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Fast Track 1 [1]

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Fast Track: In the National Interest of the United States

FAST TRACK MEANS: IMPROVING OUR STANDARD OF LIVING

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

FAST TRACK MEANS: CREATING MORE JOBS

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

FAST TRACK MEANS: MAINTAINING AMERICA'S GLOBAL LEADERSHIP

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

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

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

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

Trade and Domestic Prosperity

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

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

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

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

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

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

The Trade Record

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

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

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

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

THE WHITE HOUSE

Office of the Press Secretary

(Martha's Vineyard, Massachusetts)

Embargoed For Release

Until 10:06 A.M. EDT

Saturday, August 23, 1997

RADIO ADDRESS OF THE PRESIDENT
TO THE NATION

Martha's Vineyard, Massachusetts

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

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

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

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

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

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

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

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

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

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

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

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1996 STATE EXPORT DATA

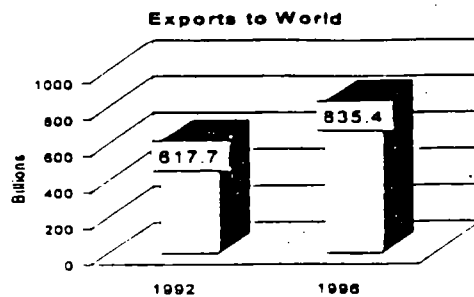
Prepared by the Office of U.S. Trade Representative

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

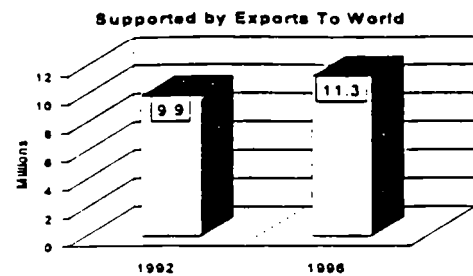
May 1, 1997

UNITED STATES EXPORTS

UNITED STATES GOODS & SERVICES



UNITED STATES JOBS

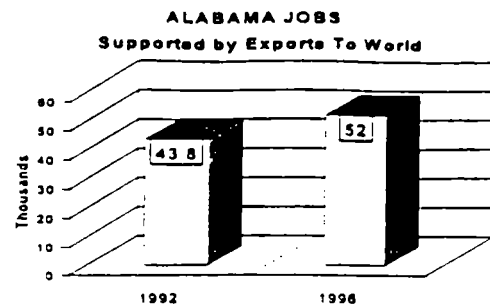
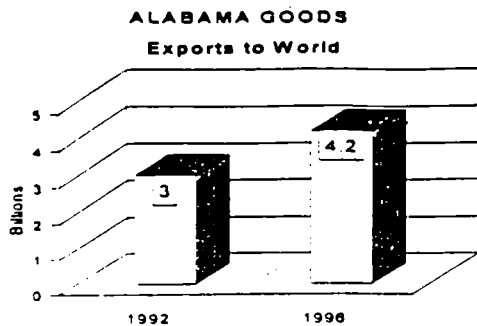


- The United States is the world's largest exporting country, recording goods and services exports totalling \$835.7 billion in 1996, up 35 percent (\$218 billion) from 1992. U.S. goods exports totaled \$611.7 billion in 1996, up 39 percent (\$171.5 billion) from 1992.
- Over 11.3 million U.S. jobs were 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 States's second largest export market. Total exports from the United States to Japan were up 41 percent (\$19.7 billion), from \$47.8 billion in 1992 to \$67.5 billion in 1996.
- Total exports from the United States to the European Union were up 18 percent (\$19.8 billion), from \$107.7 billion in 1992 to \$127.5 billion in 1996.

ALABAMA STATE EXPORTS

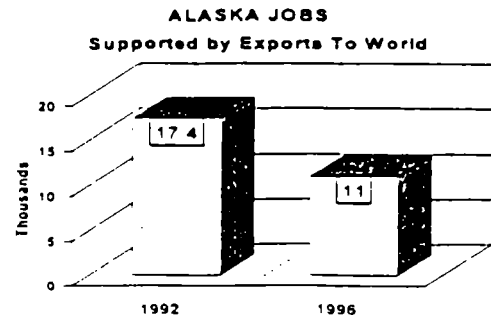
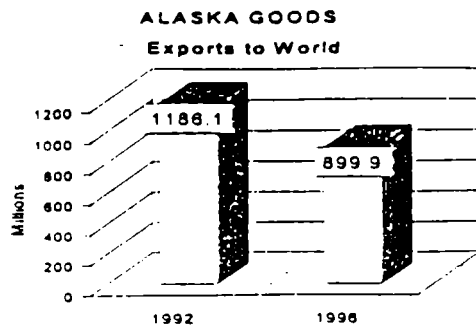


- Alabama recorded goods exports totaling \$4.2 billion in 1996, up 42 percent (\$1.3 billion) from 1993. During 1996, Alabama was the 29th largest state exporter of goods in the United States.
- Over 52,000 Alabama jobs were supported by goods exports during 1996. Alabama's jobs supported by goods exports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

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

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

ALASKA STATE EXPORTS

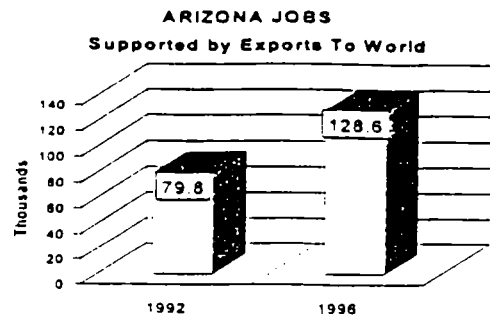
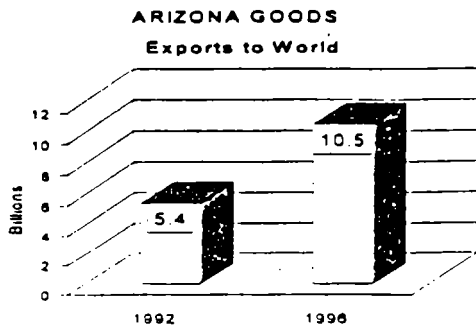


- Alaska recorded goods exports totaling \$899.9 million in 1996, down 24 percent (\$286.2 million) from 1992. During 1996, Alaska was the 44th largest state exporter of goods in the U.S.
- Over 11,000 Alaskan jobs were supported by exports during 1996. Alaska's jobs supported by goods exports declined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

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

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

ARIZONA STATE EXPORTS

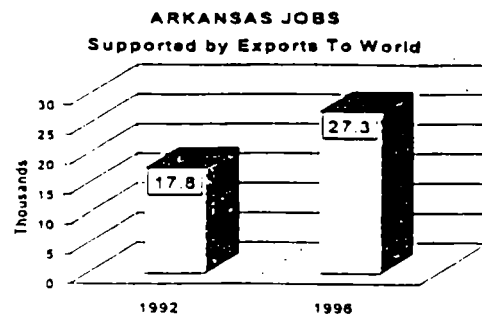
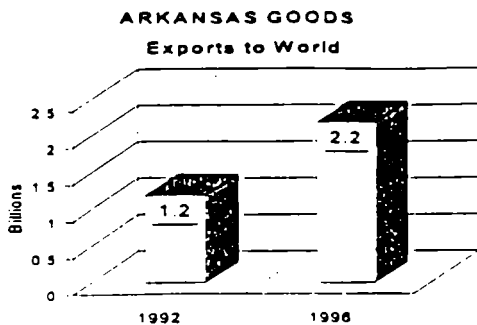


- Arizona recorded goods exports totaling \$10.5 billion in 1996, up 93 percent (\$5.0 billion) from 1992. During 1996, Arizona was the 18th largest state exporter of goods in the United States.
- Arizona's jobs supported by goods exports grew an estimated 61 percent (48,720 jobs) since 1992. Export-related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

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

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

ARKANSAS STATE EXPORTS

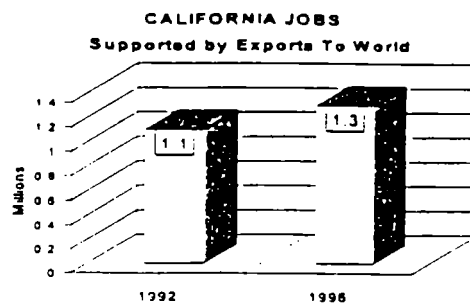
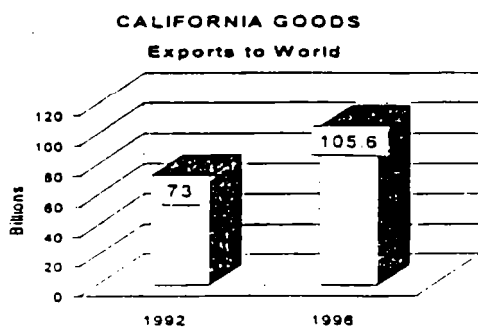


- Arkansas recorded goods exports totaling over \$2.2 billion in 1996, up 84 percent (\$1.0 billion) from 1992. During 1996, Arkansas was the 36th largest state exporter of goods in the United States.
- Arkansas' jobs supported by goods exports grew an estimated 54 percent (9,513 jobs) since 1992. Export-related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

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

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

CALIFORNIA STATE EXPORTS

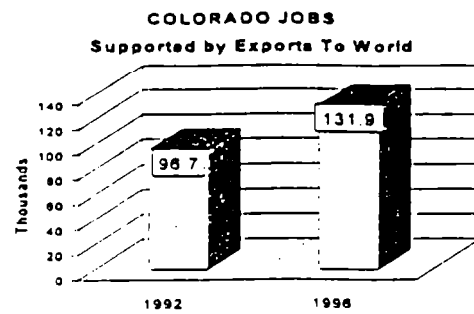
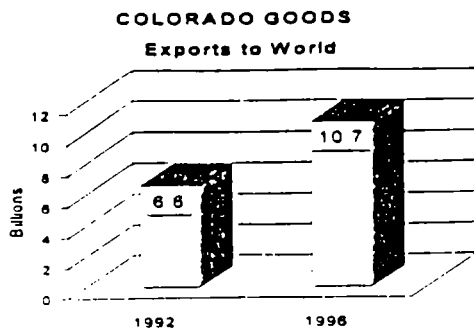


- California is the country's largest exporting state, recording goods exports totaling \$105.6 billion in 1996, up 45 percent (\$32.6 billion) from 1992.
- Nearly 1.3 million California jobs were supported by goods exports during 1996. California's jobs supported by goods exports grew an estimated 21 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

