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APPENDICES

APPENDIX 1
State Merchandise Exports to the World: 1987, 1991-96
(Thousand $; Census Basis)

	1987	1991	1992	1993	1994	1995	1996	1995-96 Changes $	1995-96 Changes %
U.S. Total	$244,405,955	$419,984,659	$447,470,815	$464,858,412	$512,415,609	$583,030,524	$622,827,063	$39,796,538	6.8%
Alabama	1,482,853	2,429,733	2,718,471	2,504,344	3,115,364	3,587,068	3,702,427	115,360	3.2
Alaska	538,431	1,062,364	1,097,767	817,873	887,672	891,543	850,416	-41,127	-4.6
Arizona	2,468,494	4,529,473	5,001,737	5,785,148	6,970,648	8,402,790	9,937,766	1,534,976	18.3
Arkansas	408,285	840,015	1,077,703	1,109,771	1,470,852	1,794,446	1,997,220	202,773	11.3
California	32,890,959	59,036,934	66,732,044	68,066,344	78,190,359	92,038,424	98,633,998	6,595,574	7.2
Colorado	4,848,228	6,085,141	6,005,015	6,214,809	7,802,107	9,688,769	10,064,946	376,178	3.9
Connecticut	4,666,119	6,731,197	10,485,850	10,200,971	10,272,016	12,942,121	13,052,470	110,348	0.9
Delaware	2,723,982	3,538,489	3,738,921	3,454,507	3,758,073	4,396,791	4,584,498	187,707	4.3
Dist of Col.	408,966	427,540	372,562	4,702,087	5,150,744	5,323,519	5,084,786	-238,733	-4.5
Florida	7,804,344	12,642,656	14,427,621	14,695,824	16,559,218	18,564,439	19,618,195	1,053,756	5.7
Georgia	2,431,917	5,224,460	5,990,517	6,050,113	7,108,082	8,626,786	8,617,989	-8,797	-0.1
Hawaii	159,954	219,026	127,178	216,771	237,398	255,686	295,176	39,490	15.4
Idaho	412,027	1,010,728	1,148,044	1,235,896	1,530,506	1,892,550	1,610,103	-282,446	-14.9
Illinois	10,229,536	16,363,394	18,999,910	20,347,213	24,534,201	30,478,211	32,224,851	1,746,641	5.7
Indiana	3,743,293	6,674,924	7,294,613	8,445,190	9,533,979	11,051,969	12,119,025	1,067,056	9.7
Iowa	1,087,034	1,386,069	1,523,871	1,955,741	2,331,362	2,577,824	2,695,060	117,236	4.5
Kansas	1,877,363	2,921,695	3,083,110	3,109,413	3,498,265	4,461,452	4,971,283	509,831	11.4
Kentucky	1,720,190	3,317,768	3,809,100	3,325,866	4,188,243	5,030,113	5,824,244	794,131	15.8
Louisiana	2,978,976	3,131,413	3,364,626	3,220,327	3,576,895	4,580,707	4,730,822	150,115	3.3
Maine	533,698	984,225	970,492	1,065,258	1,138,928	1,318,192	1,248,775	-69,417	-5.3
Maryland	1,531,860	2,695,906	2,687,440	2,713,706	2,848,462	3,438,959	3,509,925	70,965	2.1
Massachusetts	8,297,703	11,166,563	11,569,295	11,593,997	12,585,960	14,396,358	15,368,409	972,051	6.8
Michigan	19,542,822	18,849,757	22,014,227	25,322,490	36,812,120	37,102,347	38,128,161	1,025,815	2.8
Minnesota	5,556,427	7,900,182	8,985,037	9,974,369	10,011,066	12,404,328	13,884,051	1,479,723	11.9
Mississippi	448,451	788,875	816,961	803,332	1,099,868	1,368,686	1,221,668	-147,018	-10.7
Missouri	3,383,505	4,275,771	4,310,371	4,733,284	5,234,843	5,689,949	6,590,489	900,540	15.8
Montana	148,118	162,337	211,946	243,265	259,954	279,190	340,869	61,679	22.1
Nebraska	328,863	693,977	1,536,933	1,740,700	1,957,906	2,255,255	2,452,813	197,558	8.8
Nevada	269,087	420,878	393,456	503,892	458,481	711,116	691,564	-19,552	-2.7
New Hampshire	662,197	933,185	1,002,509	1,134,867	1,247,913	1,478,627	1,744,875	266,247	18.0
New Jersey	7,648,640	13,724,326	13,906,150	14,540,560	16,760,765	18,368,587	18,458,394	89,807	0.5
New Mexico	116,527	236,083	247,350	400,036	488,455	426,578	917,395	490,817	115.1
New York	29,570,000	37,462,283	36,769,778	40,702,259	37,259,709	44,080,108	44,964,741	884,634	2.0
North Carolina	3,472,260	6,228,645	7,391,401	7,976,373	8,968,847	10,567,424	11,586,603	1,019,179	9.6
North Dakota	163,116	276,682	313,362	343,707	388,870	488,594	576,232	87,639	17.9
Ohio	6,468,319	13,624,983	15,236,599	17,651,364	19,478,217	20,926,490	22,555,189	1,628,699	7.8
Oklahoma	967,003	2,422,638	2,604,898	2,334,587	2,171,959	2,467,324	2,537,565	70,241	2.8
Oregon	3,117,438	5,032,728	5,704,840	6,204,733	6,987,407	9,902,084	8,481,327	-1,420,757	-14.3
Pennsylvania	7,166,999	12,217,077	13,176,207	13,189,649	14,698,634	17,680,205	17,445,572	-234,633	-1.3
Rhode Island	376,656	695,133	684,849	938,387	1,011,548	956,796	954,826	-1,970	-0.2
South Carolina	1,017,005	1,959,558	2,683,212	3,219,519	3,510,116	4,497,870	4,924,922	427,052	9.5
South Dakota	41,963	178,656	172,562	213,811	263,888	348,556	397,332	48,777	14.0
Tennessee	2,970,399	4,993,225	5,738,684	6,151,139	7,506,236	9,460,503	9,328,342	-132,161	-1.4
Texas	18,045,460	31,869,207	33,879,611	35,622,483	40,488,977	45,192,646	48,252,054	3,059,408	6.8
Utah	667,429	1,685,660	2,167,657	2,045,015	2,233,076	2,313,412	2,768,491	455,078	19.7
Vermont	265,572	1,966,321	1,837,409	2,276,004	2,304,297	2,683,579	2,610,829	-72,750	-2.7
Virginia	3,147,793	8,835,544	8,468,117	8,118,380	9,947,272	10,425,230	10,925,992	500,762	4.8
Washington	10,317,038	27,337,619	28,664,274	27,397,726	25,062,327	22,032,006	25,498,048	3,466,042	15.7
West Virginia	656,321	882,103	872,642	754,077	940,642	1,097,937	1,217,925	119,988	10.9
Wisconsin	2,939,795	4,937,338	5,768,437	5,810,366	6,927,927	8,004,453	8,409,713	405,259	5.1
Wyoming	60,273	52,195	84,911	88,509	95,377	101,206	123,684	22,477	22.2
Puerto Rico	1,980,613	3,791,823	4,222,657	4,365,071	4,618,897	4,704,505	5,188,399	483,894	10.3
Virgin Islands	1,178	-	131,929	162,125	158,046	228,591	192,405	-36,186	-15.8
Unallocated	19,644,476	53,130,155	45,245,952	39,065,166	35,772,636	39,047,625	48,714,210	9,666,584	24.8

Note: U.S. totals exclude timing adjustment and Canada adjustment. All figures based on initial, unrevised data.
Source: U.S. Census Bureau, Exporter Location Series.
Prepared by: International Trade Administration, U.S. Department of Commerce.

APPENDIX 2
Guide to State and Substate Export Data

Overview of Subnational Export Data

All state and metro area export values in this report are from the U.S. Census Bureau's Exporter Location (EL) series. The EL series, which the Census Bureau began issuing in 1993, allocates exports to states and localities based on the location of the exporter of record.

The exporter of record is not necessarily the entity that produced the merchandise; hence, the EL series does not furnish complete and reliable data on the production origin of U.S. exports (see details below).

The exporter of record, as determined from entries on U.S. export declarations, is the party principally responsible for effecting export from the United States. In the case of manufacturing companies, the exporter of record can be either a manufacturing establishment or an administrative location. In the case of service industries that export merchandise, the exporter of record is most often an independent wholesaler, but can also be a retailer, broker, or other intermediary.

Typically, the EL data reflect the point of sale--i.e., the marketing origin of exports. There are exceptions, however. In the case of some multi-establishment companies, the exporter of record may be a headquarters location or a central administrative office which does not engage in international marketing activity. Having said this, there are also many instances where international marketing *is* centered at headquarters or another administrative location. As a result, the significance of the "headquarters effect" is unclear.

The EL statistics are different from, and cannot be compared with, the long-standing and widely used Origin of Movement (OM) state export series. The OM series is also issued by the Census Bureau and is distributed, with some adjustments, by the Massachusetts Institute for Social and Economic Research (MISER).

The EL and OM series are based on different methodologies, measure entirely different dimensions of subnational export activity, and are intended for different purposes.

- **The EL series tracks the sales origin of exports and is best suited for export promotion purposes**, where the objective is to identify concentrations of international marketing activity.

- **The OM series is designed to measure the transportation origin of exports--** i.e., the state from which an export product began its journey to the port of exit. The OM series is best suited for the planning of transportation facilities and the marketing of transportation services.

A key difference is that the EL series can track export sales of states, metropolitan areas, and zip codes (three-digit level). OM statistics, in contrast, are available at the state level only. While the two sets of numbers have many differences, the EL and OM data also have some similarities:

- **Neither series provides a complete and accurate representation of the production origin of U.S. export merchandise.** This is true for most non-manufactured exports and for about one-fourth of manufactured exports. (The remaining three-fourths of U.S. manufactured exports are generated by manufacturers who do their own exporting. For these shipments the production origin, sales origin, and transportation origin are generally the same.)

- **EL and OM statistics are available for merchandise only.** No subnational data currently exist on exports of services.

- **Subnational import figures do not exist on either an EL or OM basis.** The Census Bureau only compiles subnational import data on a customs district basis, which essentially measures port activity and is not comparable with the data being discussed here.

It may be helpful to think of the two subnational export series as different pieces of the same puzzle. Divergent figures for exports from a given state should be viewed as complementary, not contradictory. Taken together, the data can provide a reasonable picture of export activity in one's area.

The bottom line is that proper use of U.S. subnational export data requires an understanding of the strengths and limitations of each series and the purposes for which they are intended. The following sections provide a more detailed look at the technical issues which data users need to keep in mind. Additional questions should be directed to the Foreign Trade Division, Special Projects Branch, Room 3132, FB-3, Bureau of the Census, Washington, D.C., 20230. Inquiries can also be faxed to (301) 457-2104.

Exporter Location Series: Tool for Export Promotion

The Exporter Location (EL) series is the newest and least known set of subnational export figures. The EL series typically allocates exports to locations from which the goods were sold--i.e., it traces U.S. exports to the source of the export initiative. The series is geared to the needs of export promoters and those who provide U.S. firms with export support services (e.g., financing, shipping, telecommunications). Such data users need to pinpoint concentrations of export marketing activity in order to target customers and focus their sales forces.

In more technical terms, the EL series assigns export values to subnational units based on the location of exporters, as determined by zip codes reported on U.S. export declarations. The term "exporter", as defined on shippers' export declarations (SEDs), is the "entity principally responsible for effecting export from the United States." All figures in the series are on an f.a.s. basis (free alongside ship) and include both domestic exports and reexports.

Given that it is zip-code-based, the EL series, unlike origin-of-movement data, can be tabulated at the substate level. Export data can be compiled for metro areas and even individual three-digit zip codes (subject, of course, to compliance with U.S. disclosure regulations, which prohibit release of proprietary business information).

Statistical research at the Census Bureau indicates that the EL series is a reliable measure of export marketing activity. For 42 states, there is a correlation (Pearson's R) of .90 or higher between (1) the state location indicated by zip code entries on export declarations and (2) the known state location of exporters. [This finding was derived from the Commerce Department's 1987 Exporter Data Base (EDB), which provides a definitive listing of U.S. exporters in that year. The correlations were obtained using a sample of records that represented 50 percent of the value of U.S. merchandise exports in 1987. The sample consisted of those SEDs which could be linked to Census Bureau files on the businesses which submitted the export declarations. The linkage was achieved using a variety of information entered on the SEDs, including Employer Identification Number (EIN), commodity code, and zip code. Because zip codes were used as a linkage criterion, resulting correlations may be biased and higher than they might otherwise be.]

All data users should keep in mind that the Exporter Location series is *not* designed to ascertain the state and local pattern of U.S. export production or export-related jobs. Again, the EL series measures export *sales* activity by exporters of record. Locations from which firms sell their products do not always coincide with the locations where export goods are produced. Alaska is perhaps the best example of how export production and sales can diverge. A high proportion--possibly more than two-thirds--of Alaska's export production is typically sold by wholesalers and other intermediary exporters that are located out-of-state. Only about one-third of all exporters of Alaskan products are actually located in Alaska (possibly due to the state's relatively remote geographic location and the prominence of commodities in the export mix). The result is that the EL series allocates much Alaskan export production to other states.

While export intermediaries are an important influence on the statistics, other circumstances can also cause production and sales locations to diverge. For instance, the marketing division of an exporting company, not the manufacturing division, may be the exporter of record. In such cases, and where marketing and manufacturing operations are separated geographically, the state and/or city of the exporter of record will differ from the state and/or city where the goods were produced.

Moreover, the divergence between production and sales locations means that EL statistics will sometimes show substantial exports of manufactured products from states or localities where manufacturing plants are virtually nonexistent. This can happen if wholesalers and other intermediaries are active exporters, are located in a non-industrial area, and are supplied by non-local or out-of-state producers. A good hypothetical example is industrial machinery that is manufactured in the Midwest but which is sold by intermediaries located in Nevada.

There are, nevertheless, instances when the EL series can be a useful indicator of export production. This is because, while export marketing and production locations do not necessarily *have* to coincide, many times they do *happen* to coincide. Statistical research at the Census Bureau shows that, for manufacturing establishments that export, the zip code location of the exporter of record is the same as the physical location of the exporter's production about 88 percent of the time (by value).

One reason for geographic convergence of marketing and production functions is that many exporters are small, single-establishment operations where everything--manufacturing, marketing, distribution, servicing--is housed under one roof. The 1987 Exporter Data Base found that 83 percent of all U.S. exporters (86,872 out of 104,564 companies) were single-unit firms that employed fewer than 500 people. Such firms were responsible for somewhat under 30 percent of total U.S. exports.

Currently, there is no listing of states for which the EL series provides a reasonable indication of export production. Research is underway to clarify the situation. Generally speaking, it appears that, for a given state, the EL series is indicative of export production when most of the following are true: (1) wholesalers and other intermediaries are relatively minor exporters, (2) manufacturers--particularly single-unit firms--are especially prominent exporters, (3) the state is known to produce the products being exported, (4) the value of the state's exports in the EL series is close to the value specified in the Origin of Movement series.

Data users should be aware that, for many states, the EL series tends to modestly understate the level of exports. This is because the Census Bureau, faced with missing or invalid zip codes on many SEDs, is unable to assign about 8 percent of the value of U.S. exports to individual states ($48.7 billion out of $622.8 billion in 1995).

This report, as well as other state and local export reports issued by the International Trade Administration (ITA), makes no attempt to adjust the EL data to eliminate the "unallocated" category. However, a modified state-level EL series *is* available from the Massachusetts Institute of Social and Economic Research (MISER) of the University of Massachusetts at Amherst. MISER's EL series, although based on Census Bureau tapes, applies a formula to "unallocated" data, breaking down the category and reassigning export values to individual states and industries within the states. As a result, EL-based state export figures obtained from MISER are not fully comparable with EL data obtained directly from the Census Bureau or International Trade Administration.

EL-based state export figures are available from MISER beginning with the first quarter of 1993. Comparable data for earlier years are not available. Also, MISER presently does not provide EL-based metro-area export data. MISER data can be obtained either directly (phone 413-545-3460) or on CD-ROM from the U.S. Commerce Department's National Trade Data Bank (for subscription information call 703-487-4630).

Those interested in the unmodified EL series, which includes the "unallocated" category, can obtain state export totals from the monthly Census Bureau publication, *Supplement to U.S. International Trade in Goods and Services* (report FT900). More detailed data are also available directly from the Bureau. Contact the Foreign Trade Division at (301) 457-2311.

Any industry data in the current report are limited to the two-digit SIC (Standard Industrial Classification) level of detail. Further disaggregation of export data for metro areas does not appear to be possible given existing regulations governing federal disclosure of protected business information. At the state level, further product disaggregation may be technically feasible, but would entail significantly greater cost and additional measures to prevent unauthorized disclosure. Similarly, all state export data provided to the public by MISER and the Census Bureau are also limited to the two-digit level.

Also, data users should be aware that all subnational export statistics in the EL series (as well as the OM series) are based on initial data compiled from U.S. export declarations. Subsequent revisions by the Census Bureau (e.g., carryover and "13th month" revisions) are not reflected in the numbers.

Origin of Movement Series: Tool for Transportation Planning

The Origin of Movement (OM) series is the most widely-used and best known set of statistics on subnational U.S. export performance. A major reason for its popularity is the availability of an unbroken quarterly time series stretching back to 1987. This makes it possible to examine long-term trends. The EL series, in contrast, only became available to the public in 1993. As a result, historical coverage is spotty (although ITA has published EL export totals for states for 1987 and 1991-96).

As the name implies, the OM series seeks to determine the "origin of movement" of exports—i.e., the site from which exports begin their journey to the port of exit. Essentially, the origin of movement is the same thing as the transportation origin of exports. Indeed, the series was developed to meet the needs of the U.S. transportation industry, which required information on the domestic physical movement of export goods to aid planning and facilitate the delivery of transport services. All statistics in the OM series (like the EL series) are on an f.a.s. basis and include both domestic exports and reexports.

The OM series, like the EL series, consists of information compiled from Shippers' Export Declarations. However, data for the OM series are tabulated from the "point of origin" block on the SED, whereas the EL series is based on a different block, which requests the zip code of the exporter of record.

To identify the origin of movement, instructions for filling out the SED specify that shippers should choose from among the following definitions for "point of origin":

(1) The state in which the merchandise actually starts its journey to the port of export. This can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, regional warehouse, or cargo processing facility.

(2) The state of the commodity having the greatest dollar value in a multi-product shipment.

(3) The "state of consolidation," which is the state in which various parts of a multi-product export order are readied for shipment.

(4) The Foreign Trade Zone for exports leaving an FTZ (an FTZ is similar in principle to a bonded warehouse). Using the FTZ "state of origin" definition, an export produced in Ohio, but shipped from an FTZ located in Florida, would show up in state export statistics as a Florida export.

Because "point of origin" is defined primarily in terms of state location, the OM series (in contrast to the zip-code-based EL series) cannot provide export statistics for metro areas or zip codes. This is a key limitation of the data.

Moreover, given the broad parameters for identifying the point of origin, it should be abundantly clear that the OM series, like the EL series, was not designed to measure the state and local distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. This is similar to the situation with the EL series, where zip code locations of exporters also frequently coincide with locations of export production. In the OM series, the origin of movement and origin of production are often identical because many manufacturers ship exports directly from the factory gate, or from a nearby distribution facility. The overlap is considerable: The Census Bureau has found that manufacturers--who account for about 56 percent of total U.S. exports and roughly 64 percent of U.S. manufactured exports--enter the state of production in the SED's "point of origin" block about 85 percent of the time (by value).

As in the case of the EL series, we can provide no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series (like the EL series) is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers, especially single-unit firms, dominate exports, (3) the state is a known producer of the products being exported, and (4) the OM and EL values of exports from the state are similar.

Like the EL series, the OM series in some cases will show considerable manufactured exports from states that are known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries (similar to the situation with EL statistics). As noted earlier, these exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that are arranged by exporters located out-of-state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

A limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that, for about 56 percent of their exports, intermediaries list the state in which they are located--which is not necessarily the origin of movement--in the "point of origin" block on SEDs. For most remaining transactions, intermediaries specify the state location of the port of exit--which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level, origin-of-movement allocation of exports sold by intermediaries. The primary impact is on the state distribution of nonmanufactured exports--where intermediaries are overwhelmingly dominant (nonmanufactures typically constitute about 18 percent of total U.S. exports). Most affected is the allocation of exports of farm products, minerals, and other bulk commodities--virtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

The most visible result of the problem is a tendency to understate, on an origin-of-movement basis, exports from some agricultural states and overstate exports from states having ports that handle high-value shipments of farm products (e.g., Louisiana).

