports abroad in FY 1996.
- Total exports from New Hampshire to NAFTA countries increased by 49 percent between 1993 (pre-NAFTA) and 1996 (from \$508.2 million in 1993 to \$757.3 million in 1996). During 1996, Canada was New Hampshire's largest export market, while Mexico was New Hampshire's 6th largest export market. Exports to Canada were up by 48 percent (\$222.2 million) from \$467.3 million in 1993 to \$689.5 million in 1996. New Hampshire's exports to Mexico were up by 66 percent (\$26.9 million), from \$40.8 million in 1993 to \$67.7 million in 1996.
- During 1996, Japan was New Hampshire's fifth largest export market. Total exports from New Hampshire to Japan were up 41 percent (\$25.0 million), from \$60.4 million in 1993 to \$85.3 million in 1996.
- Total exports from New Hampshire to the European Union were up 62 percent (\$204.1 million), from \$329.8 million in 1993 to \$533.8 million in 1996.

# NEW JERSEY STATE EXPORTS

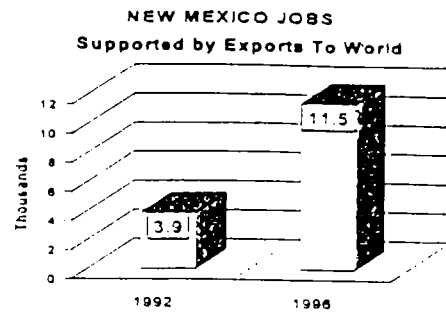


- New Jersey recorded goods exports totaling \$20.0 billion in 1996, up 29 percent (\$4.5 billion) from 1992. During 1996, New Jersey was the ninth largest state exporter of goods.
- New Jersey's jobs supported by goods exports grew an estimated 8 percent (18,264 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, New Jersey's exports accounted for 15.2 percent of its manufacturing output and represented 17.3 percent of its total manufacturing employment.
- New Jersey's exports of manufactured products were up by 27 percent between 1993 and 1996 (from \$14.8 billion in 1993 to \$18.8 billion in 1996).
- The five largest manufacturing sectors in terms of New Jersey's exports were: Chemical Products (\$5.2 billion of exports in 1996), Electronic and Electric Equipment (\$2.8 billion), Industrial Machinery and Computers (\$2.0 billion), Transportation Equipment (\$1.7 billion), and Scientific and Measuring Instruments (\$1.5 billion). These five sectors accounted for 66 percent of the state's total exports in 1996.
- Among New Jersey's fastest growing manufactured exports (in billions) were:

| Sector                              | 1993  | 1996  | Change % |
|-------------------------------------|-------|-------|----------|
| Transportation Equipment            | \$1.2 | \$1.7 | 43%      |
| Chemical Products                   | 3.8   | 5.2   | 37       |
| Food Products                       | 1.0   | 1.2   | 27       |
| Electronic and Electric Instruments | 2.3   | 2.8   | 19       |

- New Jersey is the country's 37th largest agricultural exporting state, shipping \$142 million in agricultural exports abroad in FY 1996. New Jersey's largest agriculture export category, miscellaneous products (mainly confectionery, nursery and greenhouse, essential oils, beverages, and other miscellaneous animal and vegetable products), accounted for 65 percent of New Jersey's agricultural exports in FY 1996.
- Total exports from New Jersey to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from \$3.6 billion in 1993 to \$4.4 billion in 1996). During 1996, Canada was New Jersey's largest export market, while Mexico was New Jersey's eighth largest export market. Exports to Canada were up by 32 percent (\$886 million), from \$2.8 billion in 1993 to \$3.6 billion in 1996. New Jersey's exports to Mexico were down by 14 percent (\$121 million), to \$737 million in 1996.
- During 1996, Japan was New Jersey's second largest export market. Total exports from New Jersey to Japan were up 39 percent (\$458 million), from \$1.2 billion in 1993 to \$1.6 billion in 1996.
- Total exports from New Jersey to the European Union were up 15 percent (\$639 million), from \$4.2 billion in 1993 to \$4.8 billion in 1996.

# NEW MEXICO STATE EXPORTS

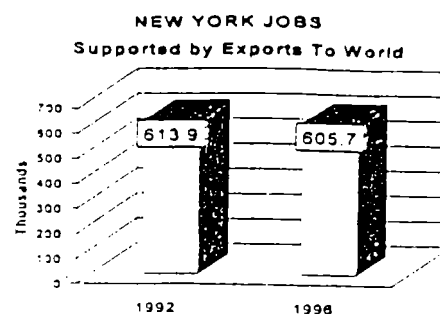
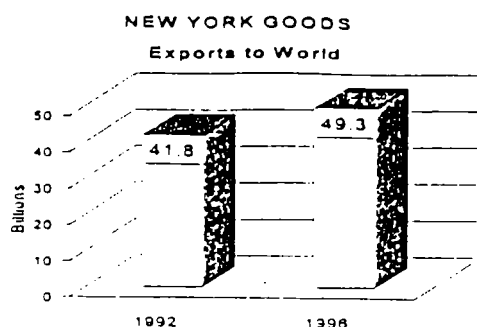


- New Mexico recorded goods exports totaling \$935.1 million in 1996, up 252 percent (\$669.5 million) from 1992. During 1996, New Mexico was the 43th largest state exporter of goods.
- New Mexico's jobs supported by goods exports grew an estimated 194 percent (7,579 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, New Mexico exports accounted for 20.7 percent of its manufacturing output and represented 14.5 percent of its total manufacturing employment.
- New Mexico's exports of manufactured products were up by 1,131 percent between 1993 and 1996 (from \$393.8 million in 1993 to \$908.9 million in 1996).
- The five largest manufacturing sectors in terms of New Mexico's exports were: Electronic and Electric Equipment (\$696.8 million of exports in 1996), Petroleum and Coal Products (\$54.2 million), Industrial Machinery and Computers (\$42.1 million), Scientific and Measuring Instruments (\$30.5 million), and Chemical Products (\$28.3 million). These five sectors accounted for over 91 percent of the state's total exports in 1996.
- Among New Mexico's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Textile Products                     | \$0.3 | \$4.4 | 1,168%   |
| Electronic and Electric Equipment    | 129.3 | 696.8 | 439      |
| Transportation Equipment             | 11.6  | 30.5  | 163      |
| Scientific and Measuring Instruments | 19.0  | 28.3  | 49       |

- New Mexico is the country's 40th largest agricultural exporting state, shipping \$75 million in agricultural exports abroad in FY 1996.
- Total exports from New Mexico to NAFTA countries decreased by 5 percent between 1993 (pre-NAFTA) and 1996 (from \$165.2 million in 1993 to \$156.4 million in 1996). During 1996, Mexico was New Mexico's third largest export market, while Canada was New Mexico's fifth largest export market. Exports to Mexico were down by 6 percent (\$6.7 million), to \$101.8 million in 1996. New Mexico's exports to Canada were down by 4 percent (\$2.1 million), to \$54.6 million in 1996.
- During 1996, Japan was New Mexico's seventh largest export market. Total exports from New Mexico to Japan were up 28 percent (\$10.1 million), from \$36.0 billion in 1993 to \$46.0 million in 1996.
- Total exports from New Mexico the European Union were up 32 percent (\$25.4 million), from \$79.4 million in 1993 to \$104.8 million in 1996.

# NEW YORK STATE EXPORTS

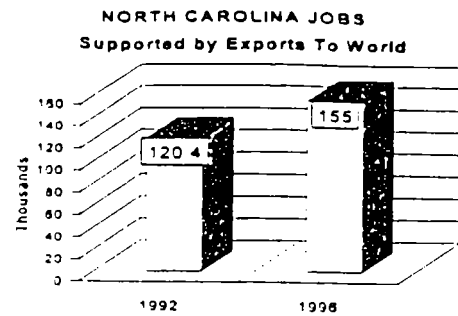
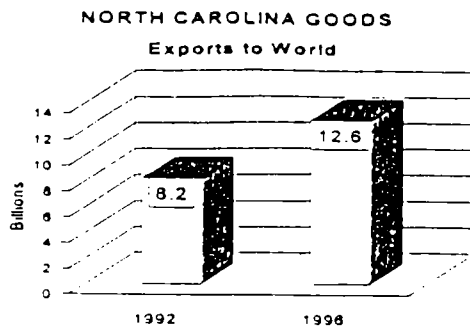


- New York recorded goods exports totaling \$49.3 billion in 1996, up 18 percent (\$7.5 billion) from 1992. During 1996, New York was the third largest state exporter of goods.
- New York's jobs supported by goods exports declined an estimated 1 percent (8,202 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, New York exports accounted for 18.6 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.
- New York's exports of manufactured products were up by 11 percent between 1993 and 1996 (from \$38.5 billion in 1993 to \$42.8 billion in 1996).
- The five largest manufacturing sectors in terms of New York's exports were: Primary Metal Industries (\$6.7 billion of exports in 1996), Industrial Machinery and Computers (\$6.3 billion), Scientific and Measuring Instruments (\$4.5 billion), Transportation Equipment (\$4.5 billion), and Electronic and Electric Equipment (\$3.8 billion). These five sectors accounted for over half of the state's total exports in 1995.
- Among New York's fastest growing manufactured exports (in billions) were:

| Sector                               | 1993  | 1996  | Change % |
|--------------------------------------|-------|-------|----------|
| Paper Products                       | \$1.3 | \$1.7 | 34%      |
| Scientific and Measuring Instruments | 3.5   | 4.5   | 31       |
| Industrial Machinery and Computers   | 5.0   | 6.3   | 25       |
| Electronic and Electric Equipment    | 3.2   | 3.8   | 18       |