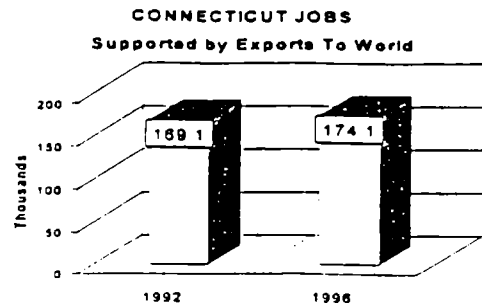
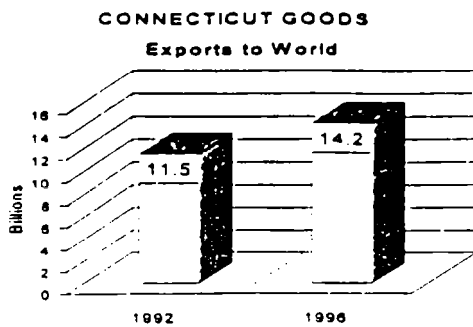


- Colorado recorded goods exports totaling \$10.7 billion in 1996, up 63 percent (\$4.2 billion) from 1992. During 1996, Colorado was the 17th largest state exporter of goods.
- Colorado's jobs supported by goods exports grew an estimated 37 percent (35,287 jobs) since 1993. Export-related jobs pay 13 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

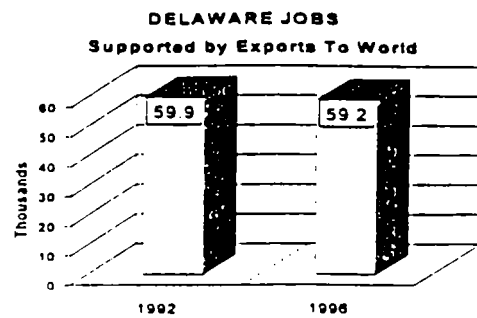
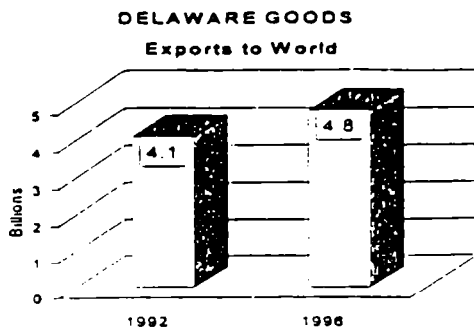


- Connecticut recorded goods exports totaling \$14.2 billion in 1996, up 23 percent (\$2.7 billion) from 1992. During 1996, Connecticut was the 13th largest state exporter of goods.
- Connecticut's jobs supported by goods exports grew an estimated 3 percent (4,968 jobs) since 1992. Export-related jobs 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

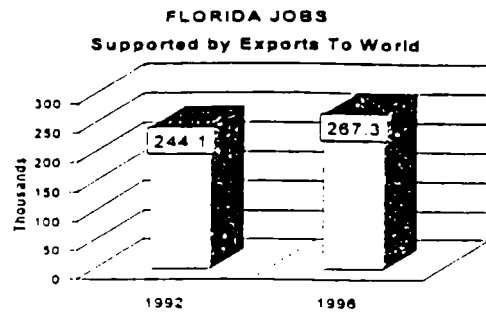
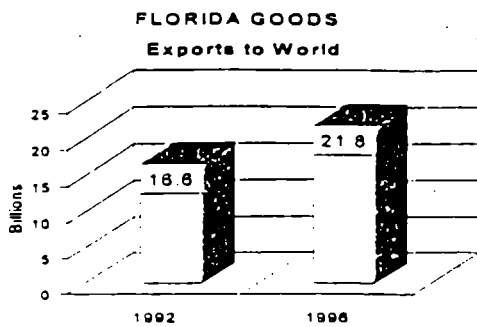


- Delaware recorded goods exports totaling \$4.8 billion in 1996, up 18 percent (\$745 million) from 1992. During 1996, Delaware was the 28th largest state exporter of goods.
- Delaware's jobs supported by goods exports declined an estimated 1 percent (676 jobs) since 1992. Export-related jobs pay 13 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

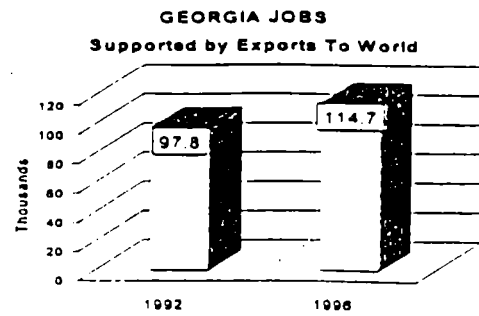
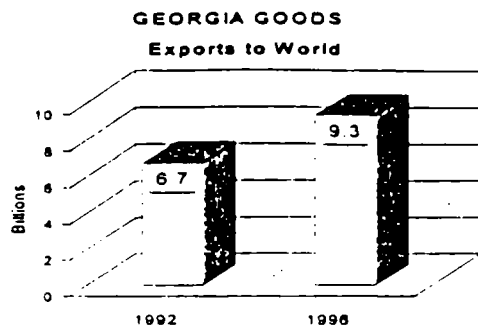


- Florida is the country's eighth largest exporting state, recording goods exports totaling \$21.8 billion in 1996, up 31 percent (\$5.1 billion) from 1992.
- Florida's jobs supported by goods exports grew an estimated 10 percent (23,165 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher 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

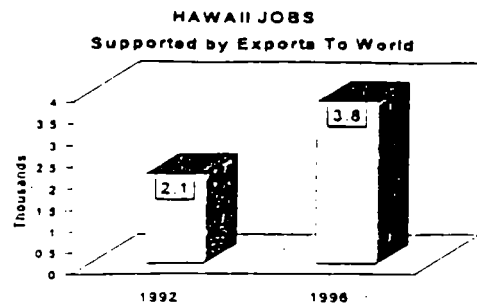
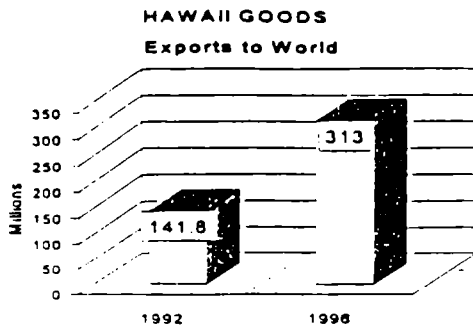


- Georgia recorded goods exports totaling \$9.3 billion in 1996, up 40 percent (\$2.7 billion) from 1992. During 1996, Georgia was the 20th largest state exporter of goods.
- Georgia's jobs supported by goods exports grew an estimated 17 percent (16,885) since 1992. Export-related jobs pay 13 to 16 percent 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 lintens, and peanuts, accounted for 64 percent of Georgia's agricultural exports in FY 1996.
- Total exports from Georgia to NAFTA countries increased by 33 percent between 1993 (pre-NAFTA) and 1996 (from \$2.0 billion in 1993 to \$2.7 billion in 1996). During 1996, Canada was Georgia's largest export market, while Mexico was Georgia's third largest export market. Exports to Canada were up by 26 percent (\$425 million), from \$1.7 billion in 1993 to \$2.1 billion in 1996. Georgia's exports to Mexico were up by 64 percent (\$232 million), from \$360.5 million in 1993 to \$592.0 million in 1996.
- During 1996, Japan was Georgia's second largest export market. Total exports from Georgia to Japan were up 34 percent (\$149 million), from \$446.1 million in 1993 to \$595.4 million in 1996.
- Total exports from Georgia to the European Union were up 34 percent (\$489 million), from \$1.4 billion in 1993 to \$1.9 billion in 1996.

HAWAII STATE EXPORTS

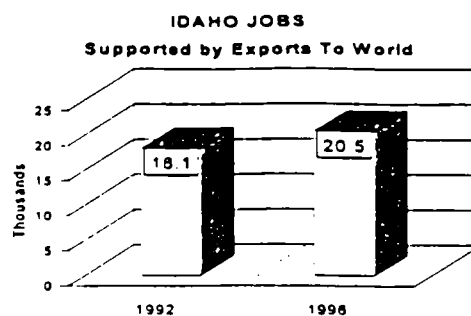
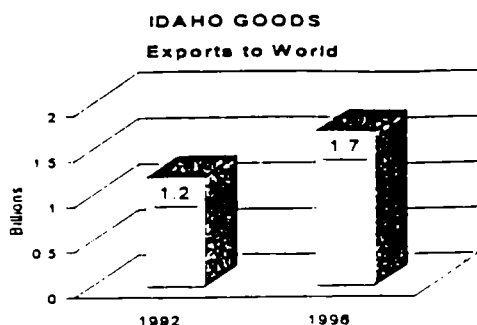


- Hawaii recorded goods exports totaling \$313.0 million in 1996, up 121 percent (\$171.2 million) from 1992. During 1996, Hawaii was the second smallest state exporter of goods.
- Hawaii's jobs supported by goods exports grew an estimated 85 percent (1,761 jobs) since 1992. Export-related jobs pay 13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

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

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

IDAHO STATE EXPORTS

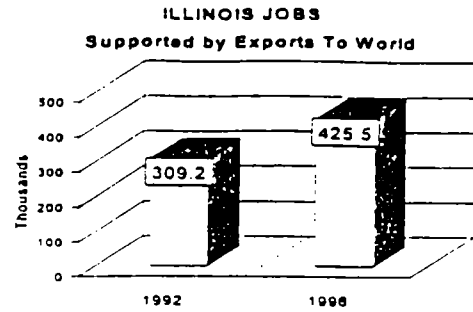
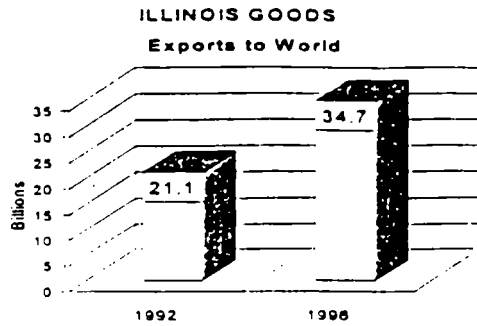


- Idaho recorded goods exports totaling \$1.7 billion in 1996, up 35 percent (\$436 million) from 1992. During 1996, Idaho was the 38th largest state exporter of goods.
- Idaho's jobs supported by goods exports grew an estimated 13 percent (2,388 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