Yet another data issue is that some shippers fail to fill in the "point of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is typically unable to determine the state origin of movement for about 10 percent of the value of U.S. exports. Again, as in the case of the Exporter Location series, MISER makes available a modified set of OM figures that eliminates the "unallocated" category. These numbers, like the modified EL series, can be obtained either directly from MISER or from the NTDB (see contact information above).

Those interested in unmodified OM statistics (as well as the EL series) can obtain state export totals from the Census Bureau's monthly FT900 Supplement, cited above. More detailed statistics that show state exports by industry group are also available in machine-readable form. For further information, contact the Bureau's Foreign Trade Division on (301) 457-2311. The issuance of industry-level OM data, like EL statistics, is currently limited to the two-digit SIC level of detail.

Dennis W. Archer, Mayor
City of Detroit
Executive Office

1126 City County Building
Detroit, Michigan 48226
Phone 313•224•3400
Fax 313•224•4128

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Concert w/ Peter I
idea we discussed
yesterday —
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October 1, 1997

Mr. Mickey Ibarra, Director
Office of Intergovernmental Affairs
Executive Office of the President
1600 Pennsylvania Avenue
Washington, DC 20006

Dear Mr. Ibarra:

This would be a great event. Fast track--other issues--great venue. Let me know if there is interest by the President or Vice-President of the United States and/or the other Secretaries named in Bill Halling's attached letter.

Sincerely,

Dennis W. Archer

Dennis W. Archer
Mayor

DWA/ma

1 testimony from
business & real
unfair trade
practices.

The Economic Club of Detroit

333 West Fort. Suite 100, Detroit, Michigan 48226-3134

October 1, 1997

The Honorable Dennis Archer
Mayor, City of Detroit
1126 City County Building
Detroit, MI 48226

Dear Dennis:

It was nice to see you in the Washington, D.C., airport Saturday. I was there at the invitation of the President and First Lady to attend the awards ceremony for the arts and humanities at the White House. They both handled the event in outstanding fashion.

My hope was to get a chance to talk to them about addressing the Economic Club, but that opportunity did not come. We have been attempting to attract a number of Clinton Administration people to the Club with no success, unlike last year when a number of persons from the Administration addressed the Club.

We would like most to attract Bill Clinton, Hillary Clinton and Al Gore. In addition, we are trying to attract Richard Cohen, Donna Shalala, Alexis Herman, Carol Browner, Rodney Slater and Madeleine Albright. Can you help us?

We would greatly appreciate any assistance or ideas you could give to us.

Sincerely,

Bill

WRH:vc

NATIONAL GOVERNORS' ASSOCIATION

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Vice Chairman

Raymond C. Scheppach
Executive Director

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October 1, 1997

The Honorable Bill Archer
Chair
Ways and Means Committee
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Charles B. Rangel
Ranking Member
Ways and Means Committee
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Philip M. Crane
Chair
Trade Subcommittee
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Robert T. Matsui
Ranking Member
Trade Subcommittee
U.S. House of Representatives
Washington, D.C. 20515

Dear Chairman Archer, Representative Rangel, Chairman Crane and Representative Matsui:

The National Governors' Association (NGA) has consistently supported federal efforts to expand global free trade. Governors played a critical role in the successful passage of the North American Free Trade Agreement (NAFTA) and the Uruguay round negotiations of the General Agreement on Tariffs and Trade. We are now working to ensure reauthorization of fast-track authority. The nation's Governors urge you and your colleagues to work with President Bill Clinton to reach a bipartisan consensus on this critical legislation as soon as possible.

Fast-track trade negotiation authority is an important and effective tool that allows the United States to establish cooperative trade agreements with other nations. We have already seen the negative effects of delayed action on this critical issue. Negotiations with Chile over its accession to NAFTA seem interminably stalled. The rest of Latin America is watching this process and has voiced growing concerns that the United States will be even less able to negotiate effectively on issues related to the creation of the Free Trade Area of the Americas. Competing nations are not waiting for us to resolve internal political disputes over the structure of fast-track authority and are forging ahead with agreements in Asia and Latin America.

Trade agreements signed in the past have helped create the current economic expansion; one third of the growth in gross domestic product in the last four years can be directly attributed to trade agreements negotiated under fast-track authority. Though Governors must rely on the federal government to effectively manage international trade, states and the federal government share responsibility for creating a healthy economy. The Governors ask that the federal government consult with them when a potential trade agreement could impact state law. By working together, states and the federal government can create a thriving economy fueled significantly by international trade.

We are very concerned that legislation to reauthorize fast-track authority will not move forward unless Congress and the White House quickly agree upon a legislative proposal. We recognize that the legislative agenda this session is extraordinarily tight and know that political realities may prevent a vote on this issue next year because of the 1998 elections. We must all work together now if we want to pass legislation before 1999.

We have shared our concerns with the President, and we are fully prepared to actively support efforts to achieve renewal of fast-track authority in this Congress.

Sincerely,

George V. Voinovich

Governor George V. Voinovich
Chair

Tom Carper

Governor Thomas R. Carper
Vice Chair

Attachment: Governors' Principles on International Trade

Copy: House Ways and Means Committee Members

NATIONAL GOVERNORS' ASSOCIATION

George V. Voinovich
Governor of Ohio
Chairman

Thomas R. Carper
Governor of Delaware
Vice Chairman

Raymond C. Scheppach
Executive Director

Hall of the States
444 North Capitol Street
Washington, D.C. 20001-1512
Telephone (202) 624-5300

October 1, 1997

The Honorable John McCain
Chair
Commerce, Science, and Transportation
Committee
United States Senate
Washington, D.C. 20510

The Honorable Ernest F. Hollings
Ranking Member
Commerce, Science, and Transportation
Committee
United States Senate
Washington, D.C. 20510

Dear Mr. Chair and Senator Hollings:

The National Governors' Association (NGA) has consistently supported federal efforts to expand global free trade. Governors played a critical role in the successful passage of the North American Free Trade Agreement (NAFTA) and the Uruguay round negotiations of the General Agreement on Tariffs and Trade. We are now working to ensure reauthorization of fast-track authority. The nation's Governors urge you and your colleagues to work with President Bill Clinton to reach a bipartisan consensus on this critical legislation as soon as possible.

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Sincerely,

George V. Voinovich

Governor George V. Voinovich
Chair

Tom Carper

Governor Thomas R. Carper
Vice Chair

Attachment: Governors' Principles on International Trade

Copy: Senate Commerce Committee Members

NATIONAL GOVERNORS' ASSOCIATION

George V. Voinovich
Governor of Ohio
Chairman

Thomas R. Carper
Governor of Delaware
Vice Chairman

Raymond C. Scheppach
Executive Director

Hall of the States
444 North Capitol Street
Washington, D.C. 20001-1512
Telephone (202) 624-5300

October 1, 1997

The Honorable William V. Roth, Jr.
Chair
Finance Committee
United States Senate
Washington, D.C. 20510

The Honorable Daniel Patrick Moynihan
Ranking Member
Finance Committee
United States Senate
Washington, D.C. 20510

The Honorable Charles E. Grassley
Chair
International Trade Subcommittee
Finance Committee
United States Senate
Washington, D.C. 20510

Dear Chairman Roth, Senator Moynihan, and Chairman Grassley:

The National Governors' Association (NGA) has consistently supported federal efforts to expand global free trade. Governors played a critical role in the successful passage of the North American Free Trade Agreement (NAFTA) and the Uruguay round negotiations of the General Agreement on Tariffs and Trade. We are now working to ensure reauthorization of fast-track authority. The nation's Governors urge you and your colleagues to work with President Bill Clinton to reach a bipartisan consensus on this critical legislation as soon as possible.

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Sincerely,

George V. Voinovich

Governor George V. Voinovich
Chair

Tom Carper

Governor Thomas R. Carper
Vice Chair

Attachment: Governors' Principles on International Trade

Copy: Senate Finance Committee Members

NATIONAL
GOVERNORS'
ASSOCIATION

George V. Voinovich
Governor of Ohio
Chairman

Thomas R. Carper
Governor of Delaware
Vice Chairman

Raymond C. Scheppach
Executive Director

Hall of the States
444 North Capitol Street
Washington, D.C. 20001-1512
Telephone (202) 624-5300

October 1, 1997

The Honorable Trent Lott
Majority Leader
United States Senate
Washington, D.C. 20510

The Honorable Thomas A. Daschle
Minority Leader
United States Senate
Washington, D.C. 20510

Dear Senator Lott and Senator Daschle:

The National Governors' Association (NGA) has consistently supported federal efforts to expand global free trade. Governors played a critical role in the successful passage of the North American Free Trade Agreement (NAFTA) and the Uruguay round negotiations of the General Agreement on Tariffs and Trade. We are now working to ensure reauthorization of fast-track authority. The nation's Governors urge you and your colleagues to work with President Bill Clinton to reach a bipartisan consensus on this critical legislation as soon as possible.

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Sincerely,

George V. Voinovich

Governor George V. Voinovich
Chair

Tom Carper

Governor Thomas R. Carper
Vice Chair

Attachment: Governors' Principles on International Trade

Copy: Senate Commerce Committee Members

ORANGE COUNTY BUSINESS COUNCIL
2 Park Plaza, Suite 100 • Irvine, California 92614
phone: 714.476.2242 • fax: 714.476.9240 • url:www.ocbc.org

October 22, 1997

Letters were sent to members of the Orange County Congressional Delegation

The Honorable Loretta Sanchez
U.S. House of Representatives
Washington, D.C. 20515

Re: Fast Track - support

Dear Congresswoman Sanchez:

The Orange County Business Council, a 1,500 member company business organization representing some 350,000 employees in Orange County, strongly encourages your support of Fast Track negotiating authority for the President.

In a recent study of 253 metropolitan areas in the United States, Orange County ranks as the 13th largest exporter. Trends show that growth industries in Orange County's thriving economy will continue to be export-oriented, relying upon global markets to support their enterprises and in turn supporting the economic vitality of this county. Giving the President Fast Track authority will enable the United States to participate effectively in important negotiations to protect U.S. economic interests in the areas of intellectual property, agriculture, trade services, key industry sectors, and emerging economies.

We believe the Fast Track proposal provides an appropriately balanced role for Congress and that it is clearly in Orange County's economic interests. Please support this important proposal to preserve the United States' leadership in the global economy.

Sincerely,

Stan Oftelie
Stan Oftelie
President & CEO

Julie Puentes
Julie Puentes
Executive Vice President
Public Affairs

cc: District Office

legis\bills\fastrack\10/22/97

SHAPING ORANGE COUNTY'S ECONOMIC FUTURE

Clinton Presidential Records
Digital Records Marker

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

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

Divider Title: **LISTS**

OCTOBER 27, 1997

MEMORANDUM

TO:	**Mickey Ibarra**
	Victoria Radd
	Jason Berman
FROM:	**Emily Bromberg**
	Sky Gallegos
SUBJECT:	**Fast Track**

Following are the state and local elected officials who have been contacted by our office regarding Fast Track. It is also noted where the elected has sent a letter of support or press statement on this issue.

GOVERNORS

The National Governors' Association (NGA)

The NGA Chair and Vice Chair, Governors Voinivich and Carper signed a letter stating the Governors' support for the Administration's Fast Track legislation. It was delivered to the Congressional leadership and the Chairs and Vice Chairs of the Senate Finance Committee, the Senate Commerce Committee And the House Ways and Means Committee on October 1, 1997.

The NGA approved a policy resolution at their 1997 Winter Meeting supporting the renewal of fast track negotiating authority.

Romer (D-CO)

Governor Romer released a statement to the Colorado press September 10, 1997, stating his support for the President's efforts to have Congress renew fast track negotiating authority.

Carper (D-DE)

Chiles (D-FL)

Governor Chiles sent a letter to all Democratic Governors July 9, 1997, encouraging them to support the Democratic Leadership Council's (DLC) appeal to Congress for the renewal of fast track negotiating authority.

Branstad (R-IA)

Governor Branstad sent a letter to Congressman Boswell September 9, 1997, stating his support for the renewal of the President's fast track trade negotiating authority.

Edgar (R-IL)

Governor Edgar sent a letter to Congressman Crane September 17, 1997, stating his support for the President's fast track legislation.

Patton (D-KY)
As Chair of the NGA Committee on Economic Development and Commerce, Governor Patton signed a letter April 16, 1997, with the Vice-Chair, Governor Schafer, stating NGA's support for the federal government's efforts to expand global trade.
Hunt (D-NC)
Governor Hunt sponsored the Southern Governors' policy resolution noted above.
Leavitt (R-UT
Thompson (R-WI)
Locke (D-WA)

MAYORS
U.S. Conference of Mayors (USCM)
USCM passed a policy resolution at their Summer Meeting supporting fast track and the President's effort to have Congress renew it.
Archer (D-Detroit)
The Mayor attended the President's fast track event on September 9, 1997, and gave two print interviews following the event, expressing his support for the renewal of fast track authority.
Chavez (D-Albuquerque)
Daley (D-Chicago)
Hammer (D-San Jose, CA)
Mayor Hammer sent a letter to other Democratic Mayors expressing her support for the renewal of fast track negotiating authority and encouraging them to join the DLC's Appeal to Congress.
Harris (D-Oakland)
Helmke (R-Fort Wayne, IN)
Katz (D-Portland)
Kirk (D-Dallas)
Lanier (D-Houston)
Marinovich (D-Kansas City, KS)
Menino (D-Boston)
Morial (D-New Orleans)
The Mayor attended the President's fast track event, September 9, 1997, and gave two radio and one television interview following the event, stating his support for the President's effort to have fast track authority renewed.
The Mayor wrote an opinion editorial in support of fast track and sent it to the New Orleans paper.
Norquist (D-Milwaukee)
The Mayor sent letter to the President September 17, 1997, expressing his support for fast track negotiating authority.
Oberndorf (D-Virginia Beach)

O'Neil (D-Long Beach, CA)

The Mayor released a statement to the southern California press September 16, 1997, expressing her support for the renewal of fast track negotiating authority.

Penelas (D-Metro-Dade, FL)

Pulido (D-Santa Ana, CA)

The Mayor released a statement to the southern California press September 9, 1997, expressing his support for the Administration's efforts to encourage Congress to adopt fast track legislation.

The Mayor sent a letter to the Orange County Supervisors encouraging them to join him in supporting fast track.

Ramirez (D-El Paso, TX)

Ray (R-Des Moines)

Rendell (D-Philadelphia)

The Mayor sent a Letter to other Democratic Mayors August 25, 1997, stating his support for renewing fast track negotiating authority and encouraging them to join the DLC's Appeal to Congress on this issue.

Rice (D-Seattle)

Sales-Belton (D-Minneapolis)

Savage (D-Tulsa)

Schmoke (D-Baltimore)

Webb (D-Denver)

STATE LEGISLATORS

National Conference of State Legislatures (NCSL)

NCSL passed a policy resolution supporting fast track conditional upon certain state interests at their Winter 1997 meeting.

COUNTY OFFICIALS

National Association of Counties

Johnson (R-Hennepin Co., MN)

The Commissioner attended the President's fast track event September 9, 1997, and spoke to his regional press following the event expressing his support for the President's efforts to have Congress renew fast track.

Democratic Leadership Council: Democrats for Fast Track

Governors

Thomas Carper, DE
Benjamin Cayetano, HI
Lawton Chiles, FL
James B. Hunt, NC
John A. Kitzhaber, OR
Zell B. Miller, GA
Roy Romer, CO

State Senators

Jim Barone, KS
Anita Bowser, IN
Roger M. Breske, WI
Terry C. Burton, MS
Tom Butler, AL
Chris Cummisky, AZ
George R. Cunningham, AZ
Kevin A. Easley, OK
Mary Jane M. Garcia, NM
Wib Gulley, NC
Cliff Hoofman, AR
Wally E. Horn, IA
Jerry Howard, MO
Scott N. Howell, UT
William V. Irons, RI
Denny Jacobs, KS
Patty Judge, IA
John J. D. Lynch, MT
James L. Mathewson, MO
Paul Muegge, OK
Elaine Richardson, AS
Kevin Smith, AR
Rob Smith, MS
Henry Edward Stallings, MI
Pete Suazo, UT

State Representatives

Larry E. Adair, OK
Avery C. Alexander, LA
Elaine Alquist, CA
Michael E. Box, AL
Joe E. Brown, SC
Clarence Collins, NV
Nancy W. Cook, DE
David Counts, TX
Jeffrey W. Coy, PA
Debra Danburg, TX
Susan Davis, CA
Richard A. DiLiberto, DE
Tyrone Ellis, MS
Patrick J. Flaherty, CT
Lloyd Frith, LA
Ken Givens, TN
Robert D. Godfrey, CT
John Gordner, PA
Lars A. Hafner, FL
Bob Hagedorn, CO
Eric. G. Hamakawa, HI
C. Alexanders Harvin, SC
John Hirschi, TX
Charles R. Hoffman, KY
Mike Horsey, PA
Herschella Horton, AZ
Contrance A. Howard, IL
Lee Ahu Isa, HI
Ken Ito, HI
Linda Bebko-Jones, AR
Ted Lempert, CA
Anne Mackenzie, FL
Johnnie Maier, OH
Mark L. Mallory, OH
Kennedth C. Monague, MD
Marcus R. Oshiro, HI
Jeff Plale, WI
Pat Pappas, AR
Carol S. Petzold, MD
John Pino, WV
Kenneth R. Plum , VA
Tom Ramsay, TX
Jeannie Reeser, CO

Steven Riggs, KY
Antonio R. Riley, WI
Charlotte T. Schexnayder, AR
Jeffrey Schoeenberg, IL
Joe D. Shriver, KS
Joseph M. Souki, HI
Keith Stallworth, MI
Mimi Stewart, NM
Virginia Strom-Martin, CA
Gary Wiggins, MO
Migueal Wise, TX
Philip Wise, IA
Mitchell Van Yahres, VA

Mayors

Kenneth L. Barr, Fort Worth, TX
Angelo Ciambrone, Chicago Heights, IL
Charles T. Doyle, Texas City, TX
Carelton S. Finkbeiner, Toledo, OH
Paul D. Fraim, Norfolk, VA
Susan Hammer, San Jose, CA
Jeremy Harris, Honolulu, HI
Patsy Jo Hilliard, East Point, GA
James Holley III, Portsmith, VA
Leanard P. Kiczek, Bayonne, NJ
J. Mark Lawler, Anderson, IN
Gary L. Loster, Saginaw, MI
Dannel P. Malloy, Stamford, CT
Anthony M. Masiello, Buffalo, NY
John O. Norquist, Milwaukee, WI
Beverly O'Neill, Long Beach, CA
Paul Oyaski, Euclid, OH
Douglas H. Palmer, Trenton, NJ
James P. Perron, Elkhart, IN
Stephen Reed, Harrisburg, PA
Ed Rendell, Philadelphia, PA
Joseph R. Riley, Charleston, SC
Charles Robertson, York, PA
Bruce Rose, Wilson, NC
Charles W. Sanders, Waynesville, OH
Joe Scapelli, Brick, NJ
George Spadoro, Edison, NJ
Janice C. Stork, Lancaster, PA

DEMOCRATS
FOR ECONOMIC GROWTH

Governors
Thomas Carper, DE
Benjamin Cayetano, HI
Lawton Chiles, FL
James B. Hunt, NC
John A. Kitzhaber, OR
Zell B. Miller, GA
Roy Romer, CO

State Senators
Jim Barone, KS
Anita Bowser, IN
Roger M. Breske, WI
Terry C. Burton, MS
Tom Butler, AL
Chris Cummiskey, AZ
George R. Cunningham, AZ
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Jerry Howard, MO
Scott N. Howell, UT
William V. Irons, RI
Denny Jacobs, KS
Patty Judge, IA
John J. D. Lynch, MT
James L. Mathewson, MO
Paul Muegge, OK
Elaine Richardson, AS
Kevin Smith, AR
Rob Smith, MS
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Debra Danburg, TX
Susan Davis, CA
Richard A. DiLiberto, DE
Tyrone Ellis, MS
Patrick J. Flaherty, CT
Lloyd Frith, LA
Ken Givens, TN
Robert D. Godfrey, CT
John Gordner, PA
Lars A. Hafner, FL
Bob Hagedorn, CO
Eric G. Hamakawa, HI
C. Alexanders Harvin, SC
John Hirschi, TX
Charles R. Hoffman, KY
...orsey, PA
...hella Horton, AZ
...ance A. Howard, IL
Lee Ahu Isa, HI
Ken Ito, HI

AMERICA CAN COMPETE AND WIN.