- New York is the country's 33rd largest agricultural exporting state, shipping \$396 million in agricultural exports abroad in FY 1996. The largest export categories, feed grain, miscellaneous products (mainly confectionery, nursery and greenhouse, essential oils, beverages, and other miscellaneous animal and vegetable products), vegetables and fruits, accounted for 76 percent of New York's agricultural exports in FY 1996.
- Total exports from New York to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from \$8.4 billion in 1993 to \$11.1 billion in 1996). During 1996, Canada was New York's largest export market, while Mexico was New York's ninth largest export market. Exports to Canada were up by 36 percent (\$2.5 billion), from \$7.1 billion in 1993 to \$9.6 billion in 1996. New York's exports to Mexico were up by 10 percent (\$126 million), from \$1.3 billion in 1992 to \$1.5 billion in 1996.
- During 1996, Japan was New York's second largest export market. Total exports from New York to Japan were up 21 percent (\$1.0 billion), from \$4.7 billion in 1993 to \$5.7 billion in 1996.
- Total exports from New York to the European Union were down 9 percent (\$1.0 billion), to \$11.1 billion in 1996.

# NORTH CAROLINA STATE EXPORTS

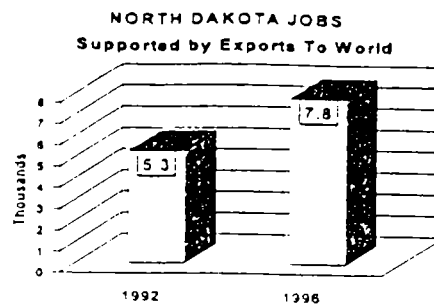
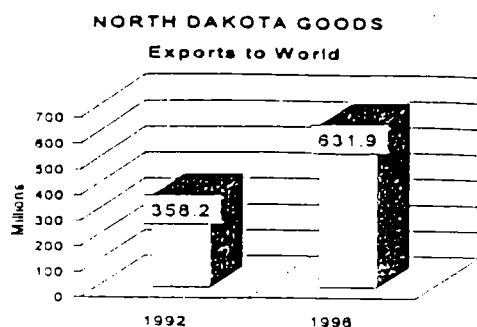


- North Carolina recorded goods exports totaling \$12.6 billion in 1996, up 54 percent (\$4.4 billion) from 1992. During 1996 North Carolina was the 15th largest state exporter of goods.
- North Carolina's jobs supported by goods exports grew an estimated 29 percent (34,619 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, North Carolina exports accounted for 17.5 percent of its manufacturing output and represented 15.2 percent of its total manufacturing employment.
- North Carolina's exports of manufactured products were up by 50 percent between 1993 and 1996 (from \$7.8 billion in 1993 to \$11.8 billion in 1996).
- The five largest manufacturing sectors in terms of North Carolina exports were: Industrial Machinery and Computers (\$2.2 billion of exports in 1996), Chemical Products (\$1.7 billion), Electronic and Electric Equipment (\$1.5 billion), Apparel Products (\$1.3 billion), and Textile Mill Products (\$1.1 billion). These five sectors accounted for 62 percent of the state's total exports in 1996.
- Among North Carolina's fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996 | Change % |
|------------------------------------|-------|------|----------|
| Apparel Products                   | \$0.6 | 1.3  | 112%     |
| Industrial Machinery and Computers | 1.2   | 2.2  | 77       |
| Chemical Products                  | 1.1   | 1.7  | 64       |
| Textile Mill Products              | 0.7   | 1.1  | 61       |

- North Carolina is the country's 13th largest agricultural exporting state, shipping \$1.4 billion in agricultural exports abroad or 2.4% of the U.S. total in FY 1996. The largest export categories, tobacco and poultry, accounted for 61 percent of North Carolina's agricultural exports in FY 1996.
- Total exports from North Carolina to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from \$3.0 billion in 1993 to \$5.0 billion in 1996). During 1996, Canada was North Carolina's largest export market, while Mexico was North Carolina's second largest export market. Exports to Canada were up by 53 percent (\$1.4 billion), from \$2.6 billion in 1993 to \$3.9 billion in 1996. North Carolina's exports to Mexico were up by 158 percent (\$629.0 million), from \$398 million in 1993 to \$1.0 billion in 1996.
- During 1996, Japan was North Carolina's third largest export market. Total exports from North Carolina to Japan were up 15 percent (\$113.6 million), from \$742.9 million in 1993 to \$856.5 million in 1996.
- Total exports from North Carolina to the European Union were up 36 percent (\$717 million), from \$2.0 billion in 1993 to \$2.7 billion in 1996.

# NORTH DAKOTA STATE EXPORTS

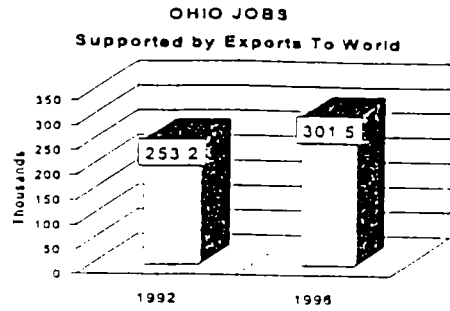
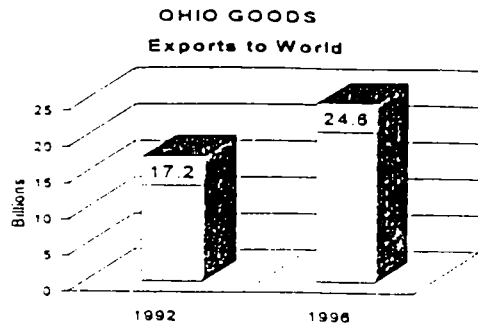


- North Dakota recorded goods exports totaling \$631.9 million in 1996, up an estimated 76 percent (\$273.7 million) from 1992. During 1996, North Dakota was the 46th largest state exporter of goods.
- North Dakota's jobs supported by goods exports grew an estimated 47 percent (2,498 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, North Dakota exports accounted for 14.4 percent of its manufacturing output and represented 12.2 percent of its total manufacturing employment.
- North Dakota's exports of manufactured products were up by 49 percent between 1993 and 1996 (from \$348.0 million in 1993 to \$517.9 million in 1996).
- The five largest manufacturing sectors in terms of North Dakota's exports were: Industrial Machinery and Computers (\$266.7 million of exports in 1996), Transportation Equipment (\$116.2 million), Food Products (\$78.7 million), Chemical Products (\$16.6 million), and Electronic and Electric Equipment (\$10.0 million). These five sectors accounted for 77 percent of the state's total exports in 1996.
- Among North Dakota's fastest growing manufactured exports (in millions) were:

| Sector                             | 1993   | 1996   | Change % |
|------------------------------------|--------|--------|----------|
| Food Products                      | \$24.2 | \$78.7 | 225%     |
| Chemical Products                  | 10.7   | 16.6   | 55       |
| Transportation Equipment           | 80.0   | 116.2  | 45       |
| Industrial Machinery and Computers | 187.0  | 266.7  | 43       |

- North Dakota is the country's 10th largest agricultural exporting state, shipping \$1.7 billion in agricultural exports abroad or 2.9% of the U.S. total in FY 1996. The largest export category, wheat, accounted for 68 percent of North Dakota's agricultural exports in FY 1996.
- Total exports from North Dakota to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from \$301.1 million in 1993 to \$435.2 million in 1996). During 1996, Canada was North Dakota's largest export market, while Mexico was North Dakota's fourth largest export market. Exports to Canada were up by 42 percent (\$123.8 million), from \$298.1 million in 1993 to \$421.9 million in 1996. North Dakota's exports to Mexico were up by 340 percent (\$10.3 million), from \$3.0 million in 1993 to \$13.3 million in 1996.
- During 1996, Japan was North Dakota 10th largest export market. Total exports from North Dakota to Japan were up 25 percent (\$1.3 million), from \$4.9 million in 1993 to \$6.2 million in 1996.
- Total exports from North Dakota the European Union were up 41 percent (\$39.2 million), from \$95.7 million in 1993 to \$134.9 million in 1996.