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

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

ILLINOIS STATE EXPORTS

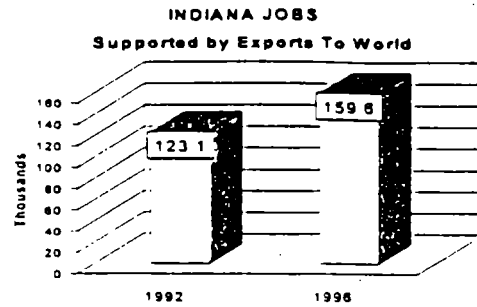


- Illinois recorded goods exports totaling \$34.7 billion in 1996, up 63 percent (\$13.6 billion) from 1992. During 1996, Illinois was the fifth largest state exporter of goods.
- Illinois' jobs supported by goods exports grew an estimated 38 percent (116,217 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Illinois exports accounted for 18.0 percent of its manufacturing output and represented 18.6 percent of its total manufacturing employment.
- Illinois' exports of manufactured products were up by 53 percent between 1993 and 1996 (from \$20.3 billion in 1993 to \$31.0 billion in 1996).
- The five largest manufacturing sectors in terms of Illinois' exports were: Industrial Machinery and Computers (\$8.9 billion of exports in 1996), Electronic and Electric Equipment (\$6.9 billion), Chemical Products (\$4.5 billion), Transportation Equipment (\$2.5 billion), and Food Products (\$1.7 billion). These five sectors accounted for 70 percent of the state's total exports in 1996.
- Among Illinois' fastest growing manufactured exports (in billions) were:

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

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

INDIANA STATE EXPORTS

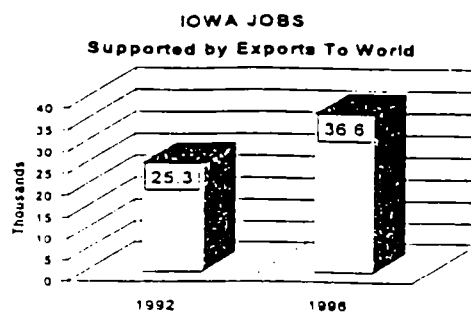
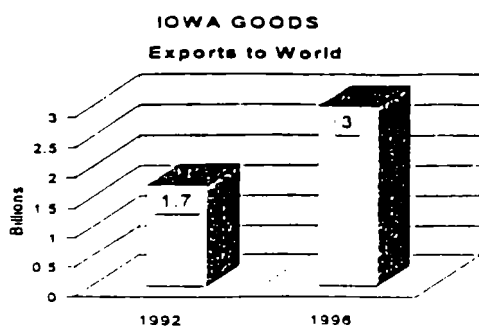


- Indiana recorded goods exports totaling \$13.0 billion in 1996, up 55 percent (\$4.6 billion) from 1992. During 1996, Indiana was the 14th largest state exporter of goods.
- Indiana's jobs supported by goods exports grew an estimated 30 percent (36,451 jobs) since 1992. Export-related jobs pay 13 to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

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

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

IOWA STATE EXPORTS

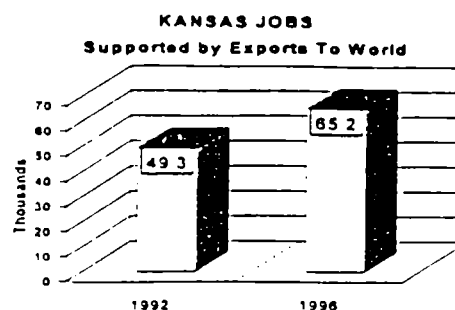
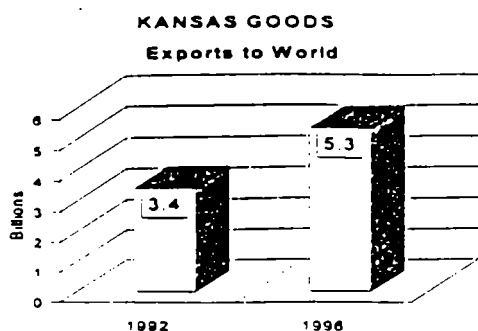


- Iowa recorded goods exports totaling \$3.0 billion in 1996; up 73 percent (\$1.3 billion) from 1992. During 1996, Iowa was the 32nd largest state exporter of goods.
- Iowa's jobs supported by goods exports grew an estimated 45 percent (11,286 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

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

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

KANSAS STATE EXPORTS

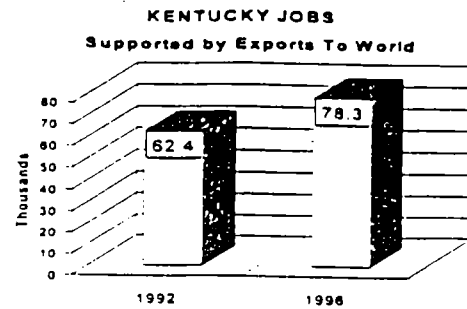
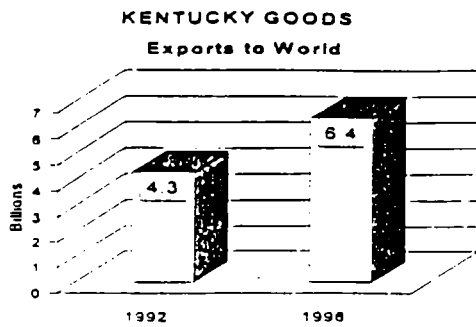


- Kansas recorded goods exports totaling \$5.3 billion in 1996, up 58 percent (\$2.0 billion) from 1992. During 1996, Kansas was the 25th largest state exporter of goods.
- Kansas' jobs supported by goods exports grew an estimated 32 percent (15,921 jobs) since 1992. Export-related jobs pay 13 to 16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

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

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

KENTUCKY STATE EXPORTS

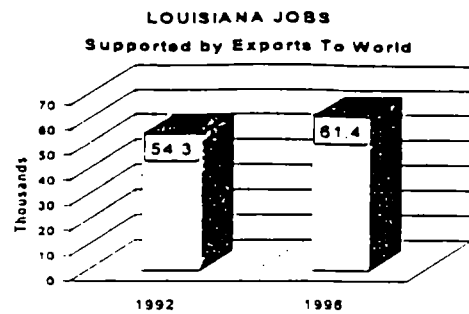
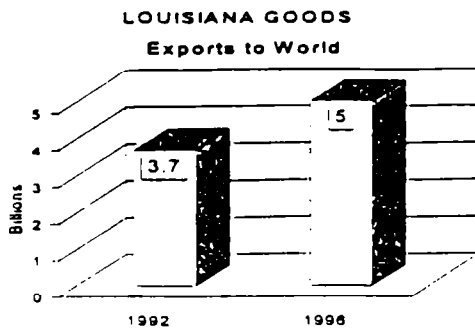


- Kentucky recorded goods exports totaling \$6.4 billion in 1996, up 50 percent (\$2.1 billion) from 1992. During 1996, Kentucky was the 24th largest state exporter of goods.
- Kentucky's jobs supported by goods exports grew an estimated 26 percent (15,908 jobs) since 1993. Export-related jobs pay 13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

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

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

LOUISIANA STATE EXPORTS

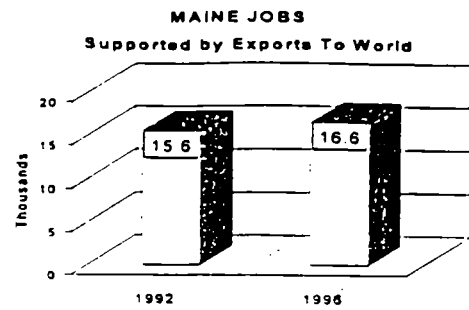
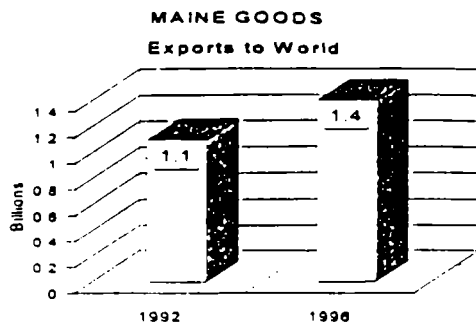


- Louisiana recorded goods exports totaling \$5.0 billion in 1996, up 35 percent (\$1.3 billion) from 1992. During 1996, Louisiana was the 27th largest state exporter of goods.
- Louisiana's jobs supported by goods exports grew an estimated 13 percent (7,087 jobs) since 1992. Export-related jobs pay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

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

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

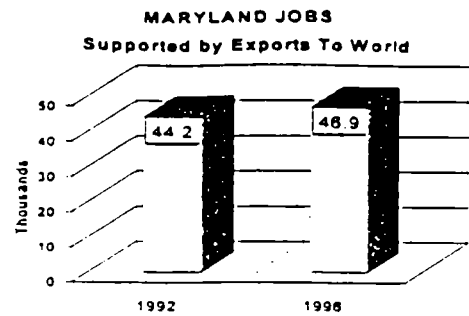
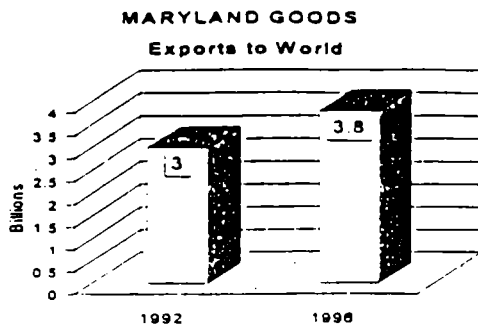


- Maine recorded goods exports totaling \$1.4 billion in 1996, up 28 percent (\$295 million) from 1992. During 1996, Maine was the 39th largest state exporter of goods.
- Maine's jobs supported by goods exports grew an estimated 7 percent (1,066 jobs) since 1992. Export-related jobs pay 13 to 16 percent 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

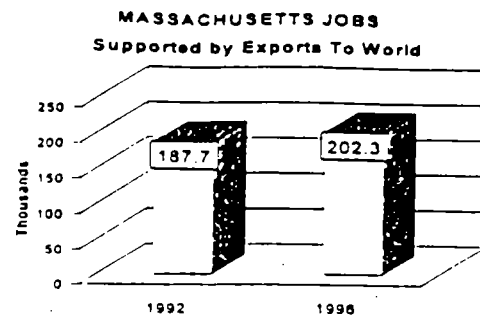
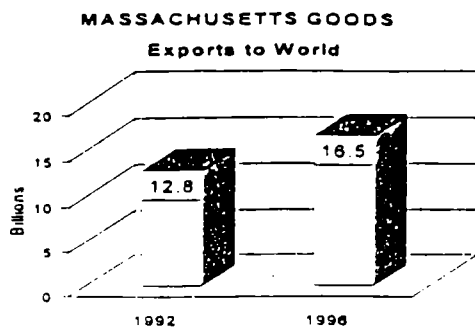