Under President Clinton's leadership, the U.S. economy is now consistently ranked as the most competitive in the world. Like John F. Kennedy and every other Democratic President of this century, President Clinton believes trade is essential to economic growth. He has fought to give Americans the education and skills they need to succeed in the new economy. Expanding trade means expanding opportunities for American families and communities.

AMERICAN TRADE IS CRITICAL TO STATE ECONOMIC GROWTH.

As state and local leaders, we know lower trade barriers have been critical to expanding markets for American goods and services overseas and increasing investment here. Nearly all states have registered double-digit export growth over the past four years. Export-related jobs accounted for nearly one-fourth of the new jobs created since 1992—jobs that pay an average of 13-15% more. Increasing trade is essential to increasing growth. But if we hesitate to open new markets, this growth could falter.

An Appeal to Congress from the States:

GIVE PRESIDENT CLINTON THE AUTHORITY TO NEGOTIATE TOUGH, FAIR TRADE AGREEMENTS.

NO TIME FOR UNILATERAL

JOHN GORDNER, PA
LARS A. HAFNER, FL
BOB HAGEDORN, CO
ERID G. HAMAKAWA, HI
C. ALEXANDERS HARVIN, SC
JOHN HIRSCHI, TX
CHARLES R. HOFFMAN, KY
MIKE HORSEY, PA
HERSCHELLA HORTON, AZ
CONTRANCE A. HOWARD, IL
LEE AHU ISA, HI
KEN ITO, HI
LINDA BEBKO-JONES, AR
TED LEMPERT, CA
ANNE MACKENZIE, FL,
JOHNNIE MAIER, OH
MARK L. MALLORY, OH
KENNEDTH C. MONAGUE, MD
MARCUS R. OSHIRO, HI
JEFF PLALE, WI
PAT PAPPAS, AR
CAROL S. PETZOLD, MD
JOHN PINO, WV
KENNETH R. PLUM, VA
TOM RAMSAY, TX
JEANNIE REEBER, CO
STEVEN RIGGS, KY
ANTONIO R. RILEY, WI
CHARLOTTE T. SCHEXNAYDER, AR
JEFFREY SCHOEENBERG, IL
JOE D. SHRIVER, KS
JOSEPH M. SOUKI, HI
KEITH STALLWORTH, MI
MIMI STEWART, NM
VIRGINIA STROM-MARTIN, CA
GARY WIGGINS, MO
MIGUEAL WISE, TX
PHILIP WISE, IA
MITCHELL VAN YAHRES, VA

Mayors

KENNETH L. BARR, FORT WORTH, TX
ANGELO CIAMBRONE, CHICAGO HEIGHTS, IL
CHARLES T. DOYLE, TEXAS CITY, TX
CARELTON S. FINKBEINER, TODEDO, OH
PAUL D. FRAIM, NORFOLK, VA.
SUSAN HAMMER, SAN JOSE, CA
JEREMY HARRIS, HONOLULU, HI
PATSY JO HILLIARD, EAST POINT, GA
JAMES HOLLEY III, PORTSMITH, VA
LEANARD P. KICZEK, BAYONNE, NJ
J. MARK LAWLER, ANDERSON, IN
GARY L. LOSTER, SAGINAW, MI
DANNEL P. MALLOY, STMFORD, CT
ANTHONY M. MASIELLO, BUFFALO, NY
JOHN O. NORQUIST, MILWAUKEE, WI
BEVERLY O'NEILL, LONG BEACH, CA
PAUL OYASKI, EUCLID, OH
DOUGLAS H. PALMER, TRENTON, NJ
JAMES P. PERRON, ELKHART, IN
STEPHEN REED, HARRISBURG, PA
ED RENDELL, PHILADELPHIA, PA
JOSEPH R. RILEY, CHARLESTON, SC
CHARLES ROBERTSON, YORK, PA
BRUCE ROSE, WILSON, NC
CHARLES W. SANDERS, WAYNESVILLE, OH
JOE SCAPELLI, BRICK, NJ
GEORGE SPADORO, EDISON, NJ
JANICE C. STORK, LANCASTER, PA

TOUGH, FAIR TRADE AGREEMENTS.

NO TIME FOR UNILATERAL DISARMAMENT IN TRADE.

Now key negotiations are about to start-in agriculture, services, financial services, and information technology-sectors where our country is the world leader-and in Asia and Latin America, the two fastest growing regions in the world. This is no time to unilaterally disarm our President and our negotiators. Without fast track, the United States cannot negotiate new trade agreements that are in our interest, and fair, reciprocal trading rules. Failure to renew negotiating authority will only encourage more competitors to cut America out of accords.

We urge Congress to give President Bill Clinton the ability to protect America's interests in the world trading system. As Democrats, we call on all members of our Party to sustain our economic growth by supporting fast-track authority for this Democratic President. We must not lose tomorrow's jobs because we failed to lead today.

DLC

Democratic Leadership Council

Compete, don't retreat. Let America lead.

SPONSORED BY THE DEMOCRATIC LEADERSHIP COUNCIL PHONE: (202) 546-0007 HTTP://WWW.DL[illegible].ORG

MEMORANDUM

To: Sky, White House Intergov't Affairs
From: Debbie Cox, DLC Field Director
Re: Suggested Invites for Fast Track Event

Among those who signed our appeal to Congress, the following are fifteen people you might consider including in the fast track event next week. I will call you shortly to follow up:

Mayors:

Mayor Carleton Finkbeiner
City of Toledo
One Gov't Center, #2120
Toledo, OH 43604
(419) 245-1278

Mayor Paul Fraim
City of Norfolk
1109 City Hall
Norfolk, VA 23501
(757) 664 -4262

Mayor Gary Loster
City of Saginaw
1315 S. Washington
Saginaw, MI 48601
(517) 759-1400

Mayor Anthony Masiello
City of Buffalo
65 Niagra Square
Buffalo, NY 14202
(716) 851-4841

Mayor John Norquist
City of Milwaukee
201 City Hall
200 East Wells Street
Milwaukee, WI 53202
(414) 286-2200

Mayor Ed Rendell
City of Philadelphia
City Hall, Room 215
Philadelphia, PA 19107
(215) 686-1776

Legislators:

Michael E. Box
Alabama State Representative
PO Box 931
Saraland, AL 36571
(334) 242-7725
(Immediate Past President, NCSL)

Lars Hafner
Florida State Representative
1301 66th Street, North
St. Petersburg, FL 33710
(813) 381-0053

Scott Howell
Utah State Senate Minority Leader
319 State Capitol
Salt Lake City, UT 84114
(801) 538-1035

Ted Lempert
CA State Assemblymember
State Capitol, Room 2188
Sacramento, CA 95814
(916) 445-7632

Anne Mackenzie
FL State Representative
1000 S. Federal Highway
Ft. Lauderdale, FL 33316
(305) 524-1000

Ken Montague, Jr.
MD State Delegate
310 Lowe House Office Bldg
Annapolis, MD 21401
(410) 841-3259

Antonio Riley
WI State Representative
PO Box 8953
Madison, WI 53708
(608) 266-0645
(DLC Legislative Chairman)

Tom Sawyer
KS House Minority Leader
1041 S. Elizabeth
Wichita, KS 67213
(913) 296-7630

Phil Wise
Iowa State Representative
503 Grand Avenue
Keokuk, IA 52632
(515) 281-3221

Elected Officials Contact List for Support

STATE	GOVERNOR/CONTACT	MAYORS/CONTACT
Georgia	*Governor Zell Miller Steve Wrigley (404) 651-7715	*Mayor William Campbell-Atlanta Scottie Greenwood
California		*Mayor Beverly O'Neil-Long Beach Randall Hernandez (310) 570-6986 *Mayor Elihu Mason Harris-Oakland Nicole Freeman (510) 238-2210 *Mayor Joe Serna-Sacramento COS Michael Picker (408) 277-4237 *Mayor Susan Hammer-San Jose Gary Robinson/Bob Brownstein (408) 277-4237
Colorado	*Governor Roy Romer Alan Salazar (303)866-4567	*Mayor Wellington Webb-Denver Stephanie Foote (303) 640-2352
Florida	*Governor Lawton Chiles COS Linda Shelley (904) 488-5603 *DC: Debbie Kilmer 624-5885	*Mayor Joe Corrolla-Miami Charlene Watkins (305) 250-5300 *Mayor Glenda Hood-Orlando COS Randall James (402) 246-2221 *Mayor Alex Penelas-Metro Dade Virginia Sanchez (305) 375-5071 *Mayor Dick Greco-Tampa John Kaynes (813) 274-8215
Louisiana		*Mayor Marc Morial-New Orleans Cheryl Teamer (504) 565-6415
Missouri	*Governor Mel Carnahan Andrea Routh (573) 751-3222 *DC: Susan Harris 624-7720	*Mayor Emannuel Cleaver-Kansas City COS Denise Philips (816) 274-2443
North Carolina	*Governor James Hunt COS Franklin Freeman *DC: Debbie Bryant 624-5830	
Texas		*Mayor Kirle- Rosalyn Miller (214) 670-7978 *Mayor Bob Lanier-Houston Sabrina Foster (713) 247-3650
Wisconsin	*Governor Thompson COS John Matthews (608) 266-2979 *DC: Andrew Peterson 624-5870	*Mayor John Nordquist-Milwaukee Orson Ponte (414) 286-8577

FAST TRACK SCHEDULE

Thursday, October 30

-- Presidential statement thanking Gingrich for House vote
-- Albright appearance on Larry King Live

Friday, October 31

-- President's remarks to workers at Tropical/West Palm Beach Port (to be delivered by Daley)
-- Berger address to Council on Foreign Relations (includes strong fast track message)

Saturday, November 1

-- President's radio address on fast track, including endorsements by former Presidents, secretaries of State, Treasury, etc. (to be delivered by Vice President)
-- Republican response on fast track by Speaker Gingrich (request by Brophy)

Sunday, November 2

-- Possible references to fast track in President's political speeches (unlikely; check with C. Smith)
-- Bill Richardson appearance on Fox Morning News (request pending)

Monday, November 3

-- President meets with Daschle and other Senate Democrats; pool spray and post-meeting press stake-out where Daschle announces his support in light of package on labor/environment (check with Daschle; Republican consultation needed)

Tuesday, November 4

-- East Room press conference with President, Daschle, Gingrich, Lott and Fazio (approx. 2:30 pm)
-- President meets with Chet Edwards and undecided Texas Democrats; post-meeting press stake-out announcing member endorsements (approx. 5:30 pm) Audience ?
Rose Garden or East Room ?

Wednesday, November 5

-- White House announcement with President, Vice President, Herman, Daley, Sperling, Barshefsky, other Cabinet members, and supportive House Democrats of new package of TAA/training proposals Oval w/ Members or Roosevelt Room

-- Cabinet amplification of new training/TAA package -- cable news; regional tongs

-- Bowles, Berger, Barshefsky address Business Roundtable policy group CEO's in morning LD cancelled -> — Daley or Rubin Afternoon?

-- Business Roundtable policy group meeting in afternoon; request for principal -- Vice President?

Thursday, November 6

-- President attends Bush Library dedication where President talks about fast track vote tomorrow and each former President endorses fast track (TBD whether formers will agree)

-- Vice President meets with Cabinet members at White House; Cabinet then fans out on Hill for member visits; press follows some Cabinet (Albright) (tentative)

Other

1. Cabinet members assigned to media markets in undecided member districts

2. Placement of Administration officials on weekend shows

3. Lewis, Emanuel, Begala, and others to call weekend pundits/commentators to advance message of Republican leadership now invested and

Support	Lean Support	Undecided	Lean Oppose	Oppose
42	66	138	93	95
Berman	**Bentsen**	**Boswell***	**Abercrombie**	**Barrett**
Berry*	**Eshoo**	Baldacci	Ackerman	Bishop
Blumenauer	Flake	**Cardin**	**Allen***	**Blagojevich***
Davis, J.*	Ford*	Clayton	Andrews	Bonior
Dicks	Hoyer	**Clement**	Baesler	Brown, C.
Dooley	**Sawyer**	**Deutsch**	Barcia	**Brown, G.**
Fazio	**Stenholm**	**Doggett**	**Becerra**	**Brown, S.**
Foglietta		**Edwards**	Borski	**Capps***
Hamilton	Archer	**Fattah**	**Boucher**	Carson*
Harman	Armey	Filner	Boyd*	Condit
Matsui	Ballenger	Hall, R.	Clay	Conyers
Moran	Bateman	Hall, T.	Clyburn	Costello
Skaggs	Bliley	Hastings	**Cramer**	**Coyne**
Tanner	Brady*	**Hooley***	Davis, D.*	Cummings
Tauscher*	Calvert	**John***	**Dingell**	Danner
	Camp	**Johnson, E.B.**	Doyle	DeFazio
Bachus	Castle	Kilpatrick*	Engel	**DeGette***
Baker	Chabot	Kind*	**Etheridge***	**Delahunt***
Barrett	Collins	Lofgren	**Evans**	**Delauro**
Bereuter	Combest	Lowey	**Gejdenson**	**Dellums**
Boehner	Crane	**Luther**	**Gonzalez**	**Dixon**
Bonilla	Davis, T.	Markey	**Green, G.**	**Farr**
Campbell	Dickey	McCarthy, K.	Hefner	Frank
Christensen	Dunn	**McDermott**	**Hinojosa***	**Frost**
Dreier	Ehrlich	McNulty	Jackson Lee	Furse
Ewing	Emerson*	Millender-McDonald	**Jefferson**	**Gephardt**
Gilchrest	Fawell	Payne	Johnson, J.*	**Goode***
Goodlatte	Foley	Pomeroy	Kanjorski	**Gordon**
Herger	Gallegly	Price*	Kildee	Gutierrez
Houghton	Gekas	**Rangel**	Kleczka	Hilliard
Kelly	Gilman	Skelton	Kucinich*	Hinchey
King	Gingrich	**Snyder***	**LaFalce**	Holden
Latham	Granger*		**Levin**	Jackson
Livingston	Greenwood	Aderholt*	**Manton**	Kaptur
Manzullo	Hastert	Barr	Mascara	**Kennedy, J.**
Miller	Hastings	Bartlett	McCarthy, C.*	**Kennedy, P.**
Packard	Horn	Barton	**McIntyre***	**Kennelly**
Parker	Hyde	Bass	**Meehan**	Klink
Portman	Johnson, S.	Bilbray	Meek	Lampson*
Ramstad	Kim	Bilirakis	**Menendez**	Lantos
Shays	Kolbe	Blunt*	**Minge**	**Lewis**
Stump	Lazio	Boehlert	Mink	Lipinski
Young	Leach	Bryant	Mollohan	**Maloney, C.**
	Linder	Burr	Oberstar	**Maloney**
	McCollum	Buyer	Olver	**Martinez**
	McCrery	Callahan	**Ortiz**	McGovern*
	McDade	Cannon*	Owens	McHale
	McIntosh	Chabot	Pallone	**McKinney**
	McKeon	Chambliss	**Pastor**	Miller
	Moran	Coble	**Pelosi**	Moakley
	Myrick	Coburn	**Pickett**	**Murtha**
	Nethercutt	Cook*	**Reyes***	Nadler
	Petri	Cooksey*	**Rodriguez***	**Neal**
	Pryce	Cox	**Rothman***	Obey
	Roukema	Crapo	Sabo	Pascrell*
	Salmon	Cubin	**Schumer**	**Peterson, C.**
	Sanford	Cunningham	**Scott**	Poshard
	Schaefer	Deal	**Sherman***	Rahall
	Sensenbrenner	Delay	Smith, A.*	**Rivers**
	Shaw	Diaz-Balart	Spratt	**Roemer**
	Smith, Lamar	Ehlers	**Stokes**	**Roybal-Allard**
	Thornberry	English	Strickland*	Rush
	Watkins*	Everett	**Thurman**	**Sanchez***
	Watts	Fowler	**Torres**	Sanders
	Weller	Fox	Towns	**Sandlin***
	White	Franks	Vento	**Serrano**

	Wicker	Frelinghuysen	Watt	Sisisky
		Ganske	**Waxman**	**Slaughter**
		Gibbons*	**Wexler***	Stabenow*
		Gillmor	**Weygand***	Stark
		Goodling	Woolsey	Stupak
		Goss		Taylor
		Graham	Burton	**Thompson**
		Gutknecht	Ensign	**Tierney***
		Hansen	Forbes	**Traficant**
		Hayworth	Inglis	**Turner***
		Hefley	LaTourette	Velazquez
		Hill*	Lewis, R.	**Visclosky**
		Hobson	Mica	Waters
		Hoekstra	Neumann	**Wise**
		Hulshof*	Paul*	**Wynn**
		Hutchinson*	Quinn	Yates
		Istook	Riggs	
		Jenkins*	Riley*	Bono
		Johnson	Rogers	Bunning
		Jones	Rohrabacher	Canady
		Kasich	Ros-Lehtinen	Chenoweth
		Kingston	Scarborough	Doolittle
		Klug	Smith, Linda	Duncan
		Knollenberg	Solomon	Hilleary
		LaHood	Tiahrt	Hostettler
		Largent	Walsh	Hunter
		Lewis	Wamp	Lucas
		LoBiondo	Young, D.	Metcalf
		McHugh		Royce
		McInnis		Stearns
		Morella		
		Ney		
		Northup*		
		Norwood		
		Nussle		
		Oxley		
		Pappas*		
		Paxon		
		Pease*		
		Peterson*		
		Pickering*		
		Pitts*		
		Pombo		
		Porter		
		Radanovich		
		Redmond*		
		Regula		
		Rogan*		
		Ryun*		
		Saxton		
		Schaffer*		
		Schiff		
		Sessions*		
		Shadegg		
		Shimkus*		
		Shuster		
		Skeen		
		Smith, C.		
		Smith, N.		
		Smith, R.		
		Snowbarger*		
		Souder		
		Spence		
		Sununu*		
		Talent		
		Tauzin		
		Taylor		
		Thomas		

		Thune*		
		Upton		
		Weldon		
		Weldon		
		Whitfield		
		Wolf		

Cabinet Fast Track Rollout

Cabinet Member	*September 11*	*September 12*
Secretary Albright	**Foreign Travel**	**Foreign Travel**
Secretary Rubin	*Washington, DC* CEO Lunch	*Washington, DC* Bankers Roundtable Lunch
Secretary Glickman	***FAST TRACK TRAVEL*** ***KANSAS CITY***	*Washington, DC* Congressional Black Caucus
Secretary Daley	*Washington, DC* TPPC Rump Group	***FAST TRACK TRAVEL*** ***MINNEAPOLIS***
Secretary Herman	*Washington, DC* OFCCP Eve Awards	*Washington, DC* Congressional Black Caucus
Secretary Slater		*Washington, DC* Congressional Black Caucus
Secretary Pena	***San Francisco, California*** Technology Development; Science Education	***Los Angeles, CA*** Back to School Event
Administrator Browner	*Washington, DC* Final Day of "Right to Know Conference" (T)	
Ambassador Richardson	*New York, New York*	*New York, New York*
Ambassador Barshefsky	*Washington, DC* NAFTA Hearing	
Administrator Alvarez	*Washington, DC* Address Hispanic Business Magazine CEO Roundtable; Address Congressional Hispanic Caucus	*Washington, D.C.* Congressional Black Caucus
Mack McLarty	***Sao Paulo, Brazil*** Speech to Mercosur Summit Meeting	***FAST TRACK TRAVEL*** ***Miami, Florida*** Speech at Miami Herald Conference on Latin America
Chair Janet Yellen	*Washington, DC* Speech at Smith Barney Washington Conference	***FAST TRACK TRAVEL*** ***SAN FRANCISCO***
Director Raines	Speech TBD	Speech TBD

September 5, 1997 (2:09pm)

Other Cabinet

Cabinet Member	*September 11*	*September 12*
Attorney General Reno	*Washington, DC* Bankers Roundtable Meeting; Collaboration Meeting	***Tampa, Florida*** Back to School Event ***Miami, Florida*** Asset Forfeiture Conference
Secretary Babbitt	*Washington, DC* Meeting with Congressman Saxton re: ESA	
Secretary Shalala		
Secretary Cuomo		*Washington, DC* HOE/HUD Physical Inspection (T); EZ Satellite
Secretary Riley	***Aspen Colorado***	***Aspen, Colorado*** Forstmann Little Education Round table
Secretary-Designate Gober	***Topeka, Kansas*** Forstmann Little Education Round table	–

September 5, 1997 (2:07pm)

Tuesday, September 8:

- Mailing of Fast Track "Fact Book" with Daley/Barshefsky cover letter to national and regional media. [Action: NSC/NEC/]

Tuesday, September 9:

• MSNBC	Barshefsky	[Action: USTR]

Wednesday, September 10:

• Press Conference by Agro-Business Leaders		[Action: WHPL/NSC]
• Columnists Roundtable	Berger/Barshefsky	[Action: NSC]
• 9:00am AP interview (TBD)	Barshefsky	[Action: USTR/NSC]
• 2:30pm White House Press Briefing	Barshefsky/Daley/Rubin	[Action: WH Press]
• White House Stakeout		
Part I	SBA Administrator Alvarez Marty Duggan, Small Business Export Council Tom Donahue, US Chamber of Commerce 3 small business success stories	
Part II	Congressional Supporters	[Dooley/Matsui/Rock.]
• Regional Editorial Roundtables **[WHAT REGIONS?**	Barshefsky Daley Glickman Richardson McLarty	[Action: WH Press]
• Inside Politics	TBD	
• *The Lehrer Show*	Barshefsky	[Action: USTR]
• *Cross-Fire*	Vin Weber (Matsui)	[TBD]
• *CNN's World View*	Barshefsky or Daley	[TBD]
• Others:		

Regional Radio:

The following groups will be doing regional radio, print and television interviews from the White House following the event.