# OHIO STATE EXPORTS

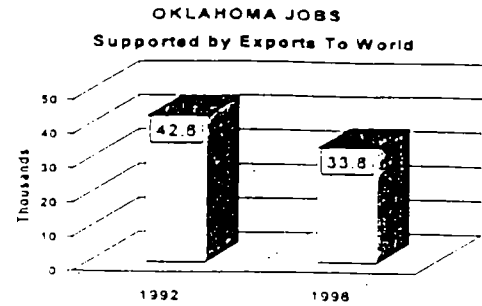
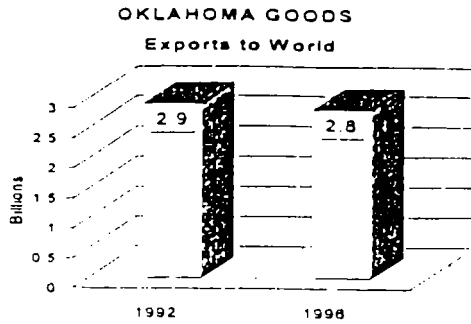


- Ohio recorded goods exports totaling \$24.6 billion in 1996, up 42 percent (\$7.3 billion) from 1992. During 1996, Ohio was the seventh largest state exporter of goods.
- Ohio's jobs supported by goods exports grew an estimated 19 percent (48,258 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Ohio exports accounted for 20.5 percent of its manufacturing output and represented 20.0 percent of its total manufacturing employment.
- Ohio's exports of manufactured products were up by 25 percent between 1993 and 1996 (from \$18.7 billion in 1993 to \$23.5 billion in 1996).
- The five largest manufacturing sectors in terms of Ohio's exports were: Transportation Equipment (\$5.7 billion of exports in 1996), Industrial Machinery and Computers (\$5.3 billion), Chemical Products (\$3.2 billion), Electronic and Electric Equipment (\$2.0 billion), and Metal Products (\$1.4 billion). These five sectors accounted for over 71 percent of the state's total exports in 1996.
- Among Ohio's fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Primary Metals                     | \$0.7 | \$1.0 | 52%      |
| Fabricated Metal Products          | 0.9   | 1.4   | 45       |
| Industrial Machinery and Computers | 4.0   | 5.3   | 34       |
| Chemical Products                  | 2.4   | 3.2   | 34       |

- Ohio is the country's 12th largest agricultural exporting state, shipping \$1.6 billion in agricultural exports abroad or 2.7% of the U.S. total in FY 1996. The largest export categories, soybeans and feed grains, accounted for 68 percent of Ohio's agricultural exports in FY 1996.
- Total exports from Ohio to NAFTA countries increased by 22 percent between 1993 (pre-NAFTA) and 1996 (from \$9.7 billion in 1993 to \$11.8 billion in 1996). During 1996, Canada was Ohio's largest export market, while Mexico was Ohio's second largest export market. Exports to Canada were up by 19 percent (\$1.7 billion) from \$8.6 billion in 1993 to \$10.3 billion in 1996. Ohio's exports to Mexico were up by 45 percent (\$462 million), from \$1.0 billion in 1993 to \$1.5 billion in 1996.
- During 1996, Japan was Ohio's fourth largest export market. Total exports from Ohio to Japan were up 46 percent (\$416 million), from \$902.9 million in 1993 to \$1.3 billion in 1996.
- Total exports from Ohio to the European Union were up 16 percent (\$703 million), from \$4.5 billion in 1993 to \$5.2 billion in 1996.

# OKLAHOMA STATE EXPORTS

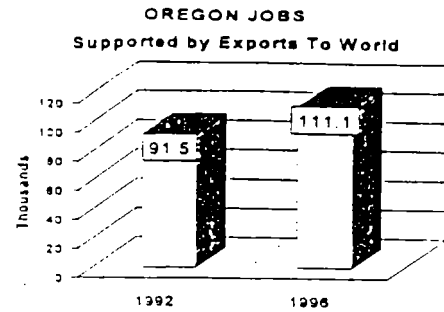
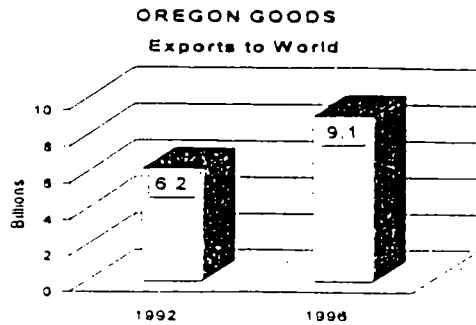


- Oklahoma recorded goods exports totaling \$2.8 billion in 1996, down 5 percent (\$151 million) from 1992. During 1996, Oklahoma was the 33rd largest state exporter of goods.
- Nearly 34 thousand Oklahoma jobs were supported by goods exports during 1996. However, Oklahoma's jobs supported by goods exports declined an estimated 21 percent (8,832 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Oklahoma's exports accounted for 14.9 percent of its manufacturing output and represented 16.0 percent of its total manufacturing employment.
- Oklahoma's exports of manufactured products were up by 13 percent between 1993 and 1996 (from \$2.2 billion in 1993 to \$2.5 billion in 1996).
- The five largest manufacturing sectors in terms of Oklahoma's exports were: Industrial Machinery and Computers (\$887 million of exports in 1996), Chemical Products (\$326 million), Transportation Equipment (\$253 million), Electronic and Electric Equipment (\$224 million), and Fabricated Metal Products (\$206 million). These five sectors accounted for 69 percent of the state's total exports in 1996.
- Among Oklahoma's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993    | 1996    | Change % |
|--------------------------------------|---------|---------|----------|
| Chemical Products                    | \$145.5 | \$326.1 | 124%     |
| Primary Metal Industries             | 83.3    | 107.4   | 29       |
| Fabricated Metal Products            | 160.2   | 205.9   | 29       |
| Scientific and Measuring Instruments | 101.4   | 124.8   | 23       |

- Oklahoma is the country's 31th largest agricultural exporting state, shipping \$475 million in agricultural exports abroad in FY 1996. Oklahoma's largest agriculture export category, wheat, accounted for 65 percent of Oklahoma's agricultural exports in FY 1996.
- Total exports from Oklahoma to NAFTA countries increased by 14 percent between 1993 (pre-NAFTA) and 1996 (from \$724 million in 1993 to \$824 million in 1996). During 1996, Canada was Oklahoma's largest export market, while Mexico was Oklahoma's third largest export market. Exports to Canada were up by 14 percent (\$77 million), from \$554 million in 1993 to \$631 million in 1996. Oklahoma's exports to Mexico were up by 13 percent (\$22 million), from \$170 million in 1993 to \$192 million in 1996.
- During 1996, Japan was Oklahoma's second largest export market. Total exports from Oklahoma to Japan were up 66 percent (\$82 million), from \$123 million in 1993 to \$205 million in 1996.
- Total exports from Oklahoma to the European Union were up 10 percent (\$47 million), from \$478 million in 1993 to \$525 million in 1996.

# OREGON STATE EXPORTS

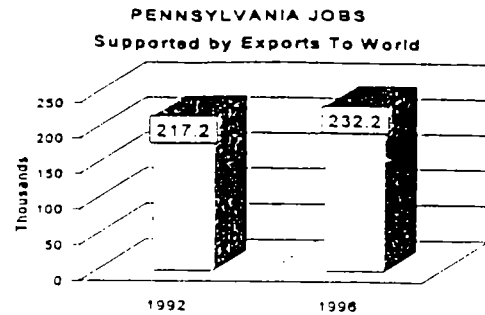
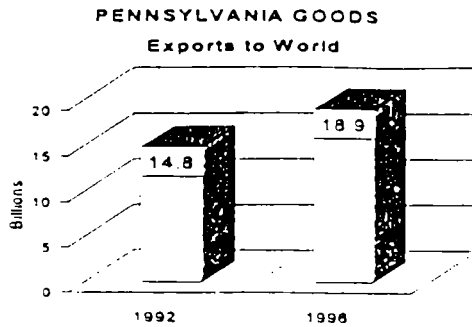


- Oregon recorded goods exports totaling \$9.1 billion in 1996, up 45 percent (\$2.8 billion) from 1992. During 1996, Oregon was the 22nd largest state exporter of goods.
- Oregon's jobs supported by goods exports grew an estimated 22 percent (19,630 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Oregon exports accounted for 23.1 percent of its manufacturing output and represented 20.9 percent of its total manufacturing employment.
- Oregon's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$4.2 billion in 1993 to \$5.5 billion in 1996).
- The five largest manufacturing sectors in terms of Oregon's exports were: Electronic and Electric Equipment (\$1.7 billion of exports in 1996), Industrial Machinery and Computers (\$1.4 billion), Lumber and Wood Products (\$563.2 million), Transportation Equipment (\$477.7 million), and Paper Products (\$309.8). These five sectors accounted for 49 percent of the state's total exports in 1996.
- Among Oregon fastest growing manufactured exports (in millions) were:

| Sector                             | 1993    | 1996    | Change % |
|------------------------------------|---------|---------|----------|
| Paper Products                     | \$115.9 | \$309.8 | 167%     |
| Electronic and Electric Equipment  | 664.0   | 1,700.0 | 156      |
| Industrial Machinery and Computers | 1,084.2 | 1,412.8 | 30       |
| Transportation Equipment           | 390.9   | 477.7   | 22       |

- Oregon is the country's 26th largest agricultural exporting state, shipping \$686 million in agricultural exports abroad in FY 1996. The largest export categories, wheat and vegetables, accounted for 57 percent of Oregon's agricultural exports in FY 1996.
- Total exports from Oregon to NAFTA countries increased by 3 percent between 1993 (pre-NAFTA) and 1996 (from \$1.10 billion in 1993 to \$1.13 billion in 1996). During 1996 Canada was Oregon's third largest export market, while Mexico was Oregon's 22nd largest export market. Exports to Canada were up by 9 percent (\$90.4 million), from \$985.9 million in 1993 to \$1.1 billion in 1996. Oregon's exports to Mexico were down by 52 percent (\$59 million), to \$55.0 million in 1996.
- During 1996, Japan was Oregon's largest export market. Total exports from Oregon to Japan were up 19 percent (\$246 million), from \$1.3 billion in 1993 to \$1.6 billion in 1996.
- Total exports from Oregon to the European Union were down 11 percent (\$128.8 million), from \$1.1 billion in 1993 to \$1.0 billion in 1996.