- Maryland recorded goods exports totaling \$3.8 billion in 1996, up 27 percent (\$0.8 billion) from 1992. During 1996, Maryland was the 30th largest state exporter of goods.
- Maryland's jobs supported by goods exports grew an estimated 6 percent (2,704 jobs) since 1992. Export-related jobs pay 13 to 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

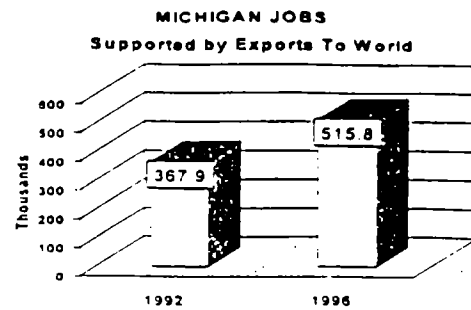
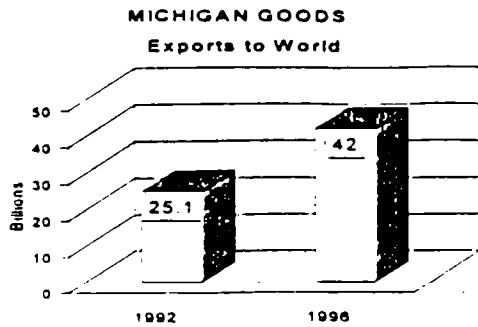


- Massachusetts recorded goods exports totaling \$16.5 billion in 1996, up 29 percent (\$3.7 billion) from 1992. During 1996, Massachusetts was the 11th largest state exporter of goods.
- Over 200 thousand Massachusetts' jobs were supported by goods exports during 1996. Massachusetts' jobs supported 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

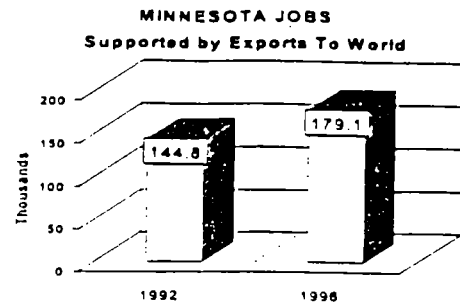
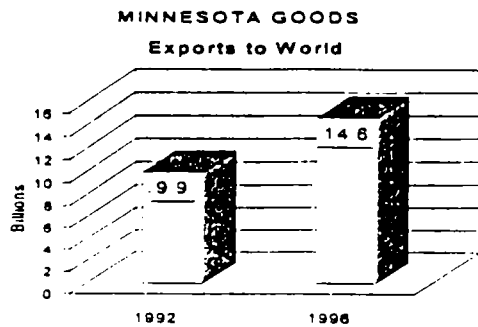


- Michigan recorded goods exports totaling \$42.0 billion in 1996, up 68 percent (\$17.0 billion) from 1992. During 1996, Michigan was the fourth largest state exporter of goods.
- Michigan's jobs supported by goods exports grew an estimated 40 percent (147,883 jobs) since 1992. Export-related jobs pay 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

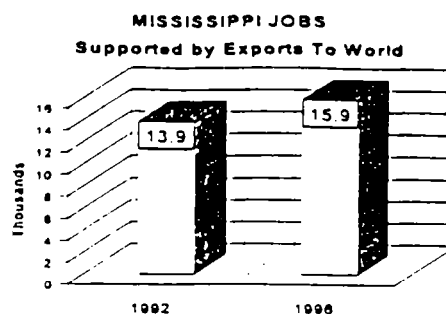
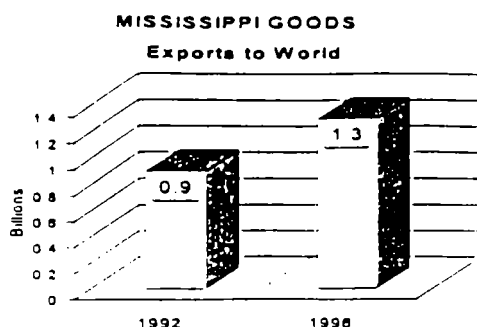


- Minnesota recorded goods exports totaling \$14.6 billion in 1996, up 48 percent (\$4.7 billion) from 1992. During 1996, Minnesota was the 12th largest state exporter of goods.
- Minnesota's jobs supported by goods exports grew an estimated 24 percent (34,292 jobs) since 1992. Export-related jobs pay 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

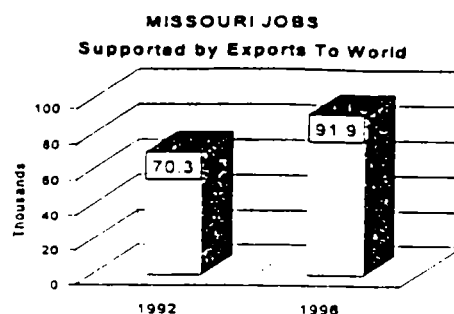
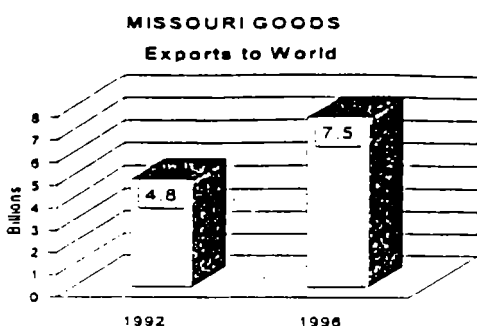


- Mississippi recorded goods exports totaling \$1.3 billion in 1996, up 37 percent (\$348.5 million) from 1992. During 1996, Mississippi was the 40th largest exporter of goods.
- Mississippi's jobs supported by goods exports grew an estimated 14 percent (1,992 jobs) since 1992. Export-related jobs pay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

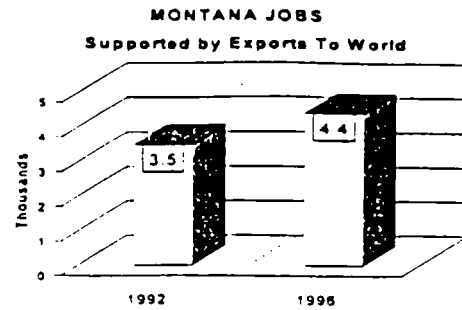
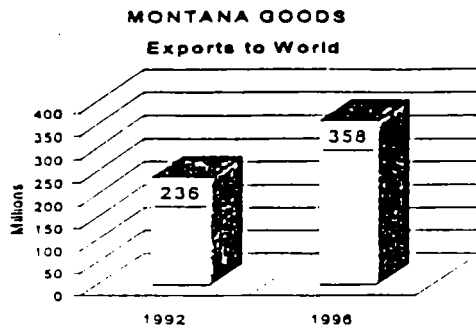


- Missouri recorded goods exports totaling \$7.5 billion in 1996, up 56 percent (\$2.7 billion) from 1992. During 1996, Missouri was the 23rd largest state exporter of goods.
- Missouri's jobs supported by goods exports grew an estimated 31 percent (21,612 jobs) since 1992. Export-related jobs pay 13 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

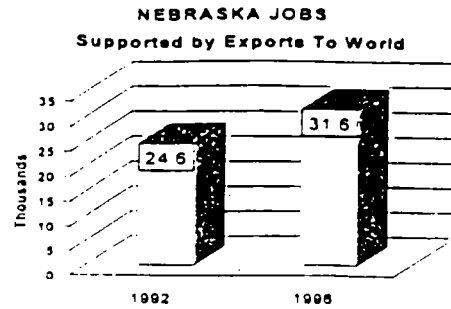
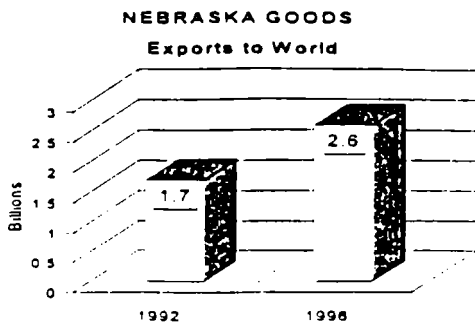


- Montana recorded goods exports totaling \$358.0 million in 1996, up 52 percent (\$122.0 million) from 1992. During 1996, Montana was the 48th largest state exporter of goods.
- Montana's jobs supported by goods exports grew an estimated 27 percent (929 jobs) since 1992. Export-related jobs pay 13 to 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

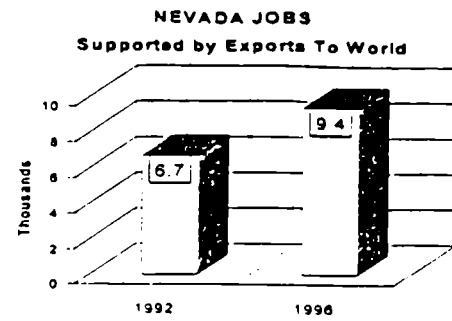
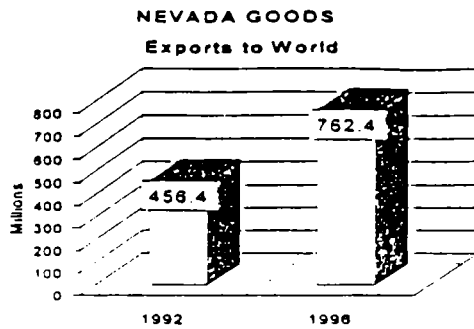


- Nebraska recorded goods exports totaling \$2.6 billion in 1996, up 54 percent (\$900.3 million) from 1992. During 1996, Nebraska was the 35th largest state exporter of goods.
- Nebraska's jobs supported by goods exports grew an estimated 29 percent (7,028 jobs) since 1992. Export-related jobs pay 13 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.