1. Small Business Success Stories.
2. Mayors/Governors.
3. White House (Berman, Johnson).
4. Surrogates (Kanter, Weber, Hills).

<u>Thursday, September 11:</u>

• TODAY Show (TBD)	Joint Interview with Barshefsky and Rubin	
• NPR *Morning Edition*	Daley	[Action: Commerce]

<u>Friday, September 12:</u>

• Fast Track Op-ed	Barshefsky/Albright	[Action: USTR]
• USA TODAY Editorial Board (TBD)	Barshefsky	[Action: USTR]

<u>Sunday September 14:</u>

• Sunday Shows	Barshefsky, Daley, Rubin	[TBD]

<u>Monday, September 15:</u>

• Regional Satellite Tour	Stu Eizenstat	

To: peter o'keefe
from: the wexler group

America Leads on Trade
Activity Summary

October 8, 1997

Advertising

Television

- 30 Media Markets
- 103 Congressional Districts
- September 19—October 2

Print

- Roll Call and Washington Times

Radio

- 14 (4 Democratic, 10 Republican) Congressional Districts targeted for radio advertising beginning October 4—October 8
- TV & Radio (October 12—19) Media markets including: Phoenix, AZ; San Francisco and Los Angeles, CA; Tampa and Miami, FL; Iowa (state radio network); Paducah, KY; Lafayette, LA; Grand Rapids/Kalamazoo, MI; Columbus/Tupelo, MS; St. Louis, Columbia/Jefferson City and Springfield, MO; Dayton and Columbus OH; Oklahoma City, OK; Erie, PA; Dallas, TX; Roanoke, VA; Seattle, WA; and La Crosse, WI.

Corporate and Association Contacts with Congress (Excluding Field Org.)

House

- 823 contacts with House Members and staff reported September 1—30
- 196 additional contacts reported since October 1

Senate

- 84 Senate contacts reported September 1—30
- 56 Senate contacts reported since October 1

Local Advocacy

Corporate and State Leadership Network

- 49 states covered by network of corporate and association state coordinators

Professional Organizers

- Organizers engaged in 67 Democratic Districts
- Field operatives now active in 15 Republican Districts—new locations TBD pending October passage of House Ways and Means bill

Telemarketing

- Phone/mail program employed in 40 Democratic Districts to date

Tools

Toll free number for constituent mail (1-800-500-4252)
Web site (www.fasttrack.org)

FAST TRACK -- IGA OUTREACH

Cabinet Conference Calls
IGA has proposed four separate conference calls led by Cabinet Secretaries with Mayors from key states to discuss the Administration's Fast Track message. We have a bi-partisan list of approximately 30 mayors that we would like to participate in the calls with Secretaries Glickman, Daley, Herman, and Barshefsky. Many, but not all of these mayors have been contacted regarding Fast Track by White House IGA.

The calls will be open to the press: the Mayors would invite their city hall press corps to listen to the call and Cabinet members would invite national press to listen to the call in Washington. The call would be interactive for the Cabinet and the Mayors, but listen-only for the press. The press would have the ability to have question and answer with the Mayors following the call.

The following is a proposed list of mayors for the calls:

Secretary Glickman:
Clancey (D-Cedar Rapids, IA)
Ray (R-Des Moines)
Marinovich (D-Kansas City, KS)
Knight (R-Wichita)
Savage (D-Tulsa)
Norick (R-Oklahoma City)

Secretary Daley:
Brown (D-San Francisco)
Cleaver (D-Kansas City, MO)
Lanier (D-Houston)
Morial (D-New Orleans)
(Rendell (D-Philadelphia))
Menino (D-Boston)
(Chavez (D-Albuquerque)
Miller (D-Tucson))

Secretary Herman:
O'Neill (D-Long Beach)
Katz (D-Portland)
Harris (D-Oakland)
Pulido (D-Santa Anna)
Webb (D-Denver)
Bredesen (D-Nashville)
Albano (D-Springfield)
Kirk (D-Dallas)

Ambassador Barshefsky: 4- 4:45

(Pulido)

Rice ~~(D-Seattle)~~
~~Hammer~~ (D-San Jose)
~~Archer~~ (D-Detroit) → Morial –
Helmke (R-Ft. Wayne, IN)
Oberndorf (D-Virginia Beach)
Penelas (D-Miami)
Greco (D-Tampa)

Cleaver – no. Tues: 3 – 3:45.

Norquist / O'Neill / Pulido / Katz,

→ Webb

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Brown (D-San Francisco)
Cleaver (D-Kansas City, MO)
Lanier (D-Houston)
Morial (D-New Orleans)
Rendell (D-Philadelphia)
Menino (D-Boston) ?
Chavez (D-Albuquerque)
Miller (D-Tucson) ?

Secretary Herman:
O'Neill (D-Long Beach)
Katz (D-Portland)
Harris (D-Oakland)
Pulido (D-Santa Anna)
? Webb (D-Denver)Kirk (D-Dallas) ?
Bredesen (D-Nashville)
Albano (D-Springfield)
~~Kirk (D-Dallas)~~

Ambassador Barshefsky:

Rice (D-Seattle) ?
Hammer (D-San Jose) ✓
Archer (D-Detroit) ✓
Helmke (R-Ft. Wayne, IN)
Oberndorf (D-Virginia Beach)
Penelas (D-Miami)
Greco (D-Tampa)

Cleaver / Morial
Pulido / Norquist

Michael W. Williams

08/20/97 02:19:08 PM

Record Type: Record

To: Sky Gallegos/WHO/EOP

cc: Emily Bromberg/WHO/EOP
Subject: Fast Track Meetings

Thursday, July 24

Rep. Robert Matsui (CA-5)
Rep. Cal Dooley (CA-20)
Rep. Nita Lowey (NY-18)*
Rep. E.B. Johnson (TX-30)
Rep. Steny Hoyer (MD-5)
Rep. Tom Sawyer (OH-14)
Rep. Ron Kind (WI-3)
Rep. William Jefferson (LA-2)*
Rep. Ben Cardin (MD-3)
Rep. Jim Davis(FL-11)
Rep. Charles Stenholm (TX-17)*
Rep. Howard Berman (CA-26)
Rep. Earl Blumenauer (OR-3)
Rep. David Skaggs (CO-2)
Rep. Ed Markey (MA-7)
Rep. Tim Roemer (IN-3)
Rep. Barbara Kennelly (CT-1)
Rep. Karen Thurman (FL-5)
Rep. Charles Rangel (NY-15)
Rep. Darlene Hooley (OR-5)
Rep. Earl Pomeroy (ND-at large)
Rep. Nick Lampson (TX-9)
Rep. Richard Neal (MA-2)
Rep. Anna Eshoo (CA-14)
Rep. David Price (NC-4)
Rep. Floyd Flake (NY-6)*
Rep. Leonard Boswell (IA-3)
Rep. Karen McCarthy (MO-5)
Rep. Solomon Ortiz (TX-27)*
Rep. Jim McDermott (WA-7)

Thursday, July 31

Rep. Robert Matsui (CA-5)
Rep. James Moran (VA-8)
Rep. Bob Menendez (NJ-13)
Rep. Vic Fazio (CA-3)
Rep. Silvestre Reyes (TX-16)
Rep. Charles Stenholm (TX-17)
Rep. Peter Deutsch (FL-20)
Rep. Zoe Lofgren (CA-16)
Rep. Jay Johnson (WI-8)
Rep. Chris John (LA-7)
Rep. Adam Smith (WA-9)
Rep. David Minge (MN-2)
Rep. Nita Lowey (NY-18)*
Rep. Bill Luther (MN-6)
Rep. Lee Hamilton (IN-9)
Rep. Michael McIntyre (NC-7)
Rep. David Price (NC-4)
Rep. Bob Clement (TN-5)*
Rep. Harold Ford Jr.(TN-9)*
Rep. Ellen Tauscher (CA-10)
Rep. Bob Etheridge (NC-2)
Rep. Jane Harman (CA-36)
Rep. Carolyn McCarthy (NY-4)*
Rep. Donald Payne (NJ-10)*

* Did Not Attend

Let me know if you need anything else

GOVERNORS → Thompson

Leavitt (R-UT)

Mickey

• Chiles (D-FL)

Debbie Kilmer: faxed info; wants to help - needs to talk to him more.

Patton (D-KY)

Schafer (R-ND) Hunt:

BD Locke (D-WA)

BD Branstad (R-IA)

BD Edgar (R-IL)

• Romer (D-CO)

Alan: L/m

• Carper (D-DE)

Johnathon: faxed tp's - lkg info pr or statement.

MAYORS

X Rice (D-Seattle) Bruce Brooks

X • Katz (D-Portland)

Sam Adams - L/m

Brown (D-San Francisco)

• Harris (D-Oakland)

Nicole Freeman - L/m

Hammer (D-San Jose)

X ✓ • O'Neil (D-Long Beach)

Randall - L/m

X Pulido (D-Santa Anna)

• Chavez (D-Albuquerque)

John Daniel L/m

Miller (D-Tucson)

• Webb (D-Denver)

Stefanie Foote/Marge Price 303-433-3955 L/m / Jim Martinez ~~...~~ out till Mon.

X Archer (D-Detroit)

✓ • Norquist (D-Milwaukee)

Orson Porter - maybe.

Helmke (R-Ft. Wayne, IN)

• Greg Purcell L/m

Cleaver (D-Kansas City, MO)

- Clancey (D-Cedar Rapids, IA)

- Ray (R-Des Moines)

- Marinovich (D-Kansas City, KS)

Kathy Wolfe L/M

Knight (R-Wichita)

- Savage (D-Tulsa)

Jim East L/M

Norick (R-Oklahoma City)

X Kirk (D-Dallas)

Rosalyn Miller / Kristi Sherell ⇒ cb next wk.

X Lanier (D-Houston)

Sabrina Foster / Scott Forbes. f 7132472355.

- Morial (D-New Orleans)

Cheryl Teamer L/M

Bredesen (D-Nashville)

X Penelas (D-Miami)

Virginia Sanchez L/M 3755639.

Greco (D-Tampa)

- Oberndorf (D-Virginia Beach)

Helen Spore 757-426-5699 faxed info, call Mon.

- Rendell (D-Philadelphia)

X Menino (D-Boston)

Howard Liebowitz

Albano (D-Springfield)

Schmoke : Lynette Young

Rendell

AUGUST 20, 1997

MEMORANDUM FOR VICTORIA RADD

FROM: EMILY BROMBERG
SKY GALLEGOS

SUBJECT: **Proposed Fast Track Roll-out with Elected Officials**

WHITE HOUSE EVENT, SEPTEMBER 10th

The following is the proposed invitation list of elected officials for the White House event. Each of these officials have been very interested in promoting fast track.

Governors:	Leavitt (R-UT)	**Mayors:**	Archer (D-Detroit)
	Chiles (D-FL)		Hammer (D-San Jose)
	Patton (D-KY)		Ray (R-Des Moines)
	Schafer (R-ND)		Pulido (D-Santa Ana)
	Locke (D-WA)		Norquist (D-Milwaukee)
	Branstad (R-IA)		Clancey (D-Cedar Rapids)
	Thompson (R-WI)		Cleaver (D-Kansas City, MO)
			Rendell (D-Philadelphia)
County:	Penelas (D- Dade/Miami)		

IGA is working with the Press Office and Media Affairs (John Murchinson) to coordinate regional media for the elected officials following the event.

REGIONAL EVENTS/REGIONAL PRESS, SEPTEMBER 10th

IGA will distribute state-by-state analysis to Governors, State Legislative Leaders, Big City Mayors and Large County Executives and Commissioners for release in their states and cities at press conferences and events.

CABINET TRAVEL, WEEK OF SEPTEMBER 8th

IGA will ensure that elected officials participate in the Cabinet events and amplify our Fast Track message.

- Secretary Glickman in Chicago: Mayor Daley and County Executive Stroger will participate in the event.
- Secretary Rubin in Seattle: Governor Locke, Mayor Rice and County Commissioner Hague will participate in the event.
- Mack McLarty in Miami: Governor Chiles, Lieutenant Governor McKay and Mayor Penelas will participate in the event.
- Secretaries Daley, Slater and Albright and Administrators Browner and Alvarez may also be traveling.

Herman.
Glickman
Alvarez.

We are working closely with Cabinet Affairs as travel plans are confirmed.

CABINET CONFERENCE CALLS, WEEK OF SEPTEMBER 8th
IGA has proposed three separate conference calls led by ~~Rubin,~~ Barshefsky and Daley with Mayors on September 11, 1997. Mayors would invite their city hall press corps to listen to the call; Cabinet Members would invite national press to listen to the call.

The following is the combined, proposed list of participants from key states:
Rice (D-Seattle)
Katz (D-Portland)
Brown (D-San Francisco)
Harris (D-Oakland)
Hammer (D-San Jose)
O'Neil (D-Long Beach)
Pulido (D-Santa Anna)
Chavez (D-Albuquerque)
Miller (D-Tucson)
Webb (D-Denver)
Archer (D-Detroit)
~~Sales-Belton (D-Minneapolis)~~ NO
g Helmke (R-Ft. Wayne, IN)
Cleaver (D-Kansas City, MO) Omaha.
g Clancey (D-Cedar Rapids, IA)
g Ray (R-Des Moines)
g Marinovich (D-Kansas City, KS)
g Knight (R-Wichita)
Savage (D-Tulsa)
Norick (R-Oklahoma City)
Kirk (D-Dallas)
Lanier (D-Houston)
Morial (D-New Orleans)
Bredesen (D-Nashville)
Penelas (D-Miami)
Greco (D-Tampa)
Oberndorf (D-Virginia Beach)
Rendell (D-Philadelphia)
Menino (D-Boston)
Albano (D-Springfield)

— Notice & Call to Mayors.
— Coordinate w/ Cab IGA folks.
"Clinton Admin gives marching orders to Mayors"
Info gathering - leg Briefing

Press: Blanken/Levy for trade #'s
David Johnson
John Murchinson

ONGOING ACTIVITY
o IGA will be working closely with state and local elected officials in key states as the House and Senate votes are nearer to further amplify the President's message.

OTHER EVENTS
o Jay Berman and Vicki Radd will brief the National Governors Association and the

Governors' Washington Representatives on the Administration's Fast Track proposal Monday, September 8, 1997.

- o Mayor Cleaver will host the Second Summit of Mayors to Promote the International Trade Corridor Partnership, September 26, 1997. The partnership is the result of an agreement forged at the first summit that was signed by 90 Mayors. The partnership focuses on enhanced economic development and trade opportunities within the North American communities. Over 350 Mayors from Canada, the United States and Mexico have been invited to attend the two-day conference and working session. The Summit has also invited President Clinton, Secretary Slater and Secretary Daley. IGA has recommended that both Secretary Daley and Mack McLarty attend.

- o The National Conference of State Legislatures will hold the Assembly on Federal Issues, November 5-7, 1997, in D.C. This is an annual membership conference that will provide a forum for addressing State Legislators from around the country on the Administration's Fast Track position.

CALL SHEET

DAY	WHO	NUMBER	MESSAGE
Morial	→ Cheryl Teamer Y/m		
Katz	→ Sam Adams Y/m		
✓ Rendell	→ David Yarkin Y/m		
Penelas	→ Virginia/Juliana : waiting for AZ info ; fax~~ed~~ her opeds;		
	Norfolk		
	Toledo - Finkbeiner :		
	Abramson → letters to members? Baesler		
	Janiszewski		
	White		
	Rice		

Ann Richards?! Katz

LEAVY_D @ A1
10/06/97 06:59:00 PM

Record Type: Record

To: See the distribution list at the bottom of this message

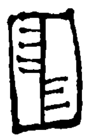
cc:
Subject: Fast Track Media Markets

Here are our updated media markets:

Houston,Austin, Dallas
• Seattle
Bangor
• Des Moines
• Kansas City
• Akron, Dayton Columbus
✓Eugene, Portland
~~Minneapolis~~
• Memphis, Nashville
✓Miami, Tallahassee., Boca
✓Philadelphia
North Dakota
Little Rock
✓New Orleans
Raleigh, Winston-Salem
• Eau Claire /La Crosse (Milwaukee?)

✓All of California
O'Neil
Pulido
Hammer

Paduchah KY
• Grand Rapids/Kalamazoo, MI (Detroit?)
St Louis
Okla City
Tampa



Message Sent To:

Victoria Radd
Jonathan Murchinson
Darby E. Stott
Jake Siewert
Estela Mendoza
Megan C. Moloney
Brenda M. Anders
Sky Gallegos
David S. Beaubaire
Stephen B. Silverman
Katherine Hubbard
Peter O'Keefe
KYLE_R @ A1@CD@LNGTWY

Locke
King
Branstadt
Graves
Voinivich
Chiles
Thompson

Carnahan
Kitzhaber
Engler

THE WHITE HOUSE

WASHINGTON

SEPTEMBER 10, 1997

MEMORANDUM

TO: **Intergovernmental Organizations**

FROM: **Emily Bromberg**
Deputy Assistant to the President and Deputy Director, IGA

SUBJECT: **Fast Track Information for Distribution**

Enclosed is an information booklet on Fast Track negotiating authority. Today, the President will kick off his campaign to renew this trading authority with a White House event.

Please distribute this information to your constituents. I have also included letters from state and local elected officials who support the renewal of this trading authority.

Please call me or Sky Gallegos at 202-456-2896 if you have any questions or comments.

Philadelphia – Rlsg letter to Philly press corps

Baltimore. Lynette Young l/m → COS/Policy Advisor
410.576 9425.

New Orleans: 2 radio, TV $\boxed{\text{Get Clips}}$ → Belo Grp

Boston: l/m for Howard. NO.

El Paso: Ramirez
COS: Edmundsen.

Des Moines: l/m Kitty 246-1649 (sched.) City Mgr Eric Anderson 283 4141
NO.

Minneapolis: l/m for COS: Vernon Wetternoch 673-2109
Unions strong vs. it: → Fax Labor Pce. $\boxed{\text{NO}}$ ★

Milwaukee: l/m for Orson Porter → Policy Advisor
[redacted] Doing letter – will release it.
(Wait for leg?).

San Jose: l/m for COS → Gary Robinson & Bob Brownstein → Policy Guy

Portland: Sam Adams: COS & Policy Guy: l/m.