# PENNSYLVANIA STATE EXPORTS

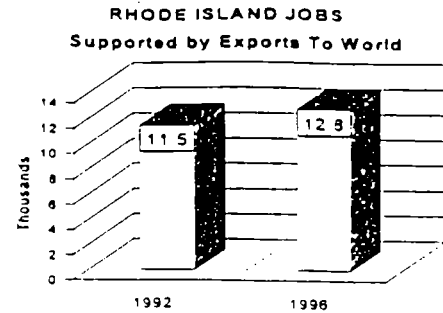
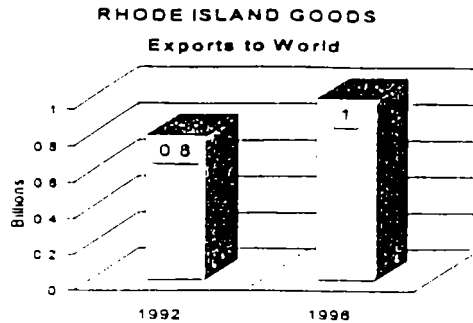


- Pennsylvania recorded goods exports totaling \$18.9 billion in 1996, up 28 percent (\$4.1 billion) from 1992. During 1996, Pennsylvania was the 10th largest state exporter of goods.
- Pennsylvania's jobs supported by goods exports grew an estimated 7 percent (15,059 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Pennsylvania's exports accounted for 16.8 percent of its manufacturing output and represented 17.7 percent of its total manufacturing employment.
- Pennsylvania's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$13.6 billion in 1993 to \$17.8 billion in 1996).
- The five largest manufacturing sectors in terms of Pennsylvania's exports were: Chemical Products (\$3.6 billion of exports in 1996), Industrial Machinery and Computers (\$3.4 billion), Electronic and Electric Equipment (\$2.6 billion), Primary Metal Industries (\$1.6 billion), and Transportation Equipment (\$1.2 billion). These five sectors accounted for 66 percent of the state's total exports in 1996.
- Among Pennsylvania's fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Primary Metal Industries           | \$1.0 | \$1.6 | 66%      |
| Chemical Products                  | 2.6   | 3.5   | 36       |
| Industrial Machinery and Computers | 2.5   | 3.4   | 36       |
| Electronic and Electric Equipment  | 2.0   | 2.6   | 31       |

- Pennsylvania is the country's 27th largest agricultural exporting state, shipping \$557 million in agricultural exports abroad in FY 1996. The three largest export categories, Live Animals and Meat (excluding poultry), Poultry and Other Products (mainly confectionery, nursery and greenhouse, essential oils, beverages, or other miscellaneous animal and vegetable products), accounted for 57 percent of Pennsylvania's agricultural exports in FY 1996.
- Total exports from Pennsylvania to NAFTA countries increased by 19 percent between 1993 (pre-NAFTA) and 1996 (from \$5.2 billion in 1993 to \$6.1 billion in 1996). During 1996, Canada was Pennsylvania's largest export market, while Mexico was Pennsylvania's fourth largest export market. Exports to Canada were up by 16 percent (\$709 million), from \$4.5 billion in 1993 to \$5.2 billion in 1995. Pennsylvania's exports to Mexico were up by 36 percent (\$254 million), from \$710 million to \$964 million in 1996.
- During 1996, Japan was Pennsylvania's third largest export market. Total exports from Pennsylvania to Japan were up 32 percent (\$284 million), from \$893 million in 1993 to \$1.2 billion in 1996.
- Total exports from Pennsylvania to the European Union were up 43 percent (\$1.4 billion), to \$4.7 billion in 1996.

# RHODE ISLAND STATE EXPORTS

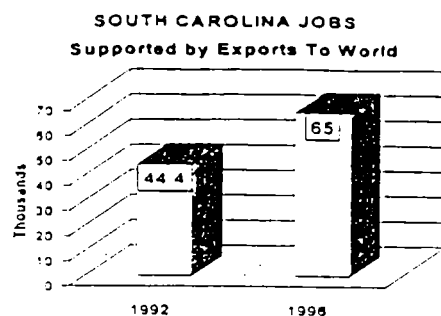
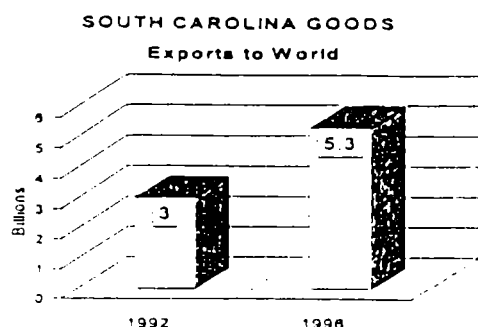


- Rhode Island recorded goods exports totaling \$1.0 billion in 1996, up 34 percent (\$262 million) from 1992. During 1996, Rhode Island was the 42nd largest state exporter of goods.
- Rhode Island's jobs supported by goods exports declined an estimated 12 percent (1,341 jobs) since 1992: Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Rhode Island exports accounted for 19.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.
- Rhode Island's exports of manufactured products were down by 1 percent between 1993 and 1996 (from \$898.8 million in 1993 to \$886.4 million in 1996).
- The five largest manufacturing sectors in terms of Rhode Island's exports were: Industrial Machinery and Computers (\$177.6 million of exports in 1996), Electronic and Electric Equipment (\$161.7 million), Miscellaneous Manufacturing Industries (\$135.8 million), Scientific and Measuring Instruments (\$66.9 million) and Primary Metals (\$66.8 million). These five sectors accounted for over 58 percent of the state's total exports in 1996.
- Among Rhode Island fastest growing manufactured exports (in millions) were:

| Sector                               | 1993  | 1996   | Change % |
|--------------------------------------|-------|--------|----------|
| Food Products                        | \$6.6 | \$11.3 | 71%      |
| Textile Products                     | 28.8  | 41.1   | 43       |
| Electronic and Electric Equipment    | 119.5 | 161.7  | 35       |
| Scientific and Measuring Instruments | 56.1  | 66.9   | 19       |

- Rhode Island is the country's 48th largest agricultural exporting state, shipping \$1.1 million in agricultural exports abroad in FY 1996.
- Total exports from Rhode Island to NAFTA countries increased by 2 percent between 1993 (pre-NAFTA) and 1996 (from \$377 million in 1993 to \$386 million in 1996). During 1996, Canada was Rhode Island's largest export market, while Mexico was Rhode Island's 11th largest export market. Exports to Canada were up by 8 percent (\$27 million) from \$333.8 million in 1993 to \$360.6 million in 1996. Rhode Island's exports to Mexico were down by 42 percent (\$18 million), from \$43.1 million in 1993 to \$25.2 million in 1996.
- During 1996, Japan was Rhode Island's third largest export market. Total exports from Rhode Island to Japan were up 48 percent (\$21.3 million), from \$44.8 million in 1993 to \$66.1 million in 1996.
- Total exports from Rhode Island to the European Union were down 10 percent (\$37 million), to \$316.7 million in 1996.

# SOUTH CAROLINA STATE EXPORTS

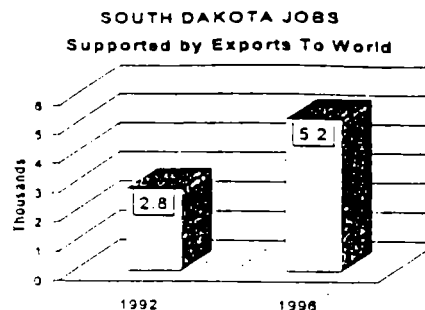
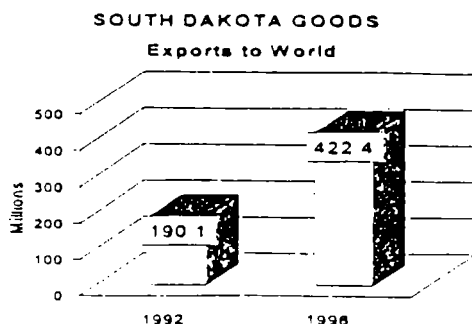


- South Carolina recorded goods exports totaling \$5.3 billion in 1996, up 75 percent (\$2.3 billion) from 1992. During 1996, South Carolina was the 26th largest state exporter of goods.
- South Carolina's jobs supported by goods exports grew an estimated 46 percent (20,603 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, South Carolina exports accounted for 21.4 percent of its manufacturing output and represented 18.0 percent of its total manufacturing employment.
- South Carolina's exports of manufactured products were up by 47 percent between 1993 and 1996 (from \$3.5 billion in 1993 to \$5.2 billion in 1996).
- The five largest manufacturing sectors in terms of South Carolina's exports were: Electronic and Electric Equipment (\$959.0 million of exports in 1996), Transportation Equipment (\$890.6 million), Industrial Machinery and Computers (\$764.3 million), Chemical Products (\$618.8 million), and Textile Mill Products (\$388.9 million). These five sectors accounted for 68 percent of the state's total exports in 1996.
- Among South Carolina's fastest growing manufactured exports (in millions) were:

| Sector                            | 1993    | 1996    | Change % |
|-----------------------------------|---------|---------|----------|
| Transportation Equipment          | \$364.3 | \$890.6 | 145%     |
| Chemical Products                 | 377.3   | 618.8   | 64       |
| Rubber and Miscellaneous Products | 236.2   | 380.7   | 61       |
| Electronic and Electric Equipment | 630.1   | 959.0   | 52       |