NEVADA STATE EXPORTS

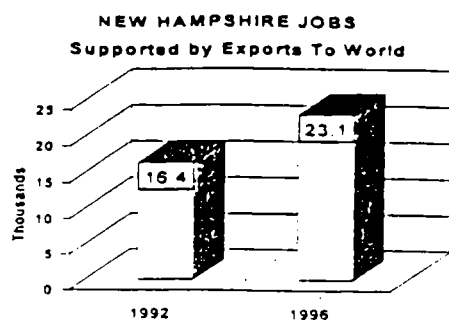
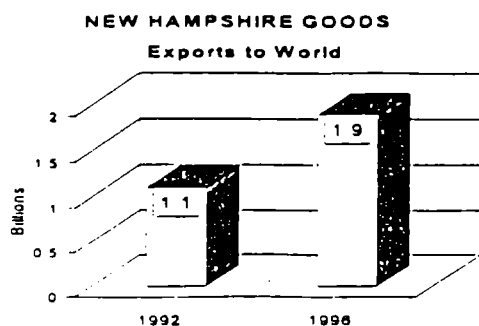


- Nevada recorded goods exports totaling \$762.4 million in 1996, up 67 percent (\$306.0 million) from 1992. During 1996, Nevada was the 45th largest state exporter of goods.
- Nevada's jobs supported by goods exports grew an estimated 40 percent (2,685 jobs) since 1992. Export-related jobs pay 13 to 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 (\$136.8 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	136.8	161
Electronic and Electric Equipment	49.9	106.0	112
Industrial Machinery and Computers	62.4	100.1	60

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

NEW HAMPSHIRE STATE EXPORTS

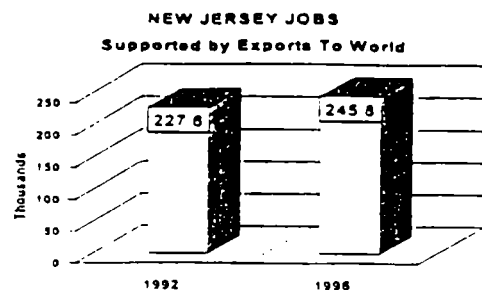
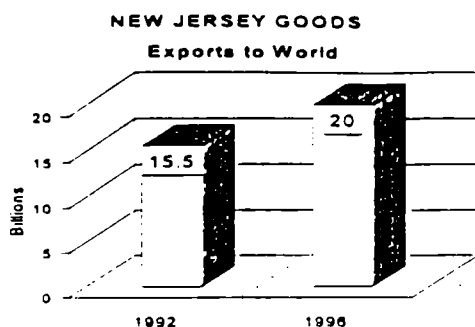


- New Hampshire recorded goods exports totaling \$1.9 billion in 1996, up 68 percent (\$766 million) from 1992. During 1996, New Hampshire was the 37th largest state exporter of goods.
- New Hampshire's jobs supported by goods exports grew an estimated 41 percent (6,708 jobs) since 1992. Export-related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

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

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

NEW JERSEY STATE EXPORTS



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

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

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

NEW MEXICO STATE EXPORTS

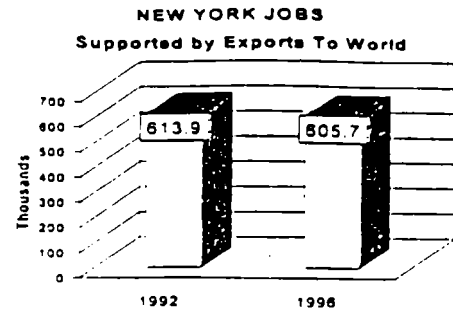
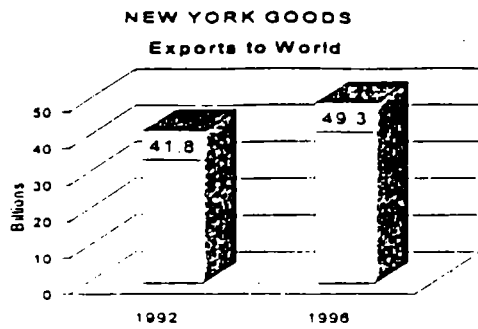


- New Mexico recorded goods exports totaling \$935.1 million in 1996, up 252 percent (\$669.5 million) from 1992. During 1996, New Mexico was the 43th largest state exporter of goods.
- New Mexico's jobs supported by goods exports grew an estimated 194 percent (7,579 jobs) since 1992. Export-related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

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

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

NEW YORK STATE EXPORTS

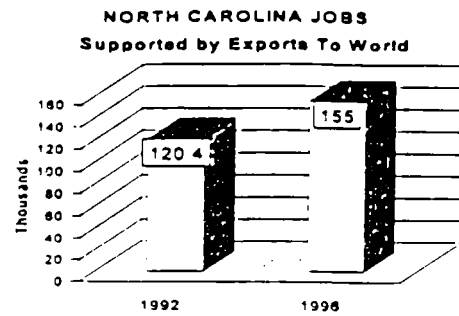
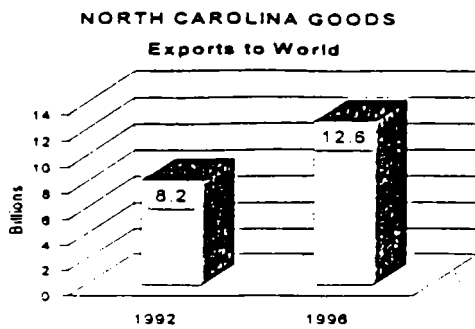


- New York recorded goods exports totaling \$49.3 billion in 1996, up 18 percent (\$7.5 billion) from 1992. During 1996, New York was the third largest state exporter of goods.
- New York's jobs supported by goods exports declined an estimated 1 percent (8,202 jobs) since 1992. Export-related jobs pay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

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

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

NORTH CAROLINA STATE EXPORTS

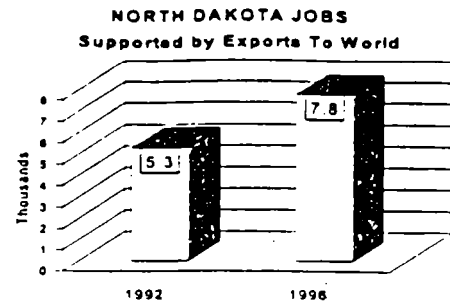
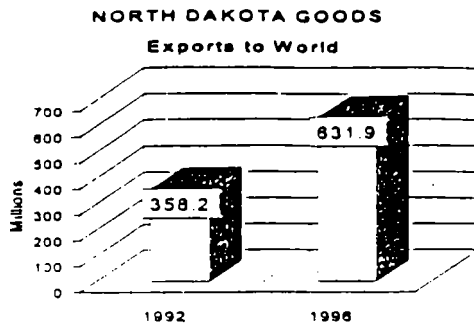


- North Carolina recorded goods exports totaling \$12.6 billion in 1996, up 54 percent (\$4.4 billion) from 1992. During 1996 North Carolina was the 15th largest state exporter of goods.
- North Carolina's jobs supported by goods exports grew an estimated 29 percent (34,619 jobs) since 1992. Export-related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

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

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

NORTH DAKOTA STATE EXPORTS

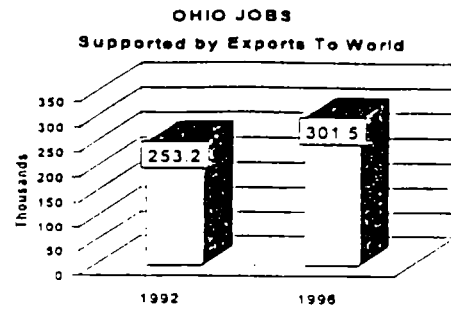
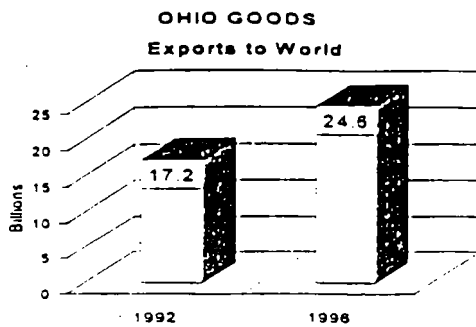


- North Dakota recorded goods exports totaling \$631.9 million in 1996, up an estimated 76 percent (\$273.7 million) from 1992. During 1996, North Dakota was the 46th largest state exporter of goods.
- North Dakota's jobs supported by goods exports grew an estimated 47 percent (2,498 jobs) since 1992.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

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

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

OHIO STATE EXPORTS

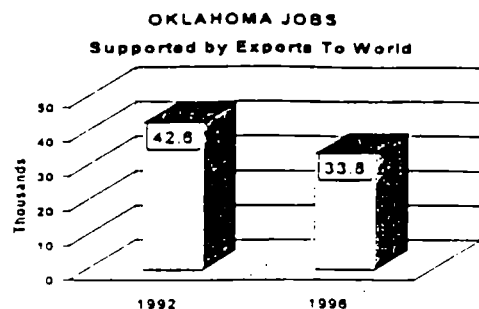
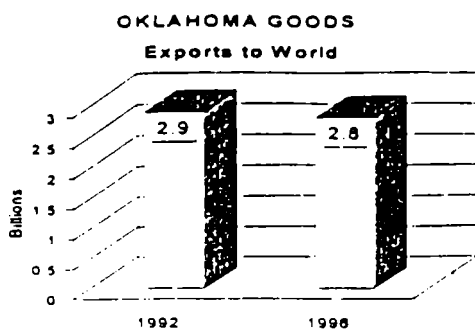


- Ohio recorded goods exports totaling \$24.6 billion in 1996, up 42 percent (\$7.3 billion) from 1992. During 1996, Ohio was the seventh largest state exporter of goods.
- Ohio's jobs supported by goods exports grew an estimated 19 percent (48,258 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

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

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

OKLAHOMA STATE EXPORTS

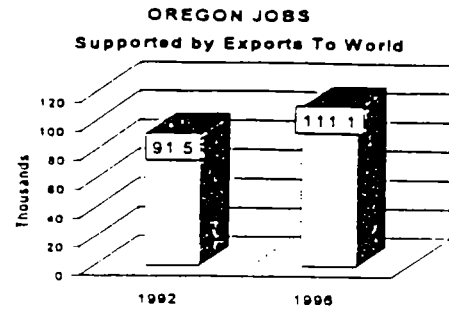
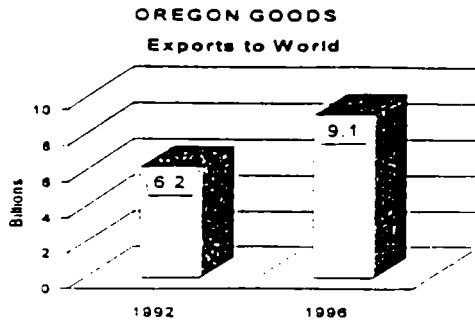


- Oklahoma recorded goods exports totaling \$2.8 billion in 1996, down 5 percent (\$151 million) from 1992. During 1996, Oklahoma was the 33rd largest state exporter of goods.
- Nearly 34 thousand Oklahoma jobs were supported by goods exports during 1996. However, Oklahoma's jobs supported by goods exports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