$\boxed{\text{206 684 5360.}}$

Denver: [redacted] COS: Stephanie Foote: l/m.
David Howlett 303-433-3955

Miami → Virginia Sanchez: Intgvt'l Affairs. FAX HER.
p: 305 375 5600 f: 375 5639

Patton / Leavitt
Carper :

Romer : Jim Carpenter : v/m → Press Secretary 8664572

Shaheen : check w/ VP
Locke :
Thompson : nonvocal

Chiles : Karen Pentowski : press secretary Call Debbie Kilmer
fax her info →

Hunt : Debbie Bryant

Gov Branstad - letter to Boswell
not press.

Gov Edgar - letter to Delegat'n
waiting to release it.

So Govs Resolution to David Johnson

VP : highlight acc. on trade.

Farmer

Sm/Med Biz Owner : high tech Orange CA
Asian exports.

POTUS

Boston : Nov 12th
~~Santa Ana~~ → Judge Baker Children's Center -
Rcvg an award. Wd she / Is she coming
in earlier to do an event (or later)
w/ Mayor.

- Matsui - ~~Bay area~~ CA / Sacramento
- Dooley - Fresno, CA
- Nita - NYC
- Johnson - Dallas
- Hoyer - MD
- Sawyer - Akron
- Kind - La Crosse/Eau Claire
- Jefferson - New Orleans, LA
- Cardin - Balt.
- Davis - Tampa
- Stenholm -
- Berman - LA CA
- Blumenauer - Portland, OR

Skaggs – Denver
Markey – Mass of Boston
Roemer – South Bend, IN
Kennelly – Hartford
FLA
Thurman –
Hooley – OR
Pomeroy – ND
Lampson – TX Port Arthur
Neal – Mass Springfield
Eshoo – Bay area CA
Price – Raleigh
Flake –

Boswell - Des Moines Iowa

McCarthy - Kansas City

Ortiz - ~~[illegible]~~ Brownsville

McDermott - Seattle

Menendez - ~~Bergen City~~ Albuquerque

Reyes - el paso

Miami Newark

Johnson - Green Bay

John - LA Cajun Lafayette

Minneapolis Nashville

Indiana ~~[illegible]~~ SE Raleigh

Rural NC

Des Moines? Robert Ray

• Sept ~~8th~~ 10th : invite: Govs: Leavitt, Chiles, Patton, Schaffer, Locke

Mayors: Archer, Hammer, Chavez, √Pulido, √Norquist, √Pinellas

①

- Speakers - TBD

- regional media office event

Sept 10th

• Dem Govs / Mayors / State leg. leaders – press statements

include FT talking points in all events that they are doing

② release state by state analysis of impact of FT –

• Cabinet - week of Sept 8th

③

Glickman Chicago – Daley, Stroger

Rubin Seattle – Locke, Rice, County?

④ + → KC, KS Moran ... Albright Miami – Chiles, Pinellas

with Mayors, city hall press in room with major daily calls national press in morning cabinet members

conference calls • 3 calls: Barshefsky, Daley, Rubin

⑤ other events

• Sept 28th Mayor event

√O'Neil Pulido Hammer

Burnsville Seattle Pinellas Newark

√Minneapolis Sacramento √Akron? Tampa Denver Springfield MA?

Dallas - Miami - LA Cnty Sups Boston √Cedar Rapids

Houston - Schmoke? Portland Hartford? KCity

Matsui

Clinton Presidential Records
Digital Records Marker

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

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

Divider Title: **STATE INFO**

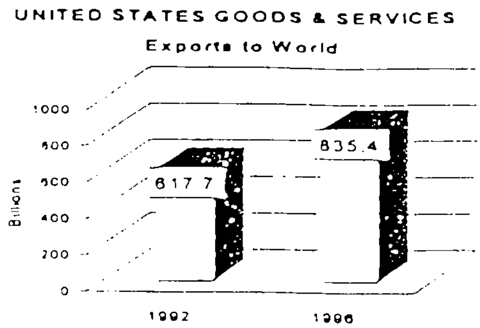
1996 STATE EXPORT DATA

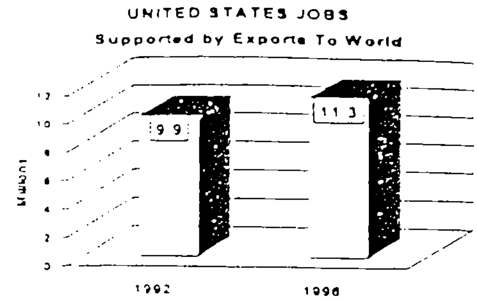
Prepared by the Office of U.S. Trade Representative

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





- 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

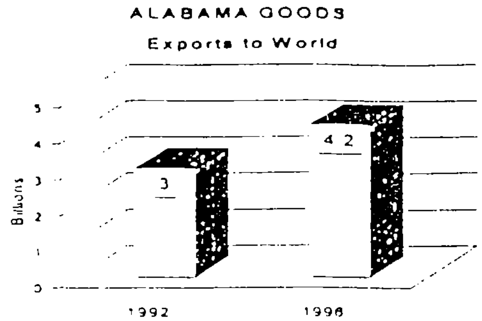
- The United States is the world's largest agricultural exporting country, shipping $60.6 billion in agricultural exports abroad. The largest export categories, feed grains, soybeans, and wheat, accounted for 40 percent of the United States' agricultural exports in 1996.

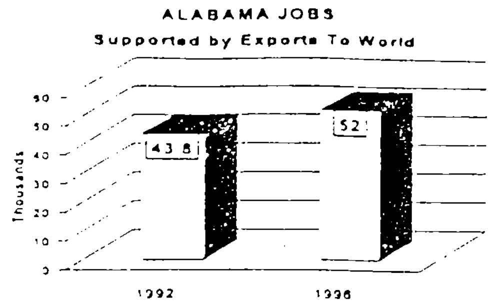
- Total exports to NAFTA countries increased by 34 percent between 1993 (pre-NAFTA) and 1996 (from $142.0 billion in 1993 to $190.4 billion in 1996). During 1996, Canada was the United States's largest export market, while Mexico was the United States's third largest export market. Exports to Canada 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 billlion) 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

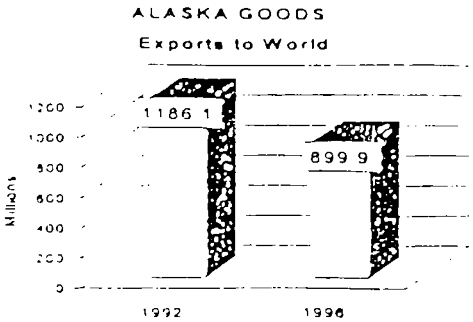
- Alabama is the country's 29th largest agricultural exporting state, shipping $503 million in agricultural exports abroad in FY 1996. The two largest export categories, poultry and cotton and linters, accounted for 75 percent of Alabama's agricultural exports in FY 1996.

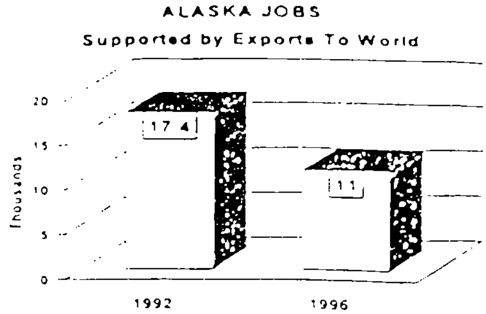
- Total exports from Alabama to NAFTA countries increased by 91 percent between 1993 (pre-NAFTA) and 1996 (from $910.8 million in 1993 to $1.7 billion in 1996). During 1996, Canada was Alabama's largest export market, while Mexico was Alabama's third largest export market. Exports to Canada were up by 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

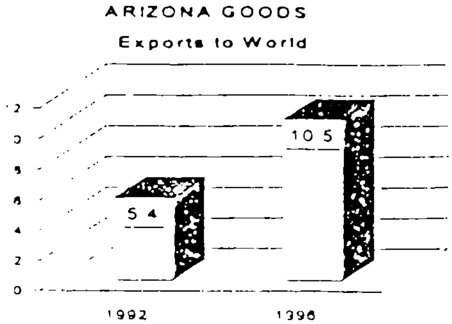
- Alaska is the country's smallest agricultural exporting state, shipping approximately $400 thousand in agricultural exports abroad in FY 1996.

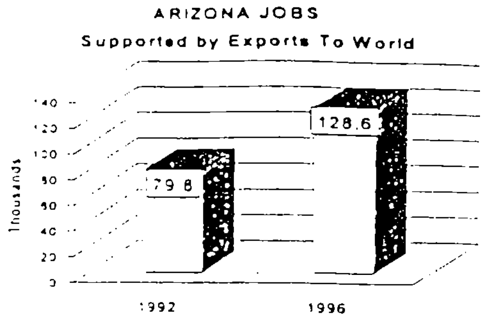
- Total exports from Alaska to NAFTA countries increased by 84 percent between 1993 (pre-NAFTA) and 1996 (from $107.2 million in 1993 to $196.7 million in 1996). During 1996, Canada was Alaska's second largest export market, while Mexico was Alaska's 20th largest export market. Exports to Canada were 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 996, Arizona was the 18th largest state exporter of goods in the United States.

rizona's jobs supported by goods exports grew an estimated 61 percent (48,720 jobs) since 1992. Export-lated jobs pay 13 to 16 percent higher than the national average.

1991, the latest year available, Arizona's exports accounted for 23.0 percent of its manufacturing output and presented 20.8 percent of its total manufacturing employment.

rizona's exports of manufactured products were up by 72 percent between 1993 and 1996 (from $5.8 billion 1993 to $10.1 billion in 1996).

he 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 ve sectors accounted for 85 percent of the state's total exports in 1996.

mong 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

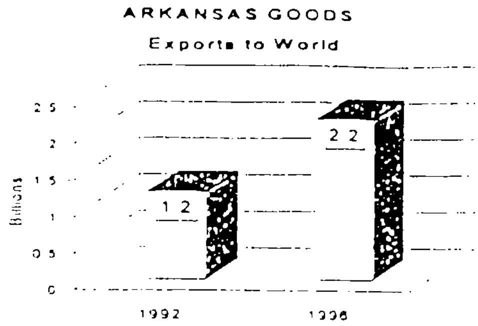
rizona is the country's 32nd largest agricultural exporting state, shipping $426 million in agricultural exports road in FY 1996. The two largest export categories, cotton and linters and vegetables, accounted for over alf of Arizona's agricultural exports in FY 1996.

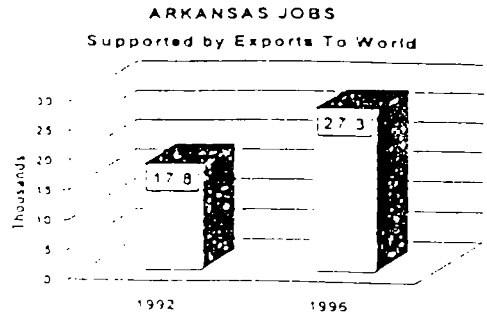
tal exports from Arizona to NAFTA countries increased by 52 percent between 1993 (pre-NAFTA) and 96 (from $1.8 billion in 1993 to $2.8 billion in 1996). During 1996, Mexico was Arizona's largest export arket, while Canada was Arizona's third largest export market. Exports to Mexico were up by 49 percent 555 million), from $1.1 billion in 1993 to $1.7 billion in 1996. Arizona's exports to Canada were up by 57 rcent ($401 million), from $699.9 million in 1993 to $1.1 billion in 1996.

uring 1996, Japan was Arizona's second largest export market. Total exports from Arizona to Japan were up 04 percent ($719 million), from $692 million in 1993 to $1.4 billion in 1996.

tal exports from Arizona to the European Union increased 54 percent ($891 million), from $1.7 billion in 993 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

September 3, 1997

FAST TRACK AND CALIFORNIA

Why is Fast Track so important to California? The areas where California leads the nation in exports are precisely the areas where U.S. exports have posted the most important gains in the last five years: agriculture, high technology, and entertainment. Fast Track will have a direct positive effect in California, in particular, by further opening foreign markets.

Between 1993 and 1996, California exports increased an outstanding 48%, from $67 billion to $99.4 billion. Nearly 1.3 million jobs in California depend on exports, with 220,000 new jobs related to exports since 1992.

Fast Track focuses on three objectives, all of which affect California's economy. First, in the World Trade Organization, we need Fast Track to complete negotiations in agriculture and services that reduce foreign trade barriers. In Agriculture, California is the nation's largest and most diverse exporter. In 1996, California shipped $7.3 billion in agricultural exports, from wine to vegetables to rice. The export of services, such as insurance, telecommunications, and engineering, represents one of the fastest growing areas of global and California trade.

Second, California is increasingly dependent on Asian markets for export growth. For example, in 1996, Japan was California's largest export market. The Administration's trade agenda in APEC, ranging from expansion of the ITA to energy development and environmental services, is critical for the continued growth of California companies in the Pacific Rim.

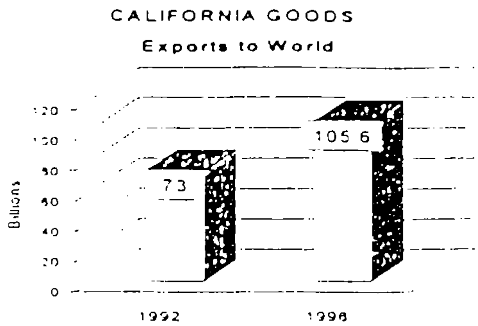
Third, California manufactures more technology and value-added products, such as computers, than any other State. With regard to the "free trade agenda," Fast Track is critical to prevent countries such as Japan, Korea, Canada, and the European Union from undercutting California's natural competitiveness in these areas.

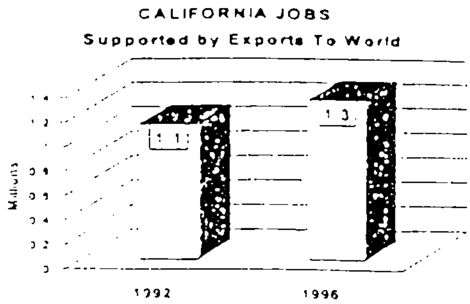
No State in the country has benefited more from the Administration's trade agenda than California. The Information Technology Agreement (ITA) and the global telecommunications services agreements will have substantial market-opening impact for California companies. Additionally, the Administration has led an unprecedented effort to protect the rights of US copyright industries overseas, bringing some 25 trade enforcement actions against foreign countries since 1993 to ensure the development of legitimate foreign markets for U.S. goods. These industries (film, movies, and computer software) now exceed $50 billion in exports annually.

These facts makes California an appropriate forum to talk about trade issues on a national scale as well. While California is unquestionably the leader in technology exports, nationally, technology exports are up almost 100% since 1990, from $77 billion to $150 billion in 1996.

These arguments should be used in discussions with individual members of Congress to persuade them of the importance of Fast Track to jobs in their Districts.

CALIFORNIA STATE EXPORTS





- California is the country's largest exporting state, recording goods exports totaling $105.6 billion in 1996, up 45 percent ($32.6 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

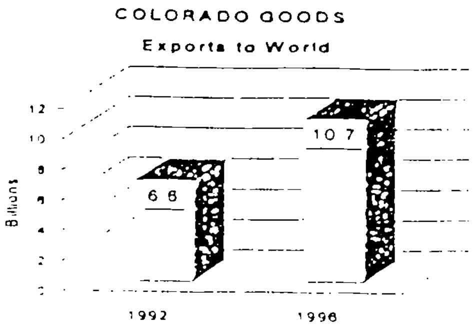
- California is the country's largest agricultural exporting state, shipping $7.3 billion in agricultural exports abroad or 12% of the U.S. total in FY 1996. The largest export categories, vegetables, fruit, and tree nuts, accounted for over 63 percent of California's agricultural exports in FY 1996.

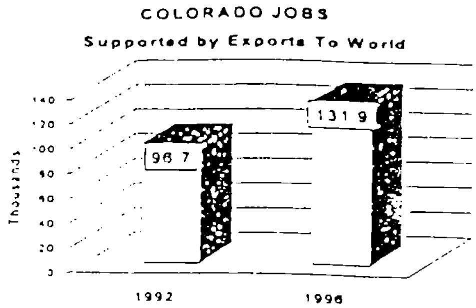
- Total exports from California to NAFTA countries increased by 52 percent between 1993 (pre-NAFTA) and 1996 (from $13.3 billion in 1993 to $20.2 billion in 1996). During 1996, Canada was California's second largest export market, while Mexico was California's third largest export market. Exports to 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

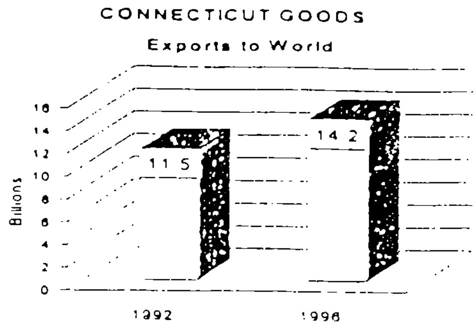
- Colorado is the country's 20th largest agricultural exporting state, shipping $1.1 billion in agricultural exports abroad or 1.8% of the U.S. total in FY 1996. The largest export categories, Live Animals and Meat (excluding poultry), Wheat, Feed Grains and Hides & Skins, accounted for 79 percent of Colorado's agricultural exports in FY 1996.

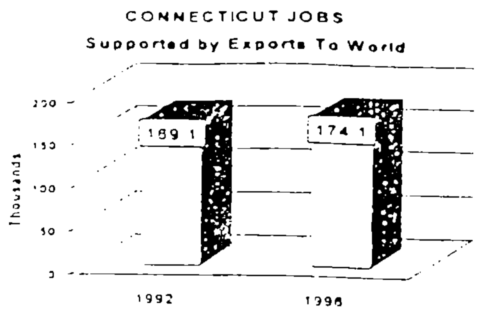
- Total exports from Colorado to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from $1.4 billion in 1993 to $1.7 billion in 1996). During 1996, Mexico was Colorado's second largest export market, while Canada was Colorado's fifth largest export market. Exports to Mexico were 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

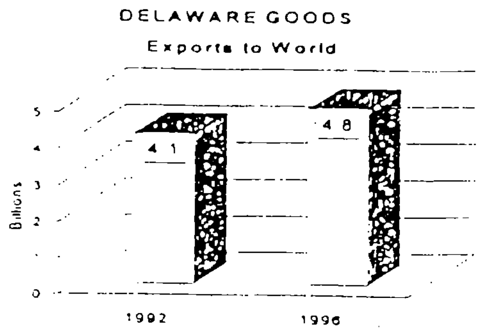
- Connecticut is the country's 42nd largest agricultural exporting state, shipping $43 million in agricultural exports abroad in FY 1996.

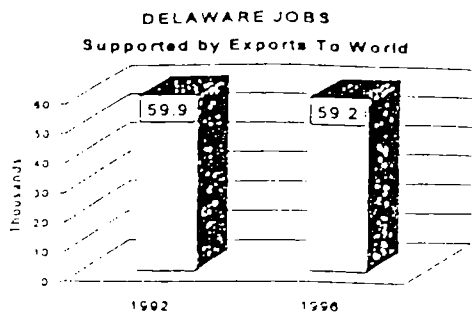
- Total exports from Connecticut to NAFTA countries increased by 18 percent between 1993 (pre-NAFTA) and 1996 (from $2.0 billion in 1993 to $2.4 billion in 1996). During 1996, Canada was Connecticut's largest export market, while Mexico was Connecticut's sixth largest export market. Exports to Canada 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

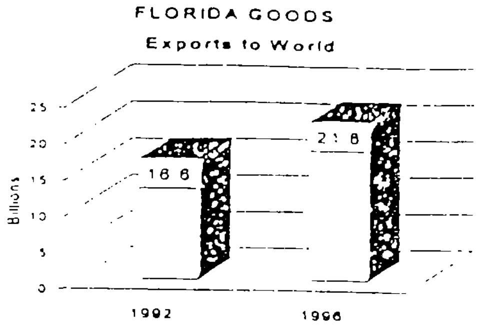
Delaware is the country's 38th largest agricultural exporting state, shipping $120 million in agricultural exports abroad in FY 1996. Delaware's largest agriculture export category, poultry, accounted for 77 percent of Delaware's agricultural exports in FY 1996.