- South Carolina is the country's 34th largest agricultural exporting state, shipping \$348 million in agricultural exports abroad in FY 1996. The two largest export categories, tobacco and cotton and lint, accounted for 53 percent of South Carolina's agricultural exports in FY 1996.
- Total exports from South Carolina to NAFTA countries increased by 47 percent between 1993 (pre-NAFTA) and 1996 (from \$1.6 billion in 1993 to \$2.3 billion in 1996). During 1996, Canada was South Carolina's largest export market, while Mexico was South Carolina's third largest export market. Exports to Canada were up by 25 percent (\$321 million), from \$1.3 billion in 1993 to \$1.6 billion in 1996. South Carolina's exports to Mexico were up by 140 percent (\$421 million), from \$300.3 million in 1993 to \$721.2 million in 1996.
- During 1996, Japan was South Carolina's fifth largest export market. Total exports from South Carolina to Japan were up 33 percent (\$51.7 million), from \$159.1 million in 1993 to \$210.9 million in 1996.
- Total exports from South Carolina to the European Union were up 65 percent (\$609.8 million), from \$933.6 million in 1993 to \$1.5 billion in 1996.

# SOUTH DAKOTA STATE EXPORTS

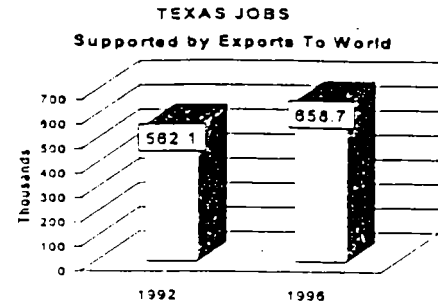
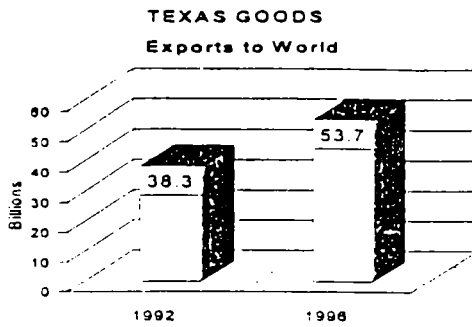


- South Dakota recorded goods exports totaling \$422.4 million in 1996, up 122 percent (\$232 million) from 1992. During 1996, South Dakota was the 47th largest state exporter of goods.
- South Dakota's jobs supported by goods exports grew an estimated 86 percent (2,394 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, South Dakota exports accounted for 13.7 percent of its manufacturing output and represented 16.5 percent of its total manufacturing employment.
- South Dakota's exports of manufactured products were up by 82 percent between 1993 and 1996 (from \$223.7 million in 1993 to \$406.6 million in 1996).
- The five largest manufacturing sectors in terms of South Dakota's exports were: Industrial Machinery and Computers (\$150.1 million of exports in 1996), Primary Metals (\$60.8 million), Scientific and Measuring Instruments (\$55.6 million), Electronic and Electric Equipment (\$42.8 million), and Transportation Equipment (\$29.4 million). These five sectors accounted for over 80 percent of the state's total exports in 1996.
- Among South Dakota's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993   | 1996    | Change % |
|--------------------------------------|--------|---------|----------|
| Industrial Machinery and Computers   | \$71.4 | \$150.1 | 110%     |
| Electronic and Electric Equipment    | 21.9   | 42.8    | 95       |
| Transportation Equipment             | 18.3   | 29.4    | 60       |
| Scientific and Measuring Instruments | 35.8   | 55.6    | 55       |

- South Dakota is the country's 19th largest agricultural exporting state, shipping \$1.2 billion in agricultural exports abroad or 1.9% of the U.S. total in FY 1996. Large export product categories include wheat, feed grains, and soybeans. These three categories accounted for 74 percent of South Dakota's agricultural exports in FY 1996.
- Total exports from South Dakota to NAFTA countries increased by 41 percent between 1993 (pre-NAFTA) and 1996 (from \$133.1 million in 1993 to \$187.6 million in 1996). During 1996, Canada was South Dakota's largest export market, while Mexico was South Dakota's 10th largest export market. Exports to Canada were up by 39 percent (\$50.4 million), from \$128.7 million in 1993 to \$179.1 million in 1996. South Dakota's exports to Mexico were up by 95 percent (\$4.2 million), from \$4.4 million in 1993 to \$8.6 million in 1996.
- During 1996, Japan was South Dakota's fourth largest export market. Total exports from South Dakota to Japan were up 173 percent (\$18.4 million), from \$10.6 million in 1993 to \$29.1 million in 1996.
- Total exports from South Dakota to the European Union were up 64 percent (\$43.0 million), from \$67.4 million in 1993 to \$110.4 million in 1996.

# TEXAS STATE EXPORTS

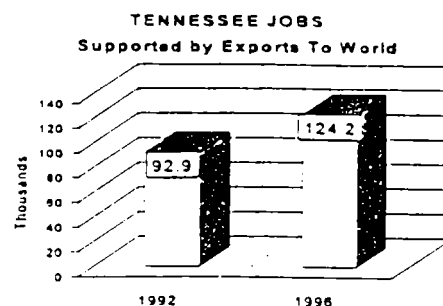
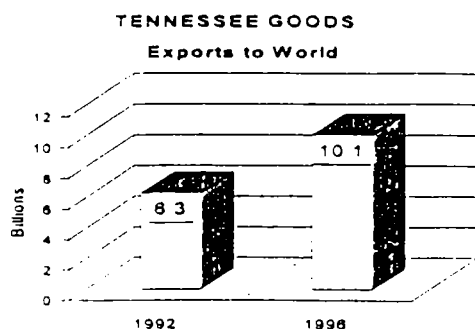


- Texas recorded goods exports totaling \$53.7 billion in 1996, up 40 percent (\$15.4 billion) from 1992. During 1996, Texas was the second largest state exporter of goods.
- Texas' jobs supported by goods exports grew an estimated 17 percent (96,506 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Texas exports accounted for 21.1 percent of its manufacturing output and represented 23.9 percent of its total manufacturing employment.
- Texas' exports of manufactured products were up by 37 percent between 1993 and 1996 (from \$37.4 billion in 1993 to \$51.3 billion in 1996).
- The five largest manufacturing sectors in terms of Texas' exports were: Electronic and Electric Equipment (\$11.2 billion of exports in 1996), Industrial Machinery and Computers (\$11.2 billion), Chemical Products (\$8.6 billion), Transportation Equipment (\$4.4 billion), and Petroleum and Coal Products (\$2.5 billion). These five sectors accounted for 71 percent of the state's total exports in 1996.
- Among Texas fastest growing manufactured exports (in billions) were:

| Sector                            | 1993  | 1996  | Change % |
|-----------------------------------|-------|-------|----------|
| Fabricated Metal Products         | \$1.1 | \$2.2 | 91%      |
| Electronic and Electric Equipment | 6.7   | 11.2  | 67       |
| Rubber and Plastic Products       | 0.8   | 1.3   | 64       |
| Chemical Products                 | 6.5   | 8.6   | 33       |

- Texas is the country's fourth largest agricultural exporting state, shipping \$3.6 billion in agricultural exports abroad or 6% of the U.S. total in FY 1996. The largest export categories, cotton and linters, live animals and meat (excluding poultry) and feed grains, accounted for 57 percent of Texas' agricultural exports in FY 1996.
- Total exports from Texas to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from \$19.0 billion in 1993 to \$25.3 billion in 1996). During 1996, Mexico was Texas' largest export market, while Canada was Texas' second largest export market. Exports to Mexico were up by 25 percent (\$3.6 billion), from \$14.5 billion in 1993 to \$18.2 billion in 1996. Texas' exports to Canada were up by 58 percent (\$2.6 billion), from \$4.5 billion in 1993 to \$7.1 billion in 1996.
- During 1996, Japan was Texas' third largest export market. Total exports from Texas to Japan were up 45 percent (\$679 million), from \$1.5 billion in 1993 to \$2.2 billion in 1996.
- Total exports from Texas to the European Union were up 19 percent (\$938 million), from \$4.8 billion in 1993 to \$5.8 billion in 1996.