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

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

OREGON STATE EXPORTS

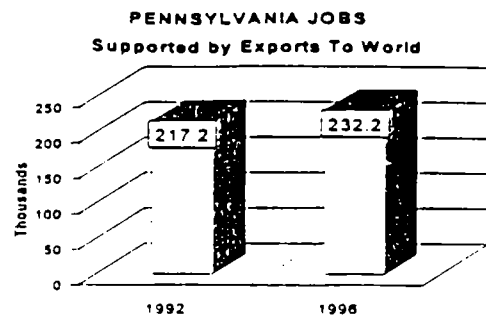
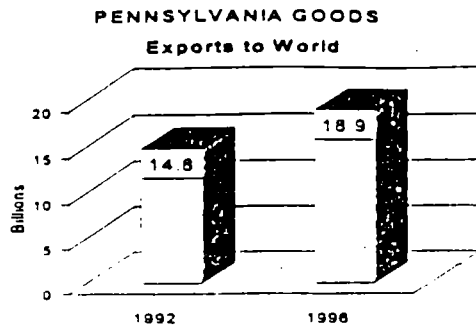


- Oregon recorded goods exports totaling \$9.1 billion in 1996, up 45 percent (\$2.8 billion) from 1992. During 1996, Oregon was the 22nd largest state exporter of goods.
- Oregon's jobs supported by goods exports grew an estimated 22 percent (19,630 jobs) since 1992. Export-related jobs pay 13 to 16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

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

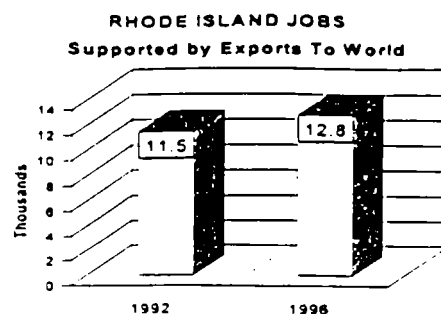
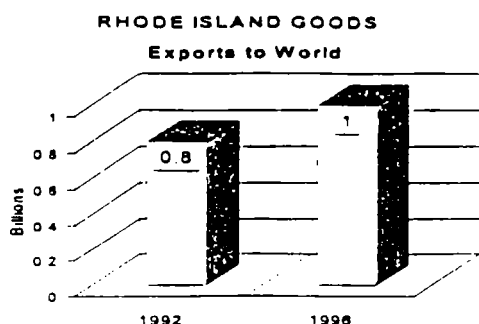
- Oregon is the country's 26th largest agricultural exporting state, shipping \$686 million in agricultural exports abroad in FY 1996. The largest export categories, wheat and vegetables, accounted for 57 percent of Oregon's agricultural exports in FY 1996.
- Total exports from Oregon to NAFTA countries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

PENNSYLVANIA STATE EXPORTS



- Pennsylvania recorded goods exports totaling \$18.9 billion in 1996, up 28 percent (\$4.1 billion) from 1992. During 1996, Pennsylvania was the 10th largest state exporter of goods.
 - Pennsylvania's jobs supported by goods exports grew an estimated 7 percent (15,059 jobs) since 1993. Export-related jobs pay 13 to 16 percent higher than the national average.
 - In 1991, the latest year available, Pennsylvania's exports accounted for 16.8 percent of its manufacturing output and represented 17.7 percent of its total manufacturing employment.
 - Pennsylvania's exports of manufactured products were up by 30 percent between 1993 and 1996 (from \$13.6 billion in 1993 to \$17.8 billion in 1996).
 - The five largest manufacturing sectors in terms of Pennsylvania's exports were: Chemical Products (\$3.6 billion of exports in 1996), Industrial Machinery and Computers (\$3.4 billion), Electronic and Electric Equipment (\$2.6 billion), Primary Metal Industries (\$1.6 billion), and Transportation Equipment (\$1.2 billion). These five sectors accounted for 66 percent of the state's total exports in 1996.
 - Among Pennsylvania's fastest growing manufactured exports (in billions) were:
- | Sector | 1993 | 1996 | Change % |
|------------------------------------|-------|-------|----------|
| Primary Metal Industries | \$1.0 | \$1.6 | 66% |
| Chemical Products | 2.6 | 3.5 | 36 |
| Industrial Machinery and Computers | 2.5 | 3.4 | 36 |
| Electronic and Electric Equipment | 2.0 | 2.6 | 31 |
- Pennsylvania is the country's 27th largest agricultural exporting state, shipping \$557 million in agricultural exports abroad in FY 1996. The three largest export categories, Live Animals and Meat (excluding poultry), Poultry and Other Products (mainly confectionery, nursery and greenhouse, essential oils, beverages, or other miscellaneous animal and vegetable products), accounted for 57 percent of Pennsylvania's agricultural exports in FY 1996.
 - Total exports from Pennsylvania to NAFTA countries increased by 19 percent between 1993 (pre-NAFTA) and 1996 (from \$5.2 billion in 1993 to \$6.1 billion in 1996). During 1996, Canada was Pennsylvania's largest export market, while Mexico was Pennsylvania's fourth largest export market. Exports to Canada were up by 16 percent (\$709 million), from \$4.5 billion in 1993 to \$5.2 billion in 1995. Pennsylvania's exports to Mexico were up by 36 percent (\$254 million), from \$710 million to \$964 million in 1996.
 - During 1996, Japan was Pennsylvania's third largest export market. Total exports from Pennsylvania to Japan were up 32 percent (\$284 million), from \$893 million in 1993 to \$1.2 billion in 1996.
 - Total exports from Pennsylvania to the European Union were up 43 percent (\$1.4 billion), to \$4.7 billion in 1996.

RHODE ISLAND STATE EXPORTS

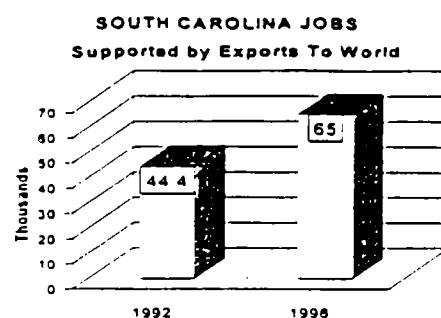
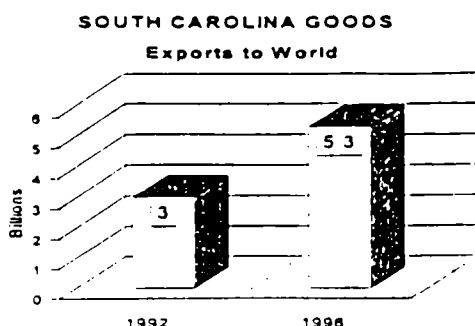


- Rhode Island recorded goods exports totaling \$1.0 billion in 1996, up 34 percent (\$262 million) from 1992. During 1996, Rhode Island was the 42nd largest state exporter of goods.
- Rhode Island's jobs supported by goods exports declined an estimated 12 percent (1,341 jobs) since 1992. Export-related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

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

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

SOUTH CAROLINA STATE EXPORTS

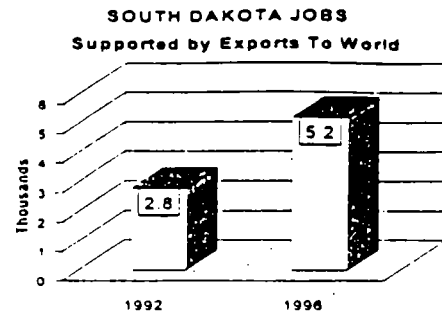
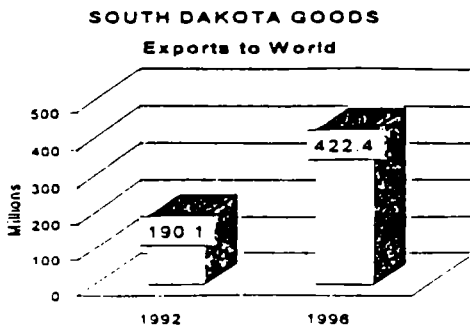


- South Carolina recorded goods exports totaling \$5.3 billion in 1996, up 75 percent (\$2.3 billion) from 1992. During 1996, South Carolina was the 26th largest state exporter of goods.
- South Carolina's jobs supported by goods exports grew an estimated 46 percent (20,603 jobs) since 1992. Export-related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

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

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

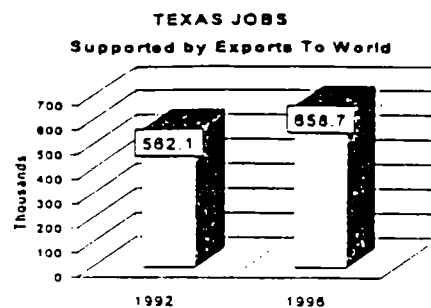
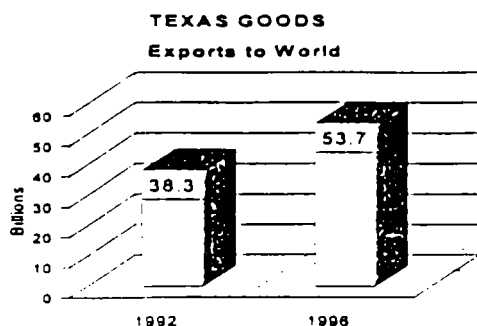


- South Dakota recorded goods exports totaling \$422.4 million in 1996, up 122 percent (\$232 million) from 1992. During 1996, South Dakota was the 47th largest state exporter of goods.
- South Dakota's jobs supported by goods exports grew an estimated 86 percent (2,394 jobs) since 1992. Export-related 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.