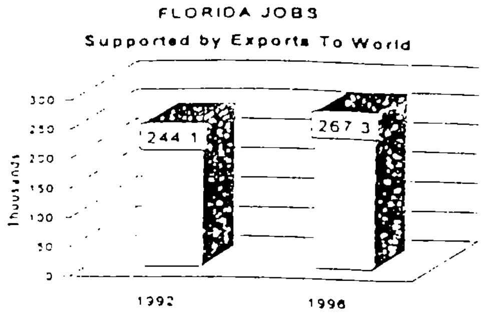
Total exports from Delaware to NAFTA countries increased by 25 percent between 1993 (pre-NAFTA) and 1996 (from $849.7 million in 1993 to $1.1 billion in 1996). During 1996, Canada was Delaware's largest export market, while Mexico was Delaware's fourth largest export market. Exports to Canada were up 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

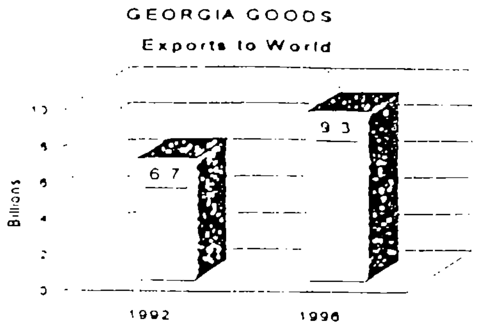
- Florida is the country's 17th largest agricultural exporting state, shipping $1.2 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export category, fruit, accounted for over half of Florida's agricultural exports during FY 1996.

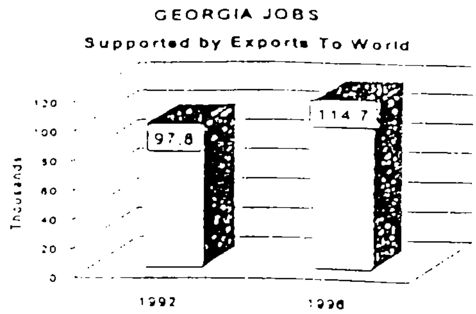
- Total exports from Florida to NAFTA countries decreased by 7 percent between 1993 (pre-NAFTA) and 1996 (from $2.8 billion in 1993 to $2.6 billion in 1996). During 1996, Canada was Florida's second largest export market, while Mexico was Florida's fifth largest export market. Exports to Canada were 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

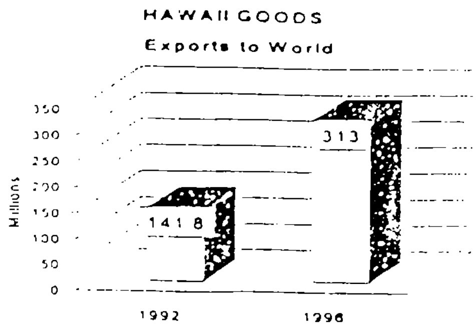
- Georgia is the country's 16th largest agricultural exporting state, shipping $1.3 billion in agricultural exports abroad or 2% of the U.S. total in FY 1996. The largest export categories, poultry, cotton and linters, and peanuts, accounted for 64 percent of Georgia's agricultural exports in FY 1996.

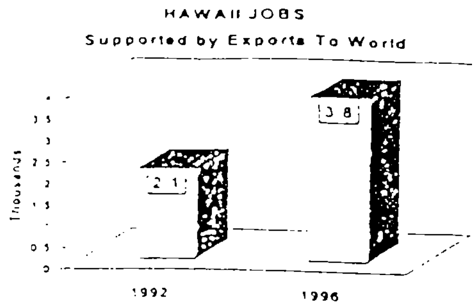
- Total exports from Georgia to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from $2.0 billion in 1993 to $2.7 billion in 1996). During 1996, Canada was Georgia's largest export market, while Mexico was Georgia's third largest export market. Exports to Canada were up by 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

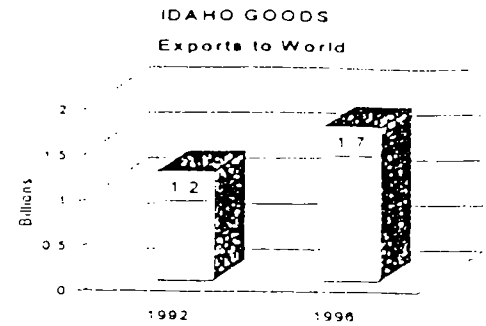
- Hawaii is the country's 39th largest agricultural exporting state, shipping $113 million in agricultural exports abroad in FY 1996. The largest export category, fruits, accounted for over half of Hawaii's agricultural exports in FY 1996.

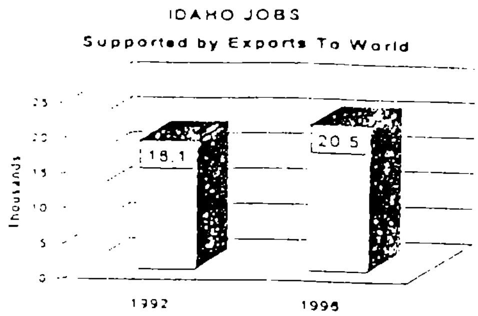
- Total exports from Hawaii to NAFTA countries increased by 306 percent between 1993 (pre-NAFTA) and 1996 (from $19.1 million in 1993 to $77.5 million in 1996). During 1996, Canada was Hawaii's second largest export market, while Mexico was Hawaii's 19th largest export market. Exports to Canada were 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 (2,338 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

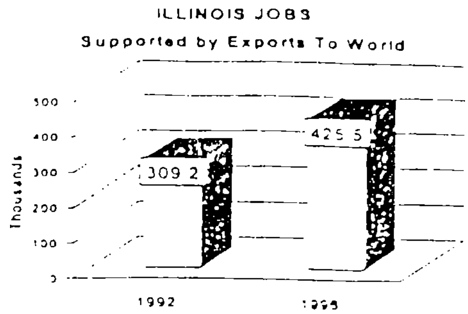
- Idaho is the country's 22nd largest agricultural exporting state, shipping $901 million in agricultural exports abroad in FY 1996. The largest export categories, vegetables and wheat, accounted for 61 percent of Idaho's agricultural exports in FY 1996.

- 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

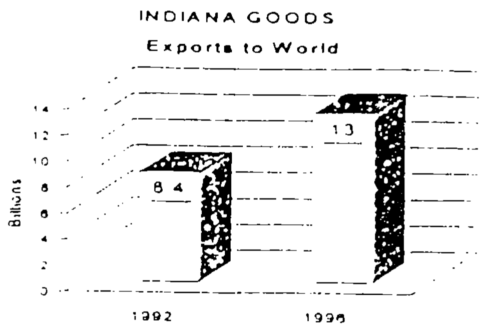
- Illinois is the country's third largest agricultural exporting state, shipping nearly $4 billion in agricultural exports abroad or 6.7% of the U.S. total in FY 1996. The largest export categories, feed grains and soybeans, accounted for over 75 percent of Illinois' agricultural exports in FY 1996.

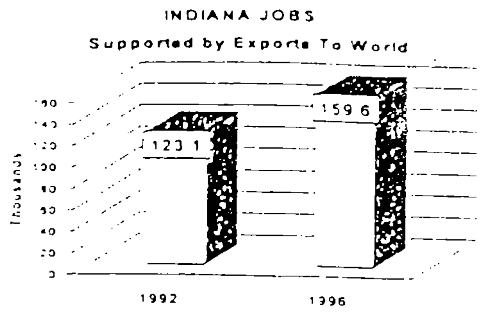
- Total exports from Illinois to NAFTA countries increased by 36 percent between 1993 (pre-NAFTA) and 1996 (from $6.9 billion in 1993 to $9.4 billion in 1996). During 1996, Canada was Illinois' largest export market, while Mexico was Illinois' third largest export market. Exports to Canada were up by 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

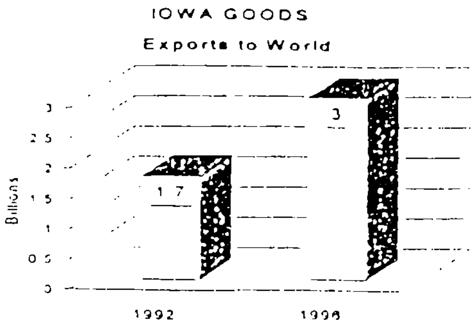
- Indiana is the country's eighth largest agricultural exporting state, shipping over $2 billion in agricultural exports abroad or 3.4 percent of the U.S. total in FY 1996. Indiana's largest agriculture export categories, feed grains and soybeans, accounted for over 75 percent of Indiana's agricultural exports in FY 1996.

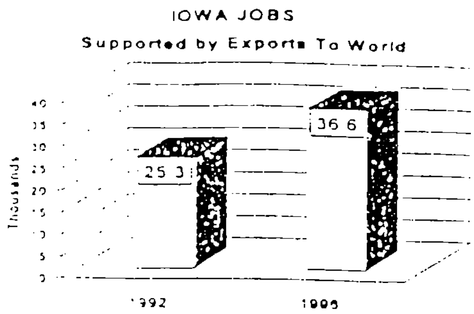
- Total exports from Indiana to NAFTA countries increased by 13 percent between 1993 (pre-NAFTA) and 1996 (from $6.8 billion in 1993 to $7.7 billion in 1996). During 1996, Canada was Indiana's largest export market, while Mexico was Indiana's second largest export market. Exports to Canada were down 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

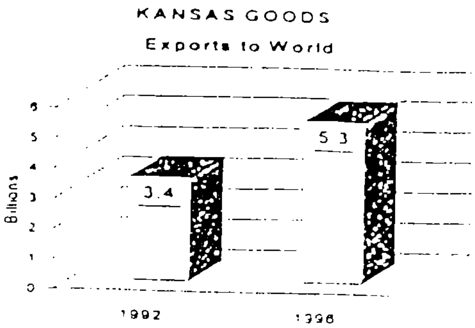
- Iowa is the country's second largest agricultural exporting state, shipping $4.7 billion in agricultural exports abroad or 7.8% of the U.S. total in FY 1996. The largest export categories, feed grains and soybean, accounted for 75 percent of Iowa's agricultural exports in FY 1996.

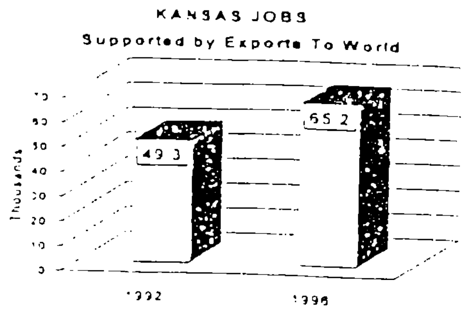
- Total exports from Iowa to NAFTA countries increased by 35 percent between 1993 (pre-NAFTA) and 1996 (from $1.2 billion in 1993 to $1.6 billion in 1996). During 1996, Canada was Iowa's largest export market, while Mexico was Iowa's third largest export market. Exports to Canada were up by 33 percent ($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

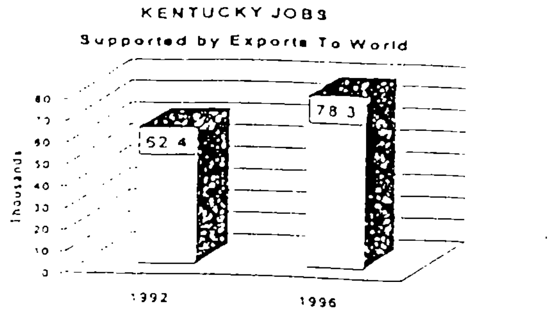
- Kansas is the country's sixth largest agricultural exporting state, shipping $3.1 billion in agricultural exports abroad or 5% of the U.S. total in FY 1996. The largest export categories, wheat, live animals and meat (excluding poultry) and feed grains, accounted for 74 percent of Kansas' agricultural 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

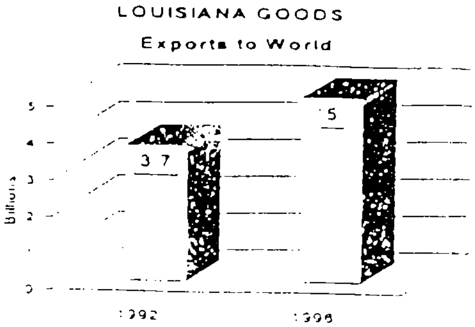
- Kentucky is the country's 21st largest agricultural exporting state, shipping over $1.0 billion in agricultural exports abroad in FY 1996. The largest export categories, tobacco, and live animals and meat (excluding poultry), accounted for nearly half of Kentucky's agricultural exports in FY 1996.

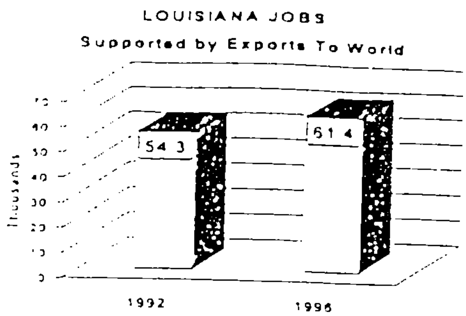
- Total exports from Kentucky to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from $1.5 billion in 1993 to $2.6 billion in 1996). During 1996, Canada was Kentucky's largest export market, while Mexico was Kentucky's fourth largest export market. Exports to Canada were up 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

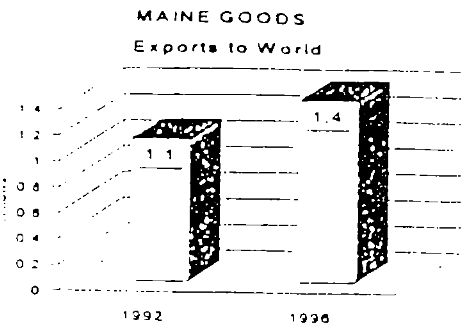
Louisiana is the country's 25th largest agricultural exporting state, shipping $689 million in agricultural exports abroad in FY 1996. The largest export categories, cotton and linters, and rice, accounted for 56 percent of Louisiana' agricultural exports in FY 1996.

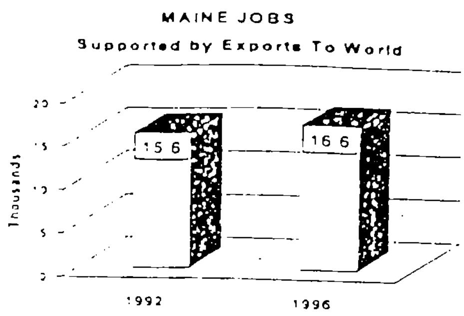
Total exports from Louisiana to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from $516.9 million in 1993 to $751.0 million in 1996). During 1996, Canada was Louisiana's second largest export market, while Mexico was Louisiana's sixth largest export market. Exports to Canada 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 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 996.7 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

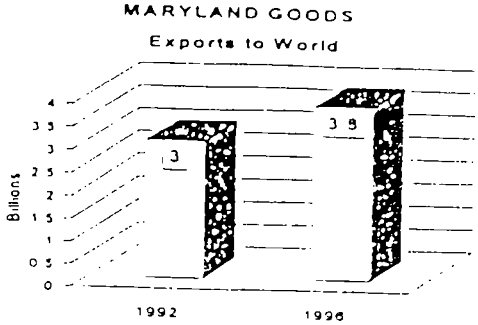
- Maine is the country's 43rd largest agricultural exporting state, shipping $36 million in agricultural exports abroad in FY 1996.

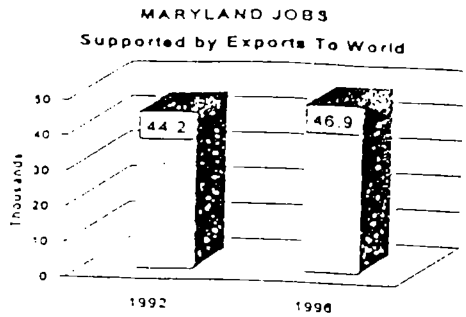
- Total exports from Maine to NAFTA countries increased by 29 percent between 1993 (pre-NAFTA) and 1996 from $431.9 million in 1993 to $557.1 million in 1996). During 1996, Canada was Maine's largest export market, while Mexico was Maine's 16th largest export market. Exports to Canada were up by 35 percent ($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

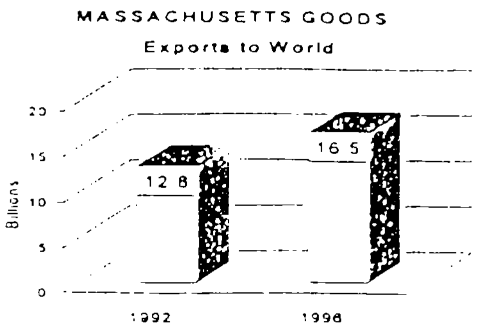
- Maryland is the country's 35th largest agricultural exporting state, shipping $247 million in agricultural exports abroad in FY 1996. The largest export categories, poultry, feed grains and soybeans, accounted for 80 percent of Maryland's agricultural exports in FY 1996.

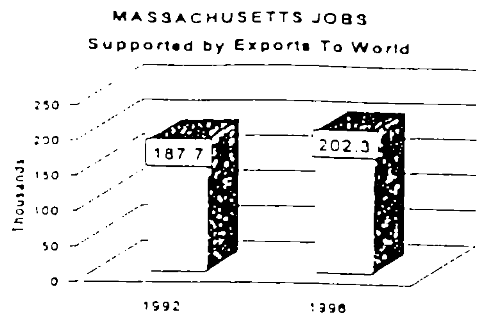
- Total exports from Maryland to NAFTA countries decreased by 4 percent between 1993 (pre-NAFTA) and 1996 (from $820.4 million in 1993 to $791.1 million in 1996). During 1996, Canada was Maryland's largest export market, while Mexico was Maryland's fourth largest export market. Exports to Canada were 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

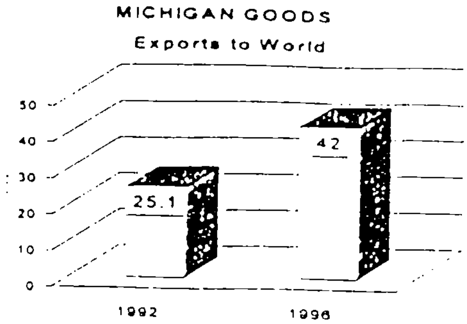
- Massachusetts is the country's 45th largest agricultural exporting state, shipping $29 million in agricultural exports abroad in FY 1996.

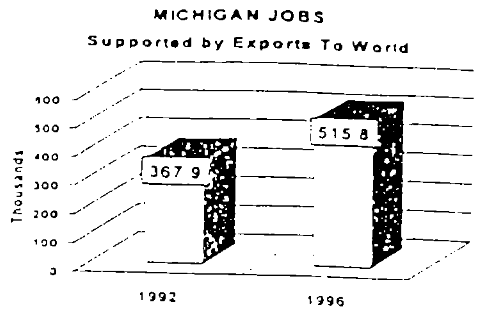
- Total exports from Massachusetts to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from $3.4 billion in 1993 to $4.2 billion in 1996). During 1996, Canada was Massachusetts' largest export market, while Mexico was Massachusetts' 12th largest export market. Exports to Canada 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

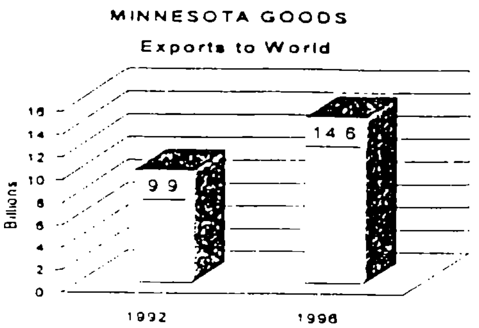
- Michigan is the country's 18th largest agricultural exporting state, shipping $1.2 billion in agricultural exports abroad or 2 percent of the U.S. total in FY 1996. Michigan's largest agriculture export categories, feed grains, soybeans, vegetables and wheat, accounted for over 70 percent of Michigan's agricultural exports in FY 1996.