# TENNESSEE STATE EXPORTS

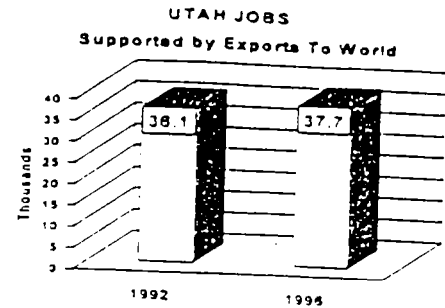
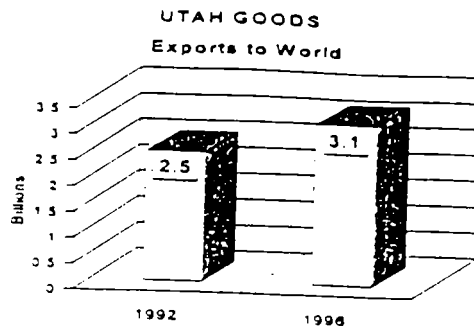


- Tennessee recorded goods exports totaling \$10.1 billion in 1996, up 60 percent (\$3.8 billion) from 1992. During 1996, Tennessee was the 19th largest state exporter of goods.
- Tennessee's jobs supported by goods exports grew an estimated 34 percent (31,267 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Tennessee exports accounted for 17.2 percent of its manufacturing output and represented 15.7 percent of its total manufacturing employment.
- Tennessee's exports of manufactured products were up by 43 percent between 1993 and 1996 (from \$5.6 billion in 1993 to \$8.0 billion in 1996).
- The five largest manufacturing sectors in terms of Tennessee's exports were: Transportation Equipment (\$1.6 billion of exports in 1996), Chemical Products (\$1.5 billion), Industrial Machinery and Computers (\$1.1 billion), Paper Products (\$960 million) and Electronic and Electric Equipment (\$865 million). These five sectors accounted for over 58 percent of the state's total exports in 1996.
- Among Tennessee's fastest growing manufactured exports (in billions) were:

| Sector                                      | 1993  | 1996  | Change % |
|---------------------------------------------|-------|-------|----------|
| Transportation Equipment                    | \$0.9 | \$1.6 | 68%      |
| Electronic and Electric Equipment           | 0.5   | 0.9   | 63       |
| Industrial Machinery and Computer Equipment | 0.7   | 1.1   | 51       |
| Paper Products                              | 0.7   | 1.0   | 41       |

- Tennessee is the country's 28th largest agricultural exporting state, shipping \$514 million in agricultural exports abroad in FY 1996. The largest export categories, soybeans, cotton and lintens and tobacco, accounted for 65 percent of Tennessee's agricultural exports in FY 1996.
- Total exports from Tennessee to NAFTA countries increased by 38 percent between 1993 (pre-NAFTA) and 1996 (from \$2.5 billion in 1993 to \$3.5 billion in 1996). During 1996, Canada was Tennessee's largest export market, while Mexico was Tennessee's second largest export market. Exports to Canada were up by 29 percent (\$529 million), from \$1.8 billion in 1993 to \$2.4 billion in 1996. Tennessee's exports to Mexico were up by 63 percent (\$445 million), from \$702.7 million in 1993 to \$1.1 billion in 1996.
- During 1996, Japan was Tennessee's fourth largest export market. Total exports from Tennessee to Japan were up 87 percent (\$352 million), from \$406.3 million in 1993 to \$758.5 million in 1996.
- Total exports from Tennessee to the European Union were up 22 percent (\$362 million), from \$1.6 billion in 1993 to \$2.0 billion in 1996.

# UTAH STATE EXPORTS

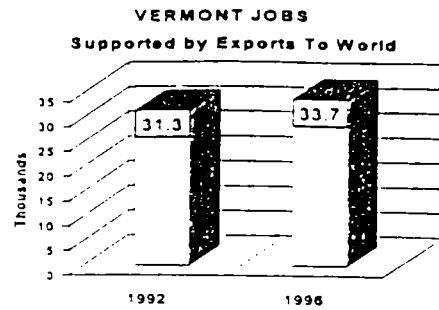
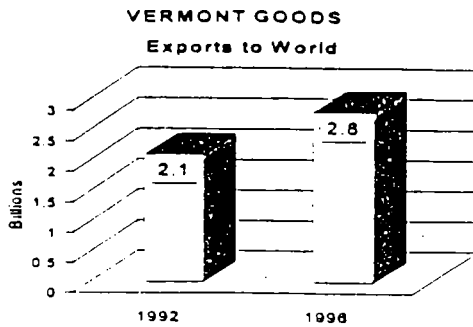


- Utah recorded goods exports totaling \$3.1 billion in 1996, up 25 percent (\$612 million) from 1992. During 1996, Utah was the 31th largest state exporter of goods.
- Utah's jobs supported by goods exports grew an estimated 4 percent (1,598 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Utah exports accounted for 17.2 percent of its manufacturing output and represented 17.7 percent of its total manufacturing employment.
- Utah's exports of manufactured products increased by 31 percent between 1993 and 1996 (from \$2.0 billion in 1993 to \$2.7 billion in 1996).
- The five largest manufacturing sectors in terms of Utah's exports were: Primary Metals (\$560.0 million of exports in 1996), Transportation Equipment (\$482.9), Industrial Machinery and Computers (\$471.7 million), Electronic and Electric Equipment (\$374.4 million), and Chemical Products (\$210.1 million). These five sectors accounted for over 68 percent of the state's total exports in 1996.
- Among Utah's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993   | 1996    | Change % |
|--------------------------------------|--------|---------|----------|
| Chemical Products                    | \$93.6 | \$210.1 | 124%     |
| Industrial Machinery and Computers   | 211.5  | 471.7   | 123      |
| Transportation Equipment             | 278.7  | 482.9   | 73       |
| Scientific and Measuring Instruments | 104.9  | 155.7   | 48       |

- Utah is the country's 36th largest agricultural exporting state, shipping \$147 million in agricultural exports abroad in FY 1996. The largest export categories, live animals and meat, and hides and skins, accounted for 78 percent of Utah's agricultural exports in FY 1996.
- Total exports from Utah to NAFTA countries increased by 28 percent between 1993 (pre-NAFTA) and 1996 (from \$471.8 million in 1993 to \$604.2 million in 1996). During 1996, Canada was Utah's largest export market, while Mexico was Utah's ninth largest export market. Exports to Canada were up by 18 percent (\$80.0 million) from \$439.8 million to \$519.8 million in 1996. Utah's exports to Mexico were up by 163 percent (\$52.3 million), from \$32.0 million in 1993 to \$84.3 million in 1996.
- During 1996, Japan was Utah's second largest export market. Total exports from Utah to Japan were up 86 percent (\$223.4 million), from \$258.6 million in 1993 to \$482.1 million in 1996.
- Total exports from Utah to the European Union were up 108 percent (\$532 million), from \$493.5 million in 1993 to \$1.0 billion in 1996.

# VERMONT STATE EXPORTS



Vermont recorded goods exports totaling \$2.8 billion in 1996, up 29 percent (\$614 million) from 1992. During 1996, Vermont was the 34th largest state exporter of goods.

Vermont's jobs supported by goods exports increased an estimated 8 percent (2,399 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

In 1991, the latest year available, Vermont's exports accounted for 20.6 percent of its manufacturing output and represented 18.5 percent of its total manufacturing employment.

Vermont's exports of manufactured products were up by 3 percent between 1993 and 1996 (from \$2.6 billion in 1993 to \$2.7 billion in 1996).

The five largest manufacturing sectors in terms of Vermont's exports were: Electronic and Electric Equipment (\$2.1 billion of exports in 1996), Industrial Machinery and Computers (\$127.5 million), Fabricated Metal Products (\$76.5 million), Transportation Equipment (\$38.7 million), and Paper Products (\$38.2 million). These five sectors accounted for over 85 percent of the state's total exports in 1996.

Among Vermont's fastest growing manufactured exports (in millions) were:

| Sector                                 | 1993   | 1996   | Change % |
|----------------------------------------|--------|--------|----------|
| Paper Products                         | \$23.4 | \$38.2 | 64%      |
| Chemical Products                      | 23.8   | 35.2   | 48       |
| Miscellaneous Manufacturing Industries | 23.8   | 33.9   | 42       |
| Fabricated Metal Products              | 62.0   | 76.5   | 23       |

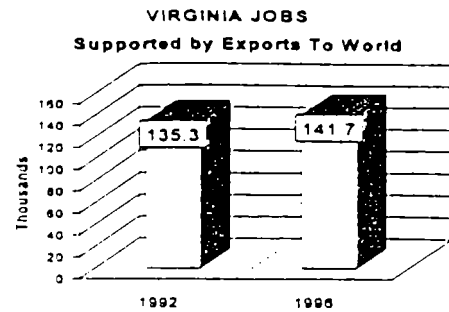
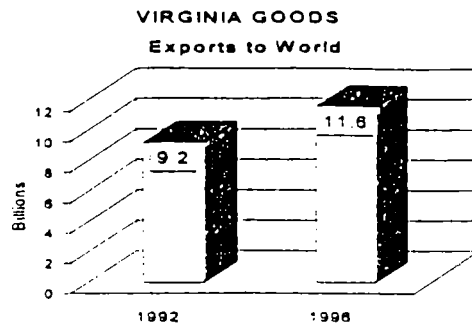
Vermont is the country's 47th largest agricultural exporting state, shipping \$8 million in agricultural exports abroad in FY 1996.

Total exports from Vermont to NAFTA countries decreased by 1 percent between 1993 (pre-NAFTA) and 1996 (from \$2.52 billion in 1993 to \$2.50 billion in 1996). During 1996, Canada was Vermont's largest export market, while Mexico was Vermont's eleventh largest export market. Exports to Canada were down by 1 percent (\$16 million), from \$2.50 billion in 1993 to \$2.49 billion in 1996. Vermont's exports to Mexico were down by 35 percent (\$5.0 million), to \$9.3 million in 1996.