TEXAS STATE EXPORTS

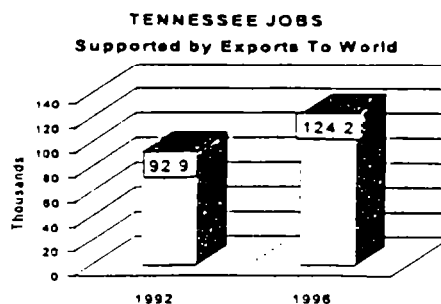
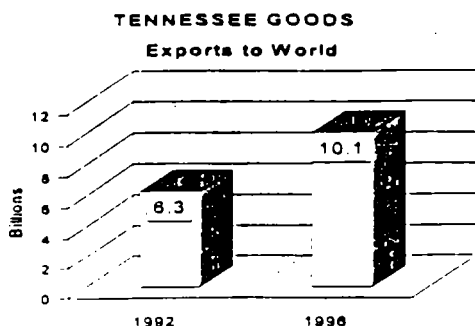


- Texas recorded goods exports totaling \$53.7 billion in 1996, up 40 percent (\$15.4 billion) from 1992. During 1996, Texas was the second largest state exporter of goods.
- Texas' jobs supported by goods exports grew an estimated 17 percent (96,506 jobs) since 1992. Export-related jobs pay 13 to 16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

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

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

TENNESSEE STATE EXPORTS

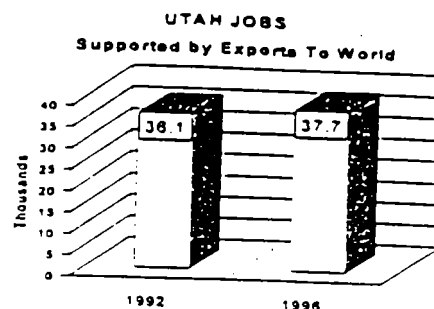
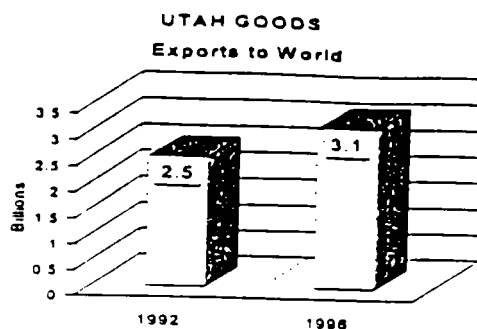


- Tennessee recorded goods exports totaling \$10.1 billion in 1996, up 60 percent (\$3.8 billion) from 1992. During 1996, Tennessee was the 19th largest state exporter of goods.
- Tennessee's jobs supported by goods exports grew an estimated 34 percent (31,267 jobs) since 1992. Export-related jobs pay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

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

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

UTAH STATE EXPORTS

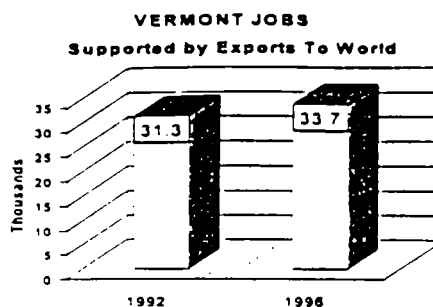
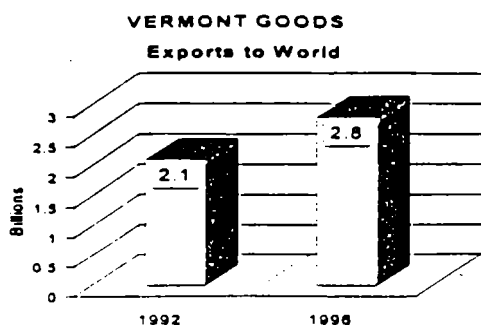


- Utah recorded goods exports totaling \$3.1 billion in 1996, up 25 percent (\$612 million) from 1992. During 1996, Utah was the 31th largest state exporter of goods.
- Utah's jobs supported by goods exports grew an estimated 4 percent (1,598 jobs) since 1992. Export-related jobs pay 13 to 16 percent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

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

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

VERMONT STATE EXPORTS

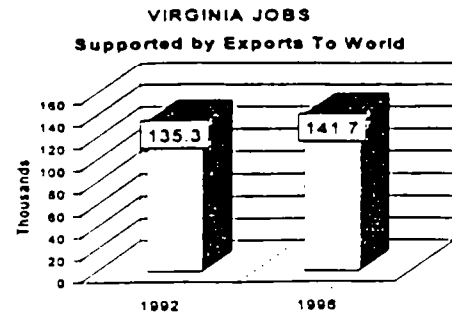
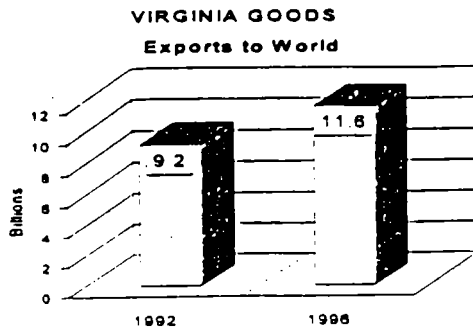


- Vermont recorded goods exports totaling \$2.8 billion in 1996, up 29 percent (\$614 million) from 1992. During 1996, Vermont was the 34th largest state exporter of goods.
- Vermont's jobs supported by goods exports increased an estimated 8 percent (2,399 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Vermont's exports accounted for 20.6 percent of its manufacturing output and represented 18.5 percent of its total manufacturing employment.
- Vermont's exports of manufactured products were up by 3 percent between 1993 and 1996 (from \$2.6 billion in 1993 to \$2.7 billion in 1996).
- The five largest manufacturing sectors in terms of Vermont's exports were: Electronic and Electric Equipment (\$2.1 billion of exports in 1996), Industrial Machinery and Computers (\$127.5 million), Fabricated Metal Products (\$76.5 million), Transportation Equipment (\$38.7 million), and Paper Products (\$38.2 million). These five sectors accounted for over 85 percent of the state's total exports in 1996.
- Among Vermont's fastest growing manufactured exports (in millions) were:

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

- Vermont is the country's 47th largest agricultural exporting state, shipping \$8 million in agricultural exports abroad in FY 1996.
- Total exports from Vermont to NAFTA countries decreased by 1 percent between 1993 (pre-NAFTA) and 1996 (from \$2.52 billion in 1993 to \$2.50 billion in 1996). During 1996, Canada was Vermont's largest export market, while Mexico was Vermont's eleventh largest export market. Exports to Canada were down by 1 percent (\$16 million), from \$2.50 billion in 1993 to \$2.49 billion in 1996. Vermont's exports to Mexico were down by 35 percent (\$5.0 million), to \$9.3 million in 1996.
- During 1996, Japan was Vermont's third largest export market. Total exports from Vermont to Japan were up 139 percent (\$21 million), from \$14.9 million in 1993 to \$35.5 million in 1996.
- Total exports from Vermont to the European Union were up 29 percent (\$23 million), to \$101.7 million in 1996.

VIRGINIA STATE EXPORTS

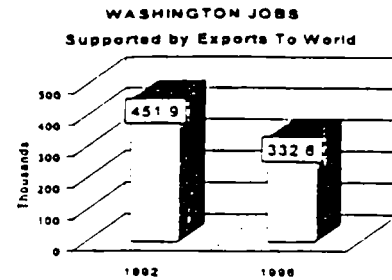
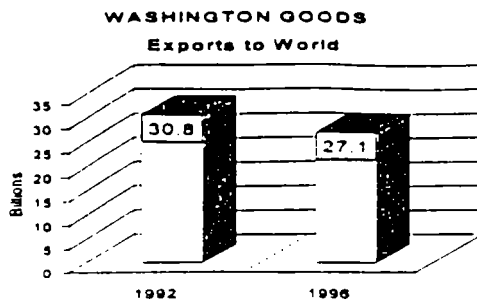


- Virginia recorded goods exports totaling \$11.6 billion in 1996, up 25 percent (\$2.3 billion) from 1992. During 1996, Virginia was the 16th largest state exporter of goods.
- Virginia's jobs supported by goods exports grew an estimated 5 percent (6,427 jobs) since 1992. Export-related jobs pay 13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

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

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

WASHINGTON STATE EXPORTS

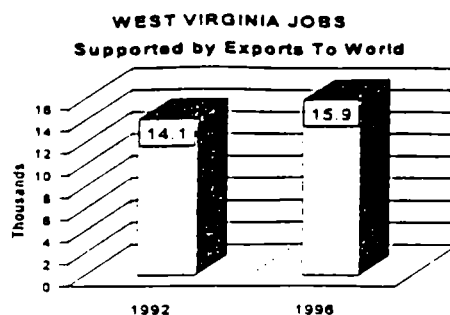


- Washington recorded goods exports totaling \$27.1 billion in 1996, down 12 percent (\$3.7 billion) from 1992. During 1996, Washington was the sixth largest state exporter of goods. This decline was primarily due to the decline in the sales of transportation equipment, mainly aircraft and associated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

Sector	1993	1996	Change %
Electronic and Electric Equipment	\$0.6	\$0.9	50%
Paper Products	0.9	1.4	49
Food Products	0.8	1.0	21
Industrial Machinery and Computers	1.0	1.1	13

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

WEST VIRGINIA STATE EXPORTS

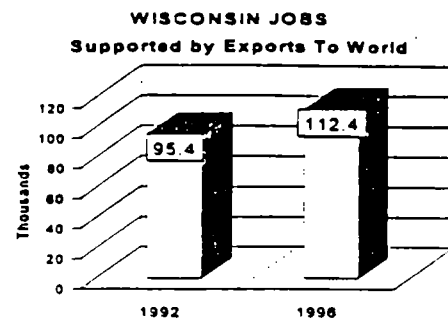
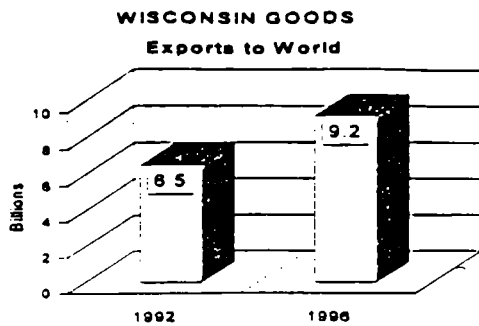


- West Virginia recorded goods exports totaling \$1.3 billion in 1996, up 35 percent (\$336 million) from 1992. During 1996, West Virginia was the 41st largest state exporter of goods.
- West Virginia's jobs supported by goods exports grew an estimated 13 percent (1,811 jobs) since 1992. Export-related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

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

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

WISCONSIN STATE EXPORTS

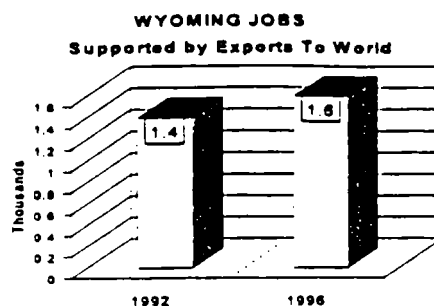
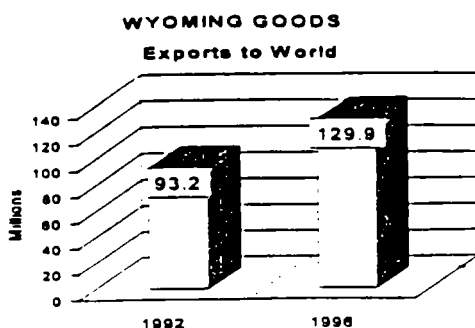