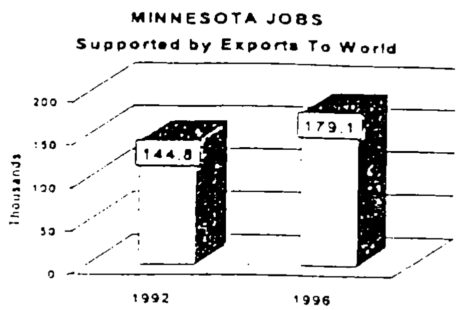
- Total exports from Michigan to NAFTA countries increased by 40 percent between 1993 (pre-NAFTA) and 1996 (from $21.0 billion in 1993 to $29.3 billion in 1996). During 1996, Canada was Michigan's largest export market, while Mexico was Michigan's second largest export market. Exports to Canada were 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

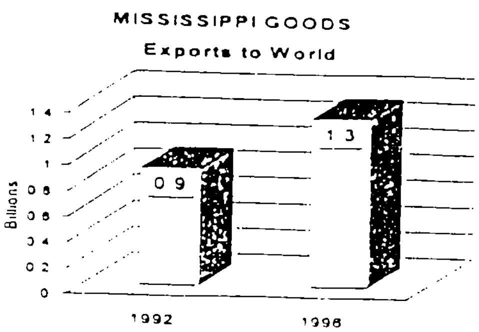
- Minnesota is the country's seventh largest agricultural exporting state, shipping $3.0 billion in agricultural exports abroad or 5% of the U.S. total in FY 1996. The largest export categories, feed grains, and soybeans, accounted for 63 percent of Minnesota's agricultural exports in FY 1996.

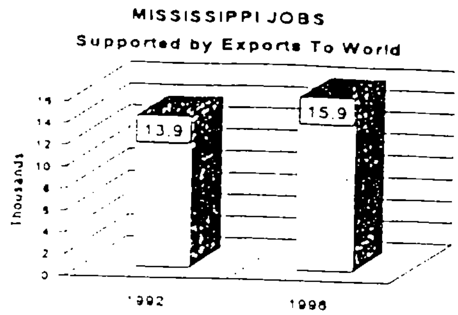
- Total exports from Minnesota to NAFTA countries increased by 51 percent between 1993 (pre-NAFTA) and 1996 (from $2.6 billion in 1993 to $3.9 billion in 1996). During 1996, Canada was Minnesota's largest export market, while Mexico was Minnesota's fourth largest export market. Exports to Canada were 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



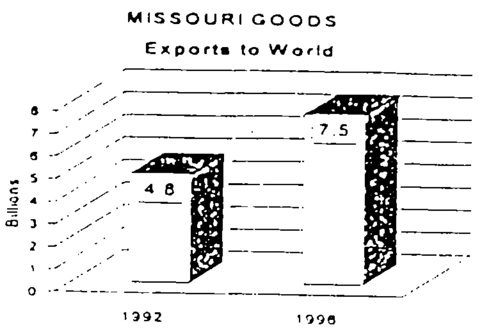


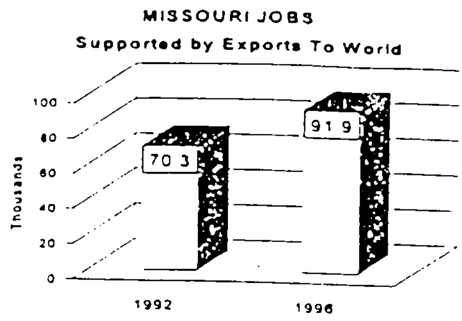
- Mississippi recorded goods exports totaling $1.3 billion in 1996, up 37 percent ($348.5 million) from 1992. During 1996, Mississippi was the 40th largest exporter of goods.
- Mississippi's jobs supported by goods exports grew an estimated 14 percent (1,992 jobs) since 1992. Export-related jobs pay 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	532.1	724.8	36
Chemical Products	1,395.7	1,679.3	20

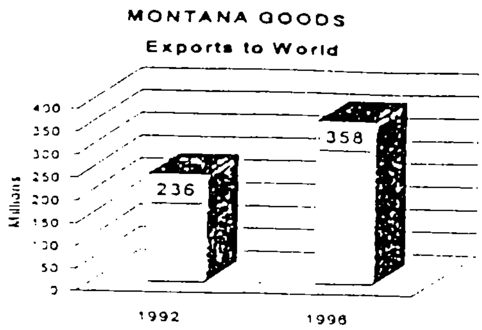
- Missouri is the country's 15th largest agricultural exporting state, shipping $1.3 billion in agricultural exports abroad or 2.2% of the U.S. total in FY 1996. The largest export categories, soybeans and feed grains, accounted for 57 percent of Missouri's agricultural exports in FY 1996.

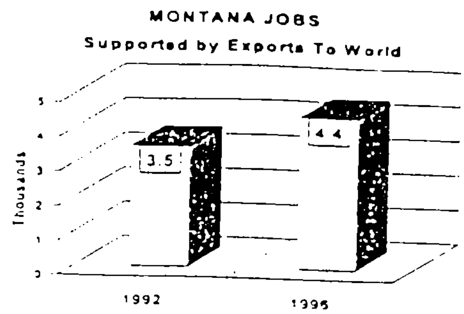
- Total exports from Missouri to NAFTA countries increased by 36 percent between 1993 (pre-NAFTA) and 1996 (from $1.9 billion in 1993 to $2.6 billion in 1996). During 1996, Canada was Missouri's largest export market, while Mexico was Missouri's second largest export market. Exports to Canada were up 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

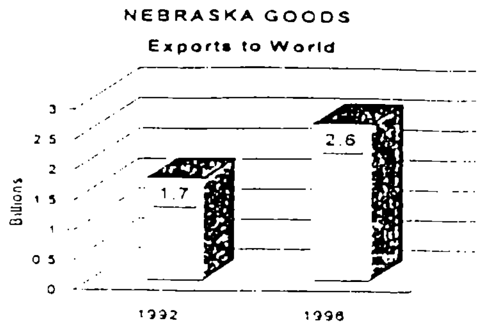
Montana is the country's 23rd largest agricultural exporting state, shipping $850 million in agricultural exports abroad in FY 1996. The largest export category, wheat, accounted for 88 percent of Montana's agricultural exports in FY 1996.

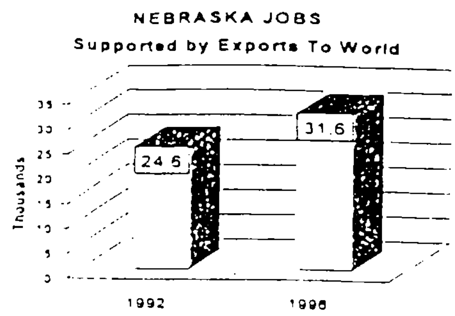
Total exports from Montana to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from $167.7 million in 1993 to $221.0 million in 1996). During 1996, Canada was Montana's largest export market, while Mexico was Montana's second largest export market. Exports to Canada were up 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.

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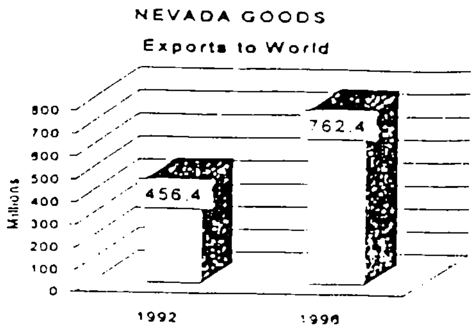
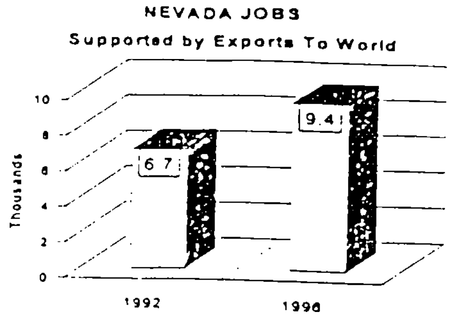
NEVADA STATE EXPORTS





- 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

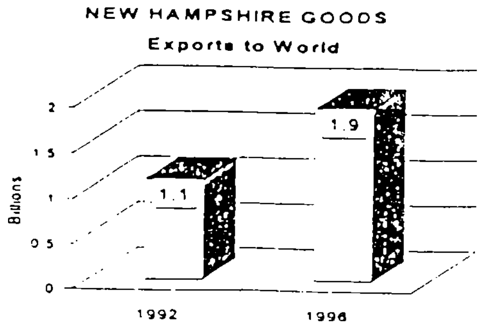
- Nevada is the country's 46th largest agricultural exporting state, shipping $9.8 million in agricultural exports abroad in FY 1996.

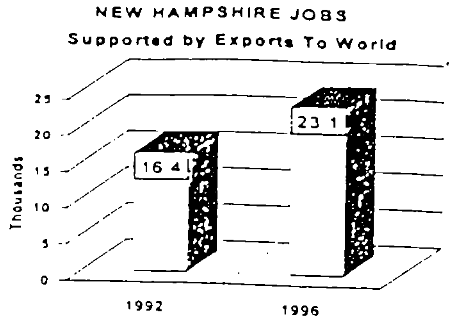
- Total exports from Nevada to NAFTA countries increased by 93 percent between 1993 (pre-NAFTA) and 1996 (from $161.7 million in 1993 to $311.5 million in 1996). During 1996, Canada was Nevada's largest export market, while Mexico was Nevada's 15th largest export market. Exports to Canada were up by 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



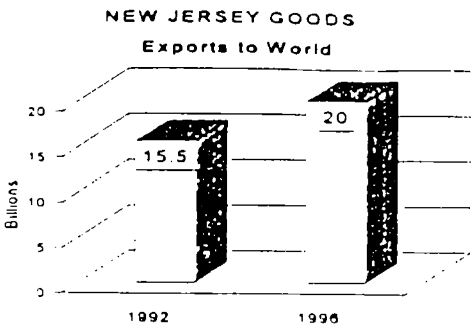


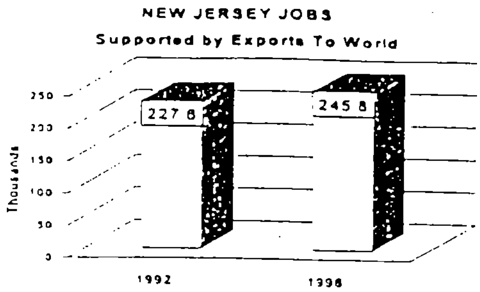
- New Hampshire recorded goods exports totaling $1.9 billion in 1996, up 68 percent ($766 million) from 1992. During 1996, New Hampshire was the 37th largest state exporter of goods.
- New Hampshire's jobs supported by goods exports grew an estimated 41 percent (6,708 jobs) since 1992. Export-related 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

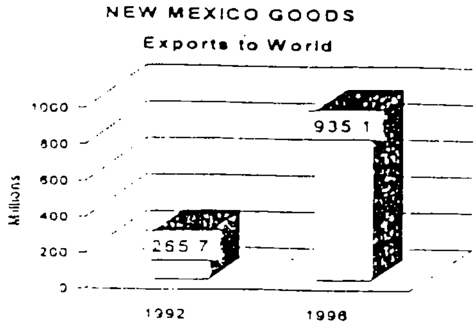
- New Jersey is the country's 37th largest agricultural exporting state, shipping $142 million in agricultural exports abroad in FY 1996. New Jersey's largest agriculture export category, miscellaneous products (mainly confectionery, nursery and greenhouse, essential oils, beverages, and other miscellaneous animal and vegetable products), accounted for 65 percent of New Jersey's agricultural exports in FY 1996.

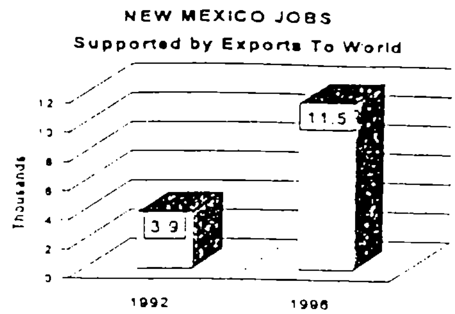
- Total exports from New Jersey to NAFTA countries increased by 21 percent between 1993 (pre-NAFTA) and 1996 (from $3.6 billion in 1993 to $4.4 billion in 1996). During 1996, Canada was New Jersey's largest export market, while Mexico was New Jersey's eighth largest export market. Exports to Canada were 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

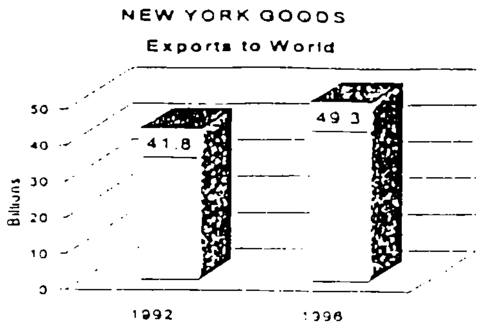
- New Mexico is the country's 40th largest agricultural exporting state, shipping $75 million in agricultural exports abroad in FY 1996.

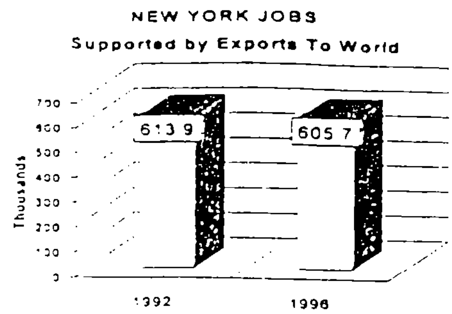
- Total exports from New Mexico to NAFTA countries decreased by 5 percent between 1993 (pre-NAFTA) and 1996 (from $165.2 million in 1993 to $156.4 million in 1996). During 1996, Mexico was New Mexico's third largest export market, while Canada was New Mexico's fifth largest export market. Exports to 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

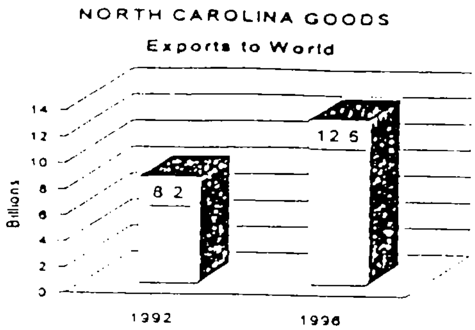
- New York is the country's 33rd largest agricultural exporting state, shipping $396 million in agricultural exports abroad in FY 1996. The largest export categories, feed grain, miscellaneous products (mainly confectionery, nursery and greenhouse, essential oils, beverages, and other miscellaneous animal and vegetable products), vegetables and fruits, accounted for 76 percent of New York's agricultural exports in FY 1996.

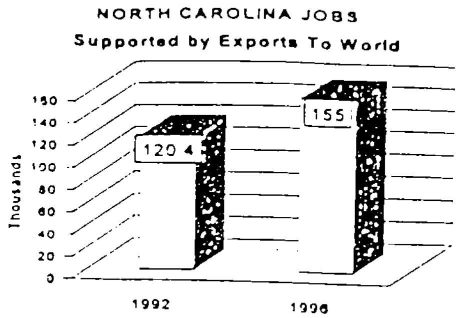
- Total exports from New York to NAFTA countries increased by 32 percent between 1993 (pre-NAFTA) and 1996 (from $8.4 billion in 1993 to $11.1 billion in 1996). During 1996, Canada was New York's largest export market, while Mexico was New York's ninth largest export market. Exports to Canada were up 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.

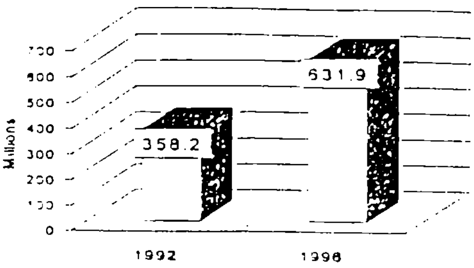
- Total exports from North Carolina to NAFTA countries increased by 67 percent between 1993 (pre-NAFTA) and 1996 (from $3.0 billion in 1993 to $5.0 billion in 1996). During 1996, Canada was North Carolina's largest export market, while Mexico was North Carolina's second largest export market. Exports 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.

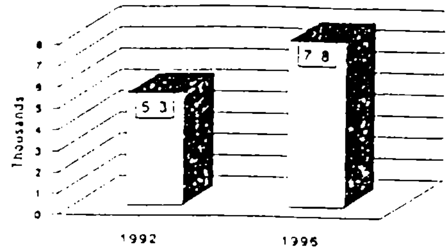
- Total exports from North Carolina to the European Union were up 36 percent ($717 million), from $2.0 billion in 1993 to $2 7 billion in 1996.

NORTH DAKOTA STATE EXPORTS

NORTH DAKOTA GOODS
Exports to World



NORTH DAKOTA JOBS
Supported by Exports To World



- 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	30.0	116.2	45
Industrial Machinery and Computers	187.0	266.7	43

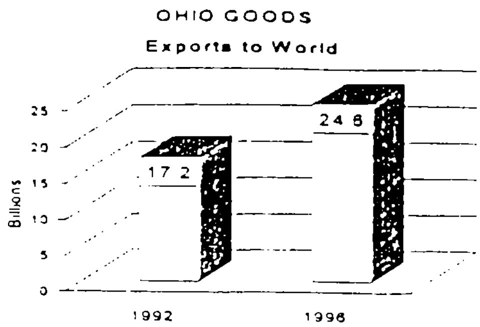
- North Dakota is the country's 10th largest agricultural exporting state, shipping $1.7 billion in agricultural exports abroad or 2.9% of the U.S. total in FY 1996. The largest export category, wheat, accounted for 68 percent of North Dakota's agricultural exports in FY 1996.

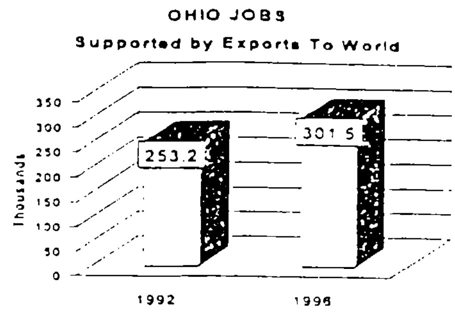
- Total exports from North Dakota to NAFTA countries increased by 45 percent between 1993 (pre-NAFTA) and 1996 (from $301.1 million in 1993 to $435.2 million in 1996). During 1996, Canada was North Dakota's largest export market, while Mexico was North Dakota's fourth largest export market. Exports to 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

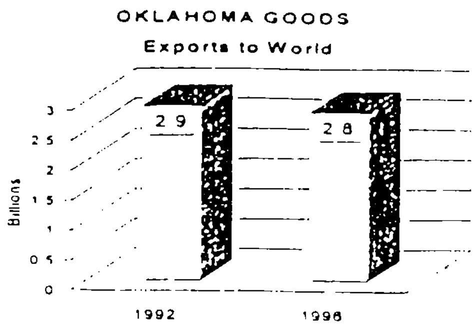
- Ohio is the country's 12th largest agricultural exporting state, shipping $1.6 billion in agricultural exports abroad or 2.7% of the U.S. total in FY 1996. The largest export categories, soybeans and feed grains, accounted for 68 percent of Ohio's agricultural exports in FY 1996.

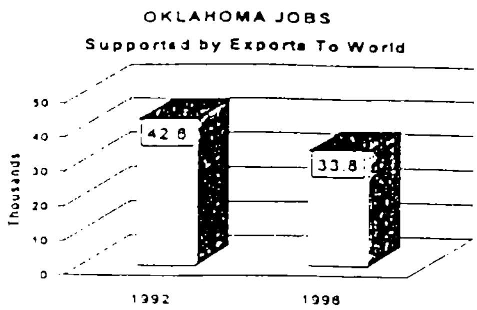
- Total exports from Ohio to NAFTA countries increased by 22 percent between 1993 (pre-NAFTA) and 1996 (from $9.7 billion in 1993 to $11.8 billion in 1996). During 1996, Canada was Ohio's largest export market, while Mexico was Ohio's second largest export market. Exports to Canada were up by 19 percent ($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

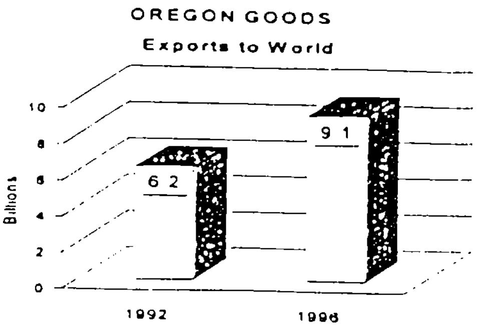
- Oklahoma is the country's 31th largest agricultural exporting state, shipping $475 million in agricultural exports abroad in FY 1996. Oklahoma's largest agriculture export category, wheat, accounted for 65 percent of Oklahoma's agricultural exports in FY 1996.