During 1996, Japan was Vermont's third largest export market. Total exports from Vermont to Japan were up 139 percent (\$21 million), from \$14.9 million in 1993 to \$35.5 million in 1996.

Total exports from Vermont to the European Union were up 29 percent (\$23 million), to \$101.7 million in 1996.

# VIRGINIA STATE EXPORTS

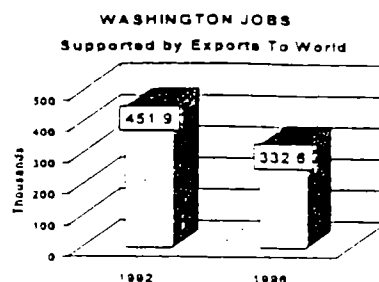
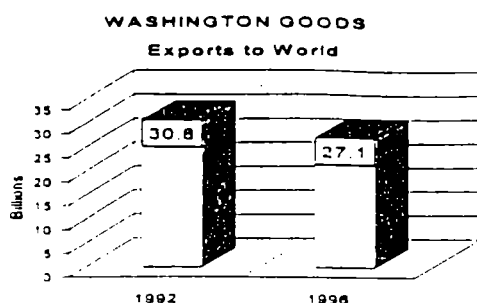


- Virginia recorded goods exports totaling \$11.6 billion in 1996, up 25 percent (\$2.3 billion) from 1992. During 1996, Virginia was the 16th largest state exporter of goods.
- Virginia's jobs supported by goods exports grew an estimated 5 percent (6,427 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Virginia's exports accounted for 17.2 percent of its manufacturing output and represented 14.0 percent of its total manufacturing employment.
- Virginia's exports of manufactured products were up by 34 percent between 1993 and 1996 (from \$7.6 billion in 1993 to \$10.3 billion in 1996).
- The five largest manufacturing sectors in terms of Virginia's exports were: Tobacco (\$3.7 billion of exports in 1996), Industrial Machinery and Computers (\$1.2 billion), Transportation Equipment (\$1.0 billion), Electronic and Electric Equipment (\$808 million) and Chemical Products (\$801million). These five sectors accounted for 66 percent of the state's total exports in 1996.
- Among Virginia's fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Tobacco                            | \$2.5 | \$3.7 | 46%      |
| Industrial Machinery and Computers | 0.9   | 1.2   | 39       |
| Electronic and Electric Equipment  | 0.6   | 0.8   | 36       |
| Chemical Products                  | 0.6   | 0.8   | 36       |

- Virginia is the country's 30th largest agricultural exporting state, shipping \$490 million in agricultural exports abroad in FY 1996. The two largest export categories, poultry and tobacco, accounted for 40 percent of Virginia's agricultural exports in FY 1996.
- Total exports from Virginia to NAFTA countries increased by 17 percent between 1993 (pre-NAFTA) and 1996 (from \$1.7 billion in 1993 to \$1.9 billion in 1996). During 1996, Canada was Virginia's largest export market, while Mexico was Virginia's seventh largest export market. Exports to Canada were up by 19 percent (\$250 million), from \$1.3 billion in 1993 to \$1.6 billion in 1996. Virginia's exports to Mexico were up by 11 percent (\$35 million), from \$329.2 million in 1993 to \$364.6 million in 1996.
- During 1996, Japan was Virginia's second largest export market. Total exports from Virginia to Japan were up 13 percent (\$160 million), from \$1.2 billion in 1993 to \$1.4 billion in 1996.
- Total exports from Virginia to the European Union were up 54 percent (\$1.2 billion), from \$2.3 billion in 1993 to \$3.5 billion in 1996.

# WASHINGTON STATE EXPORTS

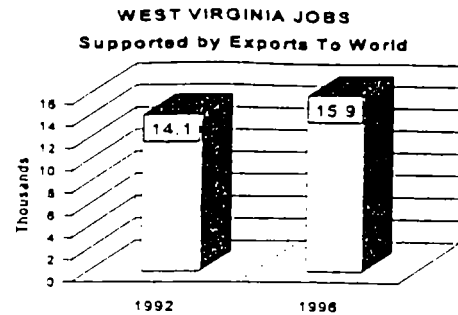
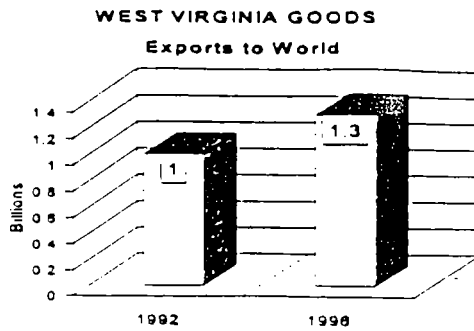


- Washington recorded goods exports totaling \$27.1 billion in 1996, down 12 percent (\$3.7 billion) from 1992. During 1996, Washington was the sixth largest state exporter of goods. This decline was primarily due to the decline in the sales of transportation equipment, mainly aircraft and associated products. With the increased orders for airplanes to Boeing over the past year, an increase in exports for this sector should be expected. Washington's goods exports (not including the sales of transportation equipment) increased by 22 percent (\$2.4 billion) between 1992 and 1996 (from \$10.7 billion in 1993 to \$13.1 billion in 1996).
- Over 330,000 jobs in Washington are supported by goods exports in 1996. This has declined by an estimated 26 percent (119,352 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Washington exports accounted for 43.6 percent of its manufacturing output and represented 31.2 percent of its total manufacturing employment.
- Washington exports of manufactured products were down by 6 percent between 1992 and 1996 (from \$25.7 billion in 1993 to \$24.2 billion in 1996).
- The five largest manufacturing sectors in terms of Washington exports were: Transportation Equipment (\$14.0 billion of exports in 1996), Lumber and Wood Products (\$3.2 billion), Paper Products (\$1.4 billion), Industrial Machinery and Computers (\$1.2 billion), and Food Products (\$1.0 billion). These five sectors accounted for 77 percent of the state's total exports in 1996.
- Among Washington fastest growing manufactured exports (in billions) were:

| Sector                             | 1993  | 1996  | Change % |
|------------------------------------|-------|-------|----------|
| Electronic and Electric Equipment  | \$0.6 | \$0.9 | 50%      |
| Paper Products                     | 0.9   | 1.4   | 49       |
| Food Products                      | 0.8   | 1.0   | 21       |
| Industrial Machinery and Computers | 1.0   | 1.1   | 18       |

- Washington is the country's ninth largest agricultural exporting state, shipping \$2.0 billion in agricultural exports abroad or 3.4% of the U.S. total in FY 1996. The largest export categories, wheat, fruits, and vegetables, accounted for 75 percent of Washington's agricultural exports in FY 1996.
- Total exports from Washington to NAFTA countries increased by 42 percent between 1993 (pre-NAFTA) and 1996 (from \$2.1 billion in 1993 to \$2.9 billion in 1996). During 1996, Canada was Washington's second largest export market, while Mexico was Washington's 18th largest export market. Exports to Canada were up by 44 percent (\$813 million), from \$1.9 billion in 1993 to \$2.7 billion in 1996. Washington's exports to Mexico were up by 27 percent (\$58 million), from \$214.8 million in 1993 to \$273.2 million in 1996.
- During 1996, Japan was Washington's largest export market. Total exports from Washington to Japan were down 2.0 percent (\$109.5 million), to \$6.7 billion in 1996.
- Total exports from Washington to the European Union were down 18 percent (\$1.2 billion), to \$5.1 billion in 1996.

# WEST VIRGINIA STATE EXPORTS

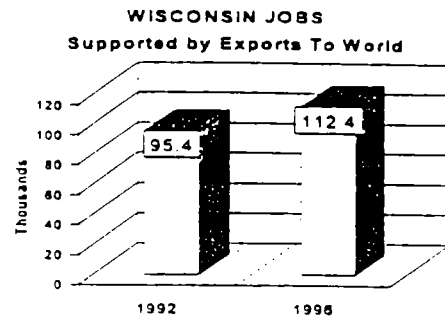
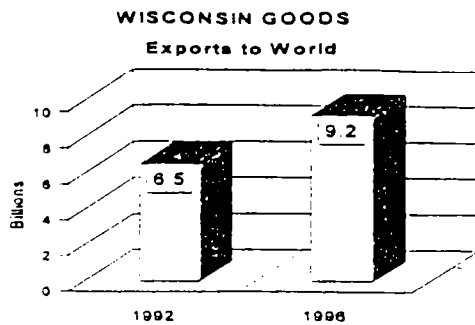