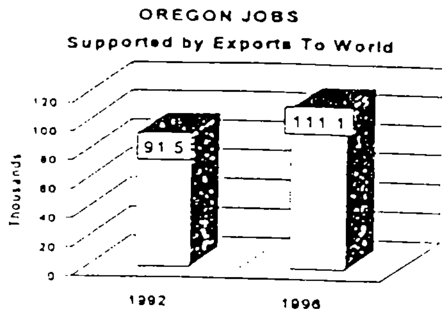
- Total exports from Oklahoma to NAFTA countries increased by 14 percent between 1993 (pre-NAFTA) and 1996 (from $724 million in 1993 to $824 million in 1996). During 1996, Canada was Oklahoma's largest export market, while Mexico was Oklahoma's third largest export market. Exports to Canada were up 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



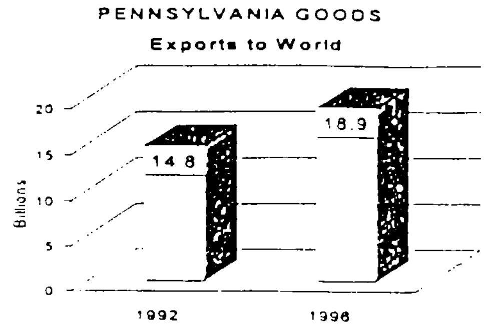


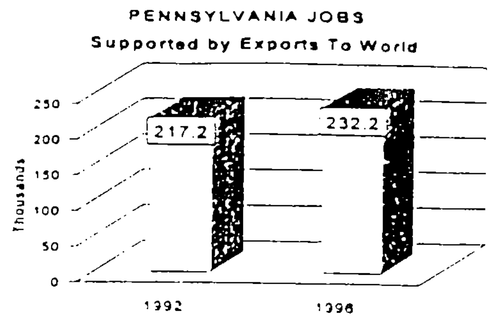
- Oregon recorded goods exports totaling $9.1 billion in 1996, up 45 percent ($2.8 billion) from 1992. During 1996, Oregon was the 22nd largest state exporter of goods.
- Oregon's jobs supported by goods exports grew an estimated 22 percent (19,630 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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

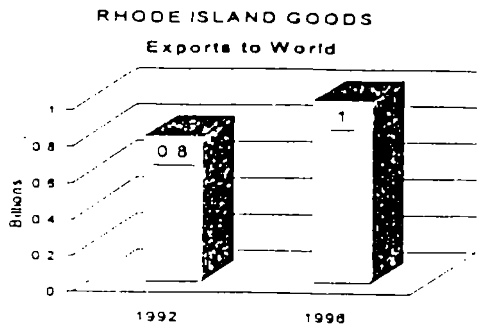
- Pennsylvania is the country's 27th largest agricultural exporting state, shipping $557 million in agricultural exports abroad in FY 1996. The three largest export categories, Live Animals and Meat (excluding poultry), Poultry and Other Products (mainly confectionery, nursery and greenhouse, essential oils, beverages, or other miscellaneous animal and vegetable products), accounted for 57 percent of Pennsylvania's agricultural exports in FY 1996.

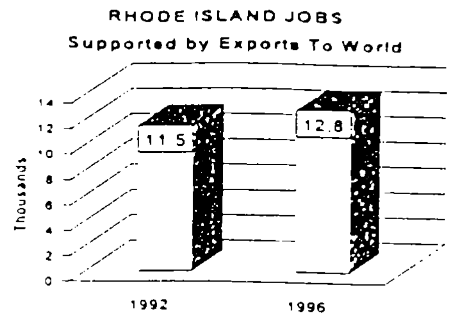
- Total exports from Pennsylvania to NAFTA countries increased by 19 percent between 1993 (pre-NAFTA) and 1996 (from $5.2 billion in 1993 to $6.1 billion in 1996). During 1996, Canada was Pennsylvania's largest export market, while Mexico was Pennsylvania's fourth largest export market. Exports to Canada 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:

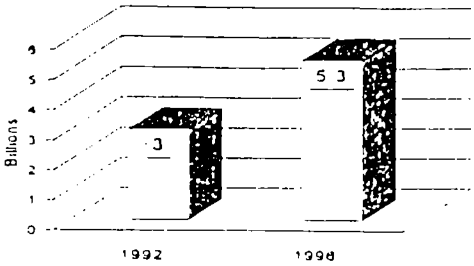
Sector	1993	1996	Change %
Food Products	$6.6	$11.3	71%
Textile Products	28.8	41.1	43
Electronic and Electric Equipment	119.5	161.7	35
Scientific and Measuring Instruments	56.1	66.9	19

- 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.

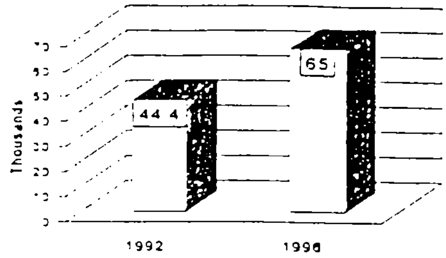
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research [illegible]

SOUTH CAROLINA STATE EXPORTS

SOUTH CAROLINA GOODS
Exports to World



SOUTH CAROLINA JOBS
Supported by Exports To World



- South Carolina recorded goods exports totaling $5.3 billion in 1996, up 75 percent ($2.3 billion) from 1992. During 1966, 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

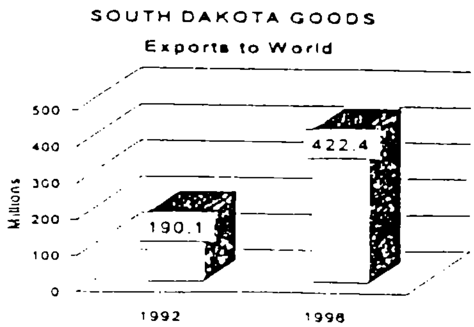
- South Carolina is the country's 34th largest agricultural exporting state, shipping $348 million in agricultural exports abroad in FY 1996. The two largest export categories, tobacco and cotton and linters, accounted for 53 percent of South Carolina's agricultural exports in FY 1996.

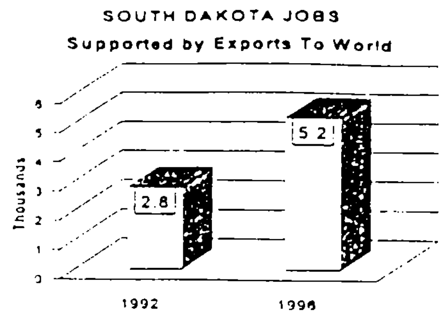
- Total exports from South Carolina to NAFTA countries increased by 47 percent between 1993 (pre-NAFTA) and 1996 (from $1.6 billion in 1993 to $2.3 billion in 1996). During 1996, Canada was South Carolina's largest export market, while Mexico was South Carolina's third largest export market. Exports 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

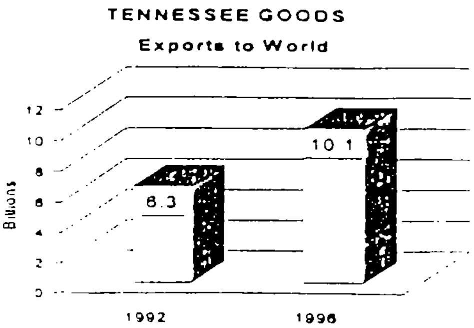
- South Dakota is the country's 19th largest agricultural exporting state, shipping $1.2 billion in agricultural exports abroad or 1.9% of the U.S. total in FY 1996. Large export product categories include wheat, feed grains, and soybeans. These three categories accounted for 74 percent of South Dakota's agricultural exports in FY 1996.

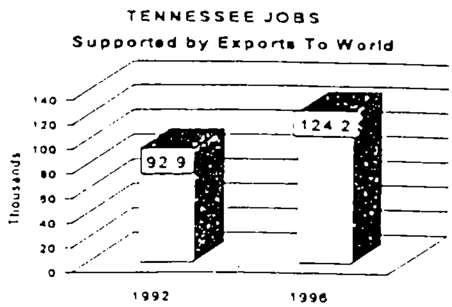
- Total exports from South Dakota to NAFTA countries increased by 41 percent between 1993 (pre-NAFTA) and 1996 (from $133.1 million in 1993 to $187.6 million in 1996). During 1996, Canada was South Dakota's largest export market, while Mexico was South Dakota's 10th largest export market. Exports to 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.

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 linters and tobacco, accounted for 65 percent of Tennessee's agricultural exports in FY 1996.

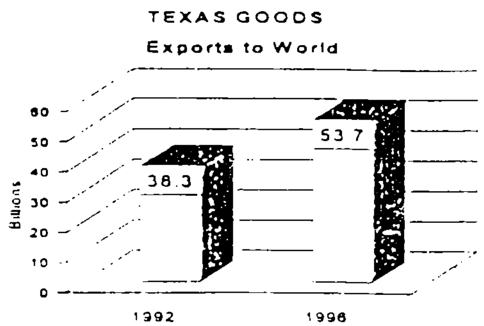
Total exports from Tennessee to NAFTA countries increased by 38 percent between 1993 (pre-NAFTA) and 1996 (from $2.5 billion in 1993 to $3.5 billion in 1996). During 1996, Canada was Tennessee's largest export market, while Mexico was Tennessee's second largest export market. Exports to Canada were up 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.

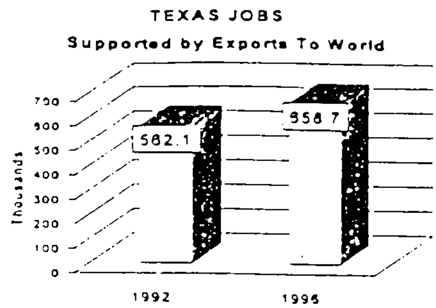
During 1996, Japan was Tennessee's fourth largest export market. Total exports from Tennessee to Japan were up 87 percent ($352 million), from $406.3 million in 1993 to $758 5 million in 1996.

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.

USTR based on data from the Massachusetts Institute of Social and Economic Research, U S Commerce Dept , and the U S Agriculture Dept

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

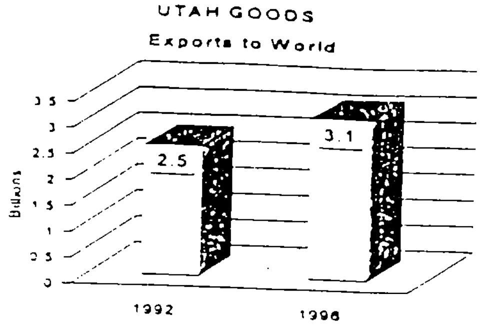
Texas is the country's fourth largest agricultural exporting state, shipping $3.6 billion in agricultural exports abroad or 6% of the U.S. total in FY 1996. The largest export categories, cotton and linters, live animals and meat (excluding poultry) and feed grains, accounted for 57 percent of Texas' agricultural exports in FY 1996.

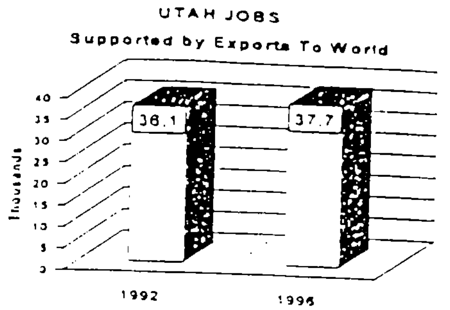
Total exports from Texas to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from $19.0 billion in 1993 to $25.3 billion in 1996). During 1996, Mexico was Texas' largest export market, while Canada was Texas' second largest export market. Exports to Mexico were up by 25 percent ($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.

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 19956

- 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.

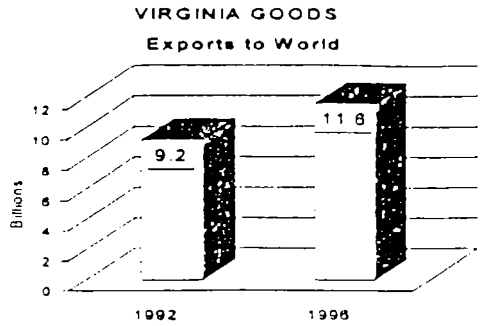
- Total exports from Utah to NAFTA countries increased by 28 percent between 1993 (pre-NAFTA) and 1996 (from $471.8 million in 1993 to $604.2 million in 1996). During 1996, Canada was Utah's largest export market, while Mexico was Utah's ninth largest export market. Exports to Canada were up by 18 percent ($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.

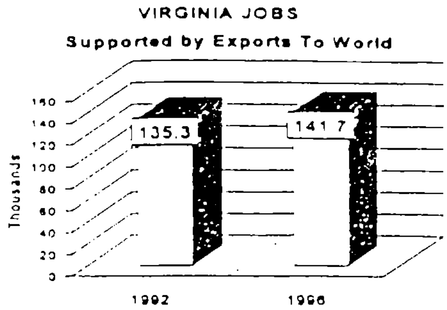
- During 1996, Japan was Utah's second largest export market. Total exports from Utah to Japan were up 86 percent ($223.4 million), from $258.6 million in 1993 to $482.1 million in 1996.

- 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.

Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research, U.S. Commerce Dept., and the U.S. Agriculture Dept.

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

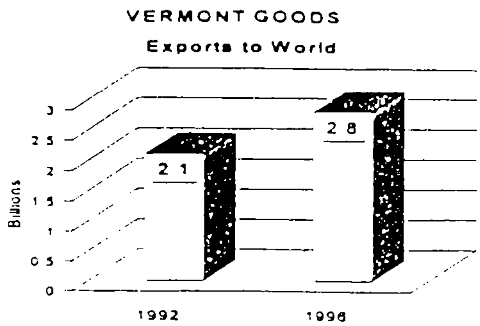
- Virginia is the country's 30th largest agricultural exporting state, shipping $490 million in agricultural exports abroad in FY 1996. The two largest export categories, poultry and tobacco, accounted for 40 percent of Virginia's agricultural exports in FY 1996.

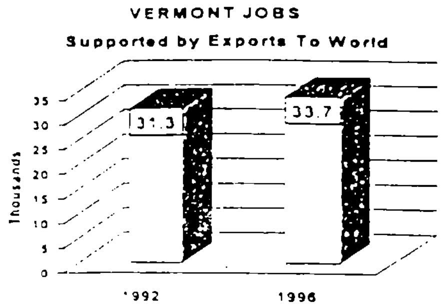
- Total exports from Virginia to NAFTA countries increased by 17 percent between 1993 (pre-NAFTA) and 1996 (from $1.7 billion in 1993 to $1.9 billion in 1996). During 1996, Canada was Virginia's largest export market, while Mexico was Virginia's seventh largest export market. Exports to Canada were up 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.

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 34st 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

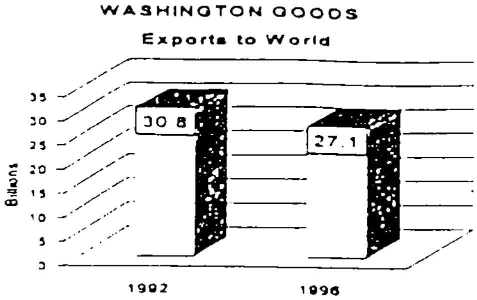
- Vermont is the country's 47th largest agricultural exporting state, shipping $8 million in agricultural exports abroad in FY 1996.

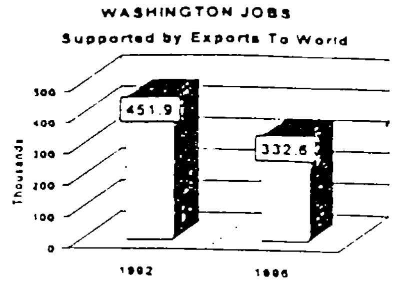
- Total exports from Vermont to NAFTA countries decreased by 1 percent between 1993 (pre-NAFTA) and 1996 (from $2.52 billion in 1993 to $2.50 billion in 1996). During 1996, Canada was Vermont's largest export market, while Mexico was Vermont's eleventh largest export market. Exports to Canada were down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

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

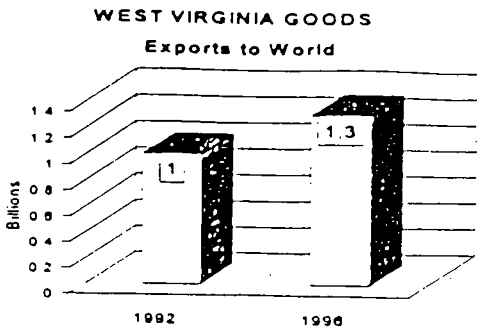
- Washington is the country's ninth largest agricultural exporting state, shipping $2.0 billion in agricultural exports abroad or 3.4% of the U.S. total in FY 1996. The largest export categories, wheat, fruits, and vegetables, accounted for 75 percent of Washington's agricultural exports in FY 1996.

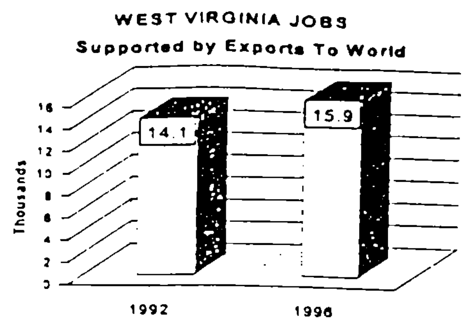
- Total exports from Washington to NAFTA countries increased by 42 percent between 1993 (pre-NAFTA) and 1996 (from $2.1 billion in 1993 to $2.9 billion in 1996). During 1996, Canada was Washington's second largest export market, while Mexico was Washington's 18th largest export market. Exports to Canada 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

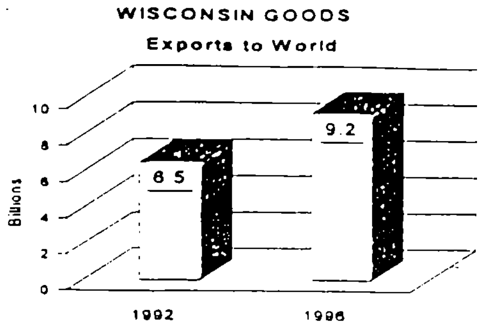
- West Virginia is the country's 44th largest agricultural exporting state, shipping $33 million in agricultural exports abroad in FY 1996.

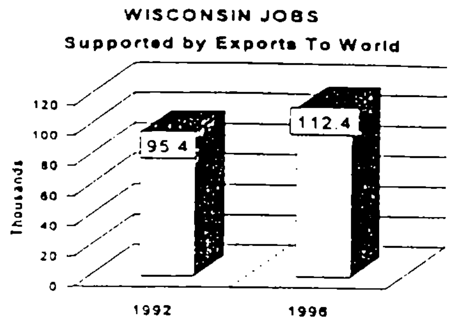
- Total exports from West Virginia to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from $341.0 million in 1993 to $421.3 million in 1996). During 1996, Canada was West Virginia's largest export market, while Mexico was West Virginia's 14th largest export market. Exports 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 million 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.

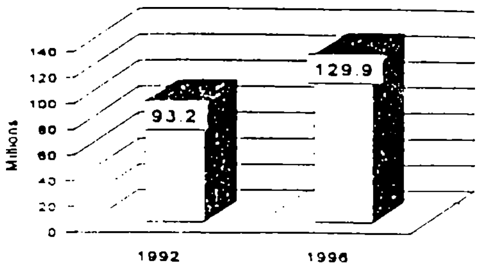
- During 1996, Japan was Wisconsin's second largest export market. Total exports from Wisconsin to Japan were up 130 percent ($403 million), from $309.7 million in 1993 to $712.9 million in 1996.

- 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.

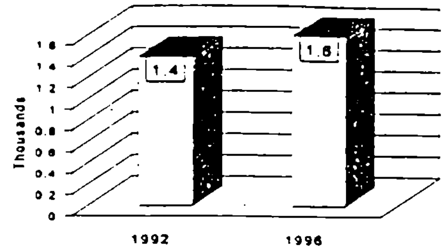
Sources: USTR based on data from the Massachusetts Institute of Social and Economic Research, U.S. Commerce Dept., and the U.S. Agriculture Dept.

WYOMING STATE EXPORTS

WYOMING GOODS
Exports to World



WYOMING JOBS
Supported by Exports To World



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 Colombia, 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).