- West Virginia recorded goods exports totaling \$1.3 billion in 1996, up 35 percent (\$336 million) from 1992. During 1996, West Virginia was the 41st largest state exporter of goods.
- West Virginia's jobs supported by goods exports grew an estimated 13 percent (1,811 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, West Virginia exports accounted for 26.2 percent of its manufacturing output and represented 20.2 percent of its total manufacturing employment.
- West Virginia exports of manufactured products were up by 47 percent between 1993 and 1996 (from \$596.0 million in 1993 to \$877.9 million in 1996).
- The five largest manufacturing sectors in terms of West Virginia's exports were: Chemical Products (\$301.3 million of exports in 1996), Primary Metals (\$232.2 million), Industrial Machinery and Computers (\$79.6 million), Transportation Equipment (\$65.8) and Lumber and Wood Products (\$47.9 million). These five sectors accounted for 56 percent of the state's total exports in 1996.
- Among West Virginia's fastest growing manufactured exports (in millions) were:

| Sector                         | 1993  | 1996   | Change % |
|--------------------------------|-------|--------|----------|
| Stone, Clay and Glass Products | \$6.8 | \$34.1 | 400%     |
| Transportation Equipment       | 27.5  | 65.8   | 139      |
| Primary Metals                 | 124.0 | 232.2  | 87       |
| Chemical Products              | 249.2 | 301.3  | 21       |

- West Virginia is the country's 44th largest agricultural exporting state, shipping \$33 million in agricultural exports abroad in FY 1996.
- Total exports from West Virginia to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from \$341.0 million in 1993 to \$421.3 million in 1996). During 1996, Canada was West Virginia's largest export market, while Mexico was West Virginia's 14th largest export market. Exports to Canada were up by 26 percent (\$83 million), from \$317.1 million in 1993 to \$399.9 million in 1996. West Virginia's exports to Mexico were down by 10 percent (\$2.2 million), to \$21.4 million in 1996.
- During 1996, Japan was West Virginia's second largest export market. Total exports from West Virginia to Japan were up 128 percent (\$65 million), from \$51.0 million in 1993 to \$116.4 million in 1996.
- Total exports from West Virginia to the European Union were up 124 percent (\$249 million), from \$201.3 million in 1993 to \$450.4 million in 1996.

# WISCONSIN STATE EXPORTS



Wisconsin recorded goods exports totaling \$9.2 billion in 1996, up 41 percent (\$2.7 billion) from 1992. During 1996, Wisconsin was the 21st largest state exporter of goods.

Wisconsin's jobs supported by goods exports grew an estimated 18 percent (16,956 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.

In 1991, the latest year available, Wisconsin exports accounted for 16.2 percent of its manufacturing output and represented 17.3 percent of its total manufacturing employment.

Wisconsin exports of manufactured products were up by 40 percent between 1993 and 1996 (from \$6.3 billion in 1993 to \$8.8 billion in 1996).

The five largest manufacturing sectors in terms of Wisconsin's exports were: Industrial Machinery and Computers (\$3.4 billion of exports in 1996), Scientific and Measuring Instruments (\$1.3 billion), Electronic and Electric Equipment (\$812.8 million), Transportation Equipment (\$521.7 million), and Metal Products (\$451.3 million). These five sectors accounted for 71 percent of the state's total exports in 1996.

Among Wisconsin's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993    | 1996      | Change % |
|--------------------------------------|---------|-----------|----------|
| Scientific and Measuring Instruments | \$730.6 | \$1,308.7 | 79%      |
| Food Products                        | 250.9   | 421.1     | 68       |
| Electronic and Electric Equipment    | 554.2   | 812.8     | 47       |
| Industrial Machinery and Computers   | 2,381.2 | 3,441.2   | 45       |

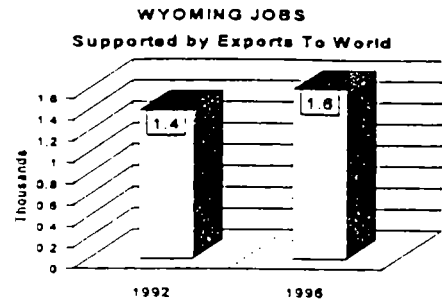
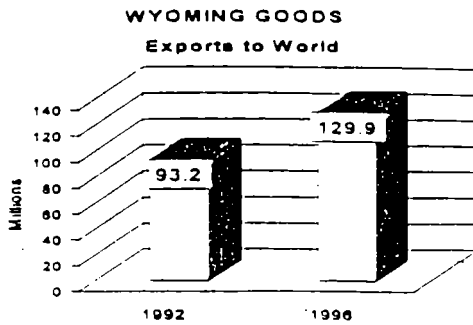
Wisconsin is the country's 14th largest agricultural exporting state, shipping \$1.4 billion in agricultural exports abroad or 2.3% of the U.S. total in FY 1996. The largest export categories, feed grains, vegetables, and dairy products, accounted for 62 percent of Wisconsin's agricultural exports in FY 1996.

Total exports from Wisconsin to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from \$2.7 billion in 1993 to \$3.3 billion in 1996). During 1996, Canada was Wisconsin's largest export market, while Mexico was Wisconsin's fifth largest export market. Exports to Canada were up by 24 percent (\$575 million), from \$2.4 billion in 1993 to \$2.9 billion in 1996. Wisconsin's exports to Mexico were up by 21 percent (\$66 million), from \$314.4 million in 1993 to \$380.4 million in 1996.

During 1996, Japan was Wisconsin's second largest export market. Total exports from Wisconsin to Japan were up 130 percent (\$403 million), from \$309.7 million in 1993 to \$712.9 million in 1996.

Total exports from Wisconsin to the European Union were up 37 percent (\$608 million), from \$1.6 billion in 1993 to \$2.2 billion in 1996.

# WYOMING STATE EXPORTS



- Wyoming recorded goods exports totaling \$129.9 million in 1996, up 40 percent (\$36.8 million) from 1992. During 1996, Wyoming was the smallest state exporter of goods.
- Wyoming's jobs supported by goods exports grew an estimated 17 percent (227 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Wyoming's exports accounted for 13.3 percent of its manufacturing output and represented 14.3 percent of its total manufacturing employment.
- Wyoming's exports of manufactured products were up by 29 percent between 1993 and 1996 (from \$82.4 billion in 1993 to \$105.9 billion in 1996).
- The five largest manufacturing sectors in terms of Wyoming's exports were: Industrial Machinery and Computers (\$25.0 million of exports in 1996), Chemical Products (\$25.0 million), Food Products (\$15.0 million), Transportation Equipment (\$11.3 million) and Scientific and Measuring Instruments (\$8.6 million). These five sectors accounted for 65 percent of the state's total exports in 1996.
- Among Wyoming's fastest growing manufactured exports (in millions) were:

| Sector                               | 1993  | 1996   | Change % |
|--------------------------------------|-------|--------|----------|
| Food Products                        | \$3.7 | \$15.0 | 301%     |
| Transportation Equipment             | 6.1   | 11.3   | 85       |
| Chemical Products                    | 16.0  | 25.0   | 57       |
| Scientific and Measuring Instruments | 5.7   | 8.6    | 50       |

- Wyoming is the country's 41st largest agricultural exporting state, shipping \$46 million in agricultural exports abroad in FY 1996.
- Total exports from Wyoming to NAFTA countries increased by 58 percent between 1993 (pre-NAFTA) and 1996 (from \$48.8 million in 1993 to \$77.1 million in 1996). During 1996, Canada was Wyoming's largest export market, while Mexico was Wyoming's fourth largest export market. Exports to Canada were up by 68 percent (\$30 million), from \$43.7 million in 1993 to \$73.5 million in 1996. Wyoming's exports to Mexico were down by 28 percent (\$1.4 million), from \$5.1 million in 1993 to \$3.7 million in 1996.
- During 1996, Japan was Wyoming's second largest state export market. Total exports from Wyoming to Japan were up 294 percent (\$13.9 million), from \$4.7 million in 1993 to \$18.6 million in 1996.
- Total exports from Wyoming to the European Union were up 30 percent (\$4.3 million), from \$14.1 million in 1993 to \$18.4 million in 1996.

## SOURCES

Material contained in this packet was prepared by the Office of the U.S. Trade Representative (USTR) and contains information from USTR, the U.S. Department of Commerce (Commerce), the U.S. Department of Agriculture (USDA), and the Massachusetts Institute of Social and Economic Research (MISER).

State trade data totals, manufacturing and specified country details are provided by MISER and are based on the exporter location series from the U.S. Census Bureau. MISER adjusts the Census' series by applying a formula to the Census' "unallocated" data, breaking down the category and assigning export values to individual states and industries within the states. As a result, all U.S. export transactions are attributed to one of the 50 states, the District of Columbia, the Virgin Islands, or Puerto Rico. The series time frame is 1993-1996. Data for overall state trade for 1992 were estimated by USTR. Comparable trade data for 1992 were estimated based on comparisons of the origin of movement state export series with the exporter location state export series for the period 1993-1995. The origin of movement state export series are available for years earlier than 1993.

Jobs supported by goods exports in 1995 and 1996 were estimated by USTR based on a 1996 Commerce analysis, *U.S. Jobs Supported by Goods and Services Exports, 1983-94*. The Commerce analysis reports jobs supported by goods and services exports through 1994. USTR estimated this series through 1996 taking into account productivity and inflation trends affecting export prices. Jobs supported by exports by states sum up to the estimated national total.

Manufacturing output and employment data accounted for by exports are from Commerce's 1991 *Exports from Manufacturing Establishments: 1990 and 1991*. These are the latest available data on this series.

Agricultural state export data are from USDA's *Foreign Agricultural Trade of the United States*. The Economic Research Service of USDA estimates export shares based primarily on a state's production share of exported commodities. State export data are presented on a fiscal year (FY) basis (October-September).