- Wisconsin recorded goods exports totaling \$9.2 billion in 1996, up 41 percent (\$2.7 billion) from 1992. During 1996, Wisconsin was the 21st largest state exporter of goods.
- Wisconsin's jobs supported by goods exports grew an estimated 18 percent (16,956 jobs) since 1992. Export-related jobs pay 13 to 16 percent higher than the national average.
- In 1991, the latest year available, Wisconsin exports accounted for 16.2 percent of its manufacturing output and represented 17.3 percent of its total manufacturing employment.
- Wisconsin exports of manufactured products were up by 40 percent between 1993 and 1996 (from \$6.3 billion in 1993 to \$8.8 billion in 1996).
- The five largest manufacturing sectors in terms of Wisconsin's exports were: Industrial Machinery and Computers (\$3.4 billion of exports in 1996), Scientific and Measuring Instruments (\$1.3 billion), Electronic and Electric Equipment (\$812.8 million), Transportation Equipment (\$521.7 million), and Metal Products (\$451.3 million). These five sectors accounted for 71 percent of the state's total exports in 1996.
- Among Wisconsin's fastest growing manufactured exports (in millions) were:

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

- Wisconsin is the country's 14th largest agricultural exporting state, shipping \$1.4 billion in agricultural exports abroad or 2.3% of the U.S. total in FY 1996. The largest export categories, feed grains, vegetables, and dairy products, accounted for 62 percent of Wisconsin's agricultural exports in FY 1996.
- Total exports from Wisconsin to NAFTA countries increased by 24 percent between 1993 (pre-NAFTA) and 1996 (from \$2.7 billion in 1993 to \$3.3 billion in 1996). During 1996, Canada was Wisconsin's largest export market, while Mexico was Wisconsin's fifth largest export market. Exports to Canada were up by 24 percent (\$575 million), from \$2.4 billion in 1993 to \$2.9 billion in 1996. Wisconsin's exports to Mexico were up by 21 percent (\$66 million), from \$314.4 million in 1993 to \$380.4 million in 1996.
- During 1996, Japan was Wisconsin's second largest export market. Total exports from Wisconsin to Japan were up 130 percent (\$403 million), from \$309.7 million in 1993 to \$712.9 million in 1996.
- Total exports from Wisconsin to the European Union were up 37 percent (\$608 million), from \$1.6 billion in 1993 to \$2.2 billion in 1996.

WYOMING STATE EXPORTS



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

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

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

SOURCES

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

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

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

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

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

The White House At Work

Tuesday, September 16, 1997

PRESIDENT CLINTON SUBMITS LEGISLATION TO RENEW TRADITIONAL TRADE AUTHORITY AND EXTEND AMERICA'S PROSPERITY INTO THE NEXT CENTURY

"Today, I take the next step in our strategy to extend America's prosperity into the next century. I have submitted legislation to the Congress that will renew the traditional authority, granted to presidents of both parties since 1974, to negotiate new trade agreements that open foreign markets to goods and services made by American workers."

-- President Clinton, Statement on fast track, 9/16/97

President Clinton submitted legislation to Congress today that restores the President's traditional authority to negotiate trade agreements and break down barriers to American exports. This negotiating authority legislation will help keep our economy on the right track and create good American jobs, while honoring our commitment to our workers and environment.

- **Open Trade is Critical to America's Continued Prosperity.** The American economy is on the move again. The President's three-part economic strategy -- cutting the deficit to spur private sector investment, investing in critical priorities like education and training, and opening markets abroad -- is a proven success. Since President Clinton took office, the American economy has generated nearly 13 million new jobs, unemployment is below 5%, wages are up, and the deficit has been cut by more than 85%. America is in the midst of a longer period of sustained growth than any other major economy in the world; one-third of our growth depends on overseas trade.
- **American Exports Create Millions of High-Paying Jobs.** Our aggressive export strategy has paid off for American companies and workers. America is once again the world's largest exporter, the largest producer of semiconductors, and the largest producer of automobiles. Exports support over 11.5 million jobs in the United States, including one in five manufacturing jobs. Over the last four years alone, exports have created 1.7 million new jobs -- jobs that typically pay 15 percent more than non-export-related jobs.
- **We Must Continue To Break Down Foreign Trade Barriers.** To keep our economy on the right track, we need to give the President the power that every President since Ford has had to break down unfair foreign barriers to American exports. This legislation restores the President's power to negotiate agreements that will help American businesses compete and win.
- **Legislation Honors President Clinton's Commitment to America's Workers and Our Environment.** As we expand trade, the President is committed to pursuing three objectives: (1) to break down unfair foreign trade barriers and create good American jobs; (2) to promote and advance worker rights; and (3) to promote responsible environmental

protections. That is why this President Clinton is the first president ever to make labor and the environment part of America's trade agenda. And that is why this legislation includes a specific negotiating instruction to improve labor rights and environmental protection abroad -- the first-ever reference to the environment in fast track legislation. Granting the President this fast track authority will level the playing field for America's workers and affirm our commitment to protecting the environment.

President Submits Legislation to Restore Traditional Trading Authority

Tuesday, September 16, 1997

Sensible Bipartisan Legislation. Today, President Clinton will submit legislation to Congress that restores the President's traditional authority to negotiate trade agreements and break down barriers to American exports. This negotiating authority legislation will help keep our economy on the right track and create good American jobs, while honoring our commitment to our workers and environment. We expect this legislation will garner the bipartisan support it deserves.

Open Trade is Critical to America's Continued Prosperity. The American economy is on the move again. The President's three-part economic strategy --cutting the deficit to spur private sector investment, investing in critical priorities like education and training, and opening markets abroad --is a proven success. Since President Clinton took office, the American economy has generated nearly 13 million new jobs, unemployment is below 5%, wages are up, and the deficit has been cut by more than 85%. America is in the midst of a longer period of sustained growth than any other major economy in the world; one-third of our growth depends on overseas trade.

American Exports Create Millions of High-Paying Jobs. Our aggressive export strategy has paid off for American companies and workers. America is once again the world's largest exporter, the largest producer of semiconductors, and the largest producer of automobiles. Exports support over 11.5 million jobs in the United States, including one in five manufacturing jobs. Over the last four years alone, exports have created 1.7 million new jobs --jobs that typically pay 15 percent more than non-export-related jobs.

We Need To Keep Breaking Down Foreign Trade Barriers. To keep our economy on the right track, we need to give the President the power that every President since Ford has had to break down unfair foreign barriers to American exports. This legislation restores the President's power to negotiate agreements that will help American businesses compete and win.

Legislation Honors Our Commitment to America's Workers and Our Environment. As we expand trade, the President is committed to pursuing three objectives: (1) to break down unfair foreign trade barriers and create good American jobs; (2) to promote and advance worker rights; and (3) to promote responsible environmental protections. As we renew fast track authority, our goal has been to give the President an array of negotiating tools to advance those objectives and level the playing field for American workers in the trade deals:

Trade Agreements. This bill permits labor/environmental provisions "directly related to trade to be brought back to Congress under fast track authority.

Side Agreements. The President has extensive executive authority to reach labor/environmental agreements with countries. We have already committed to conclude companion labor/environment agreements in future trade agreements where appropriate, and Chile has already agreed to enter such agreements.

Other Agreements. This Administration has done more than any other to press countries to improve labor and environmental protection --and we will continue to do so, whether through

the ILO, the WTO, the UN, or international financial institutions. We should be concerned about improving conditions in all countries, not just in free trade partners.

President is Committed to Ensuring that Everyone Benefits from the Global Economy. President Clinton has always recognized that we have a special obligation to help low wage and dislocated workers. That's why he fought to raise the minimum wage, provide a more generous Earned Income Tax Credit, increase investment in training, and win new pension and health benefits for workers. That effort has already brought real results for low wage workers:

Since the President's 1993 Economic Plan passed, the real average income of the poorest 20 percent of families has increased nearly \$1,000 --or 9.7 percent.

In 1995 --the most recent year data are available --America saw its largest decline in income inequality and the biggest drop in the number of people in poverty in 27 years.

As trade helps America continue to prosper, the President will continue his fight to expand opportunities for dislocated and low wage workers.

Specific Provisions of the Bill Include:

Authority to Open Markets: The bill gives the President authority to negotiate global, regional, sectoral and/or bilateral trade agreements, which would be brought back for Congressional approval under "fast track" procedures (extensive consultations, limited debate, no amendments). This authority is critical to give our negotiators the credibility they need to secure good agreements.

Reaffirms Commitment to Labor/Environment: The bill includes a specific negotiating instruction to improve labor rights and environmental protection abroad (a first-ever reference to the environment in fast track legislation). Provisions in bilateral free trade agreements must be directly related to trade, but the Administration may also seek side agreements, where appropriate.

Pursues Trade Priorities: The bill contains negotiating objectives emphasizing key U.S. trading interests, such as agriculture, services, investment, intellectual property, and the need for the U.S. to preserve its health and safety laws and to vigorously enforce U.S. trade laws.

Enhanced Congressional Consultations: We have added strong language to ensure Congress is a full partner in setting objectives and establishing trade priorities for American negotiators, including some provisions that have never before been included in fast track bills: (1) a requirement that the Administration inform Congress of its negotiating objectives for a specific agreement before negotiations begin; (2) a requirement that the Administration consult before signing a trade agreement about any parallel agreements, such as labor and environmental side agreements.

Duration. Authority granted until 2001, with extension until 2005 only after a congressional vote.

THE WHITE HOUSE AT WORK

September 10, 1997

PRESIDENT CLINTON LAUNCHES CAMPAIGN TO KEEP AMERICA'S ECONOMIC EXPANSION ON THE GLOBAL "FAST TRACK"

"But to keep America growing, to continue creating jobs and opportunities, we must continue to expand exports. We must use every tool we have to pry open foreign markets to American-made products. We must act now, to continue our progress so our new economy works for all Americans. America must continue to fight for open trade around the world -- and that means Congress must renew the President's traditional authority to negotiate trade agreements."

-- President Clinton, 9/10/97

President Clinton, seeking to create more jobs, offer greater opportunity, and maintain America's position as a leader in the global economy, launched a campaign to renew the President's "fast track" authority. "Fast track" -- which Congress has granted to every President since 1974 -- gives the President credibility in negotiating tough trade deals by ensuring that Congress will vote on negotiated trade deals in timely manner. With this renewed authority, the President can continue to open more new markets to American goods, which in turn will create higher paying jobs. Already under President Clinton, 1.7 million new export-related jobs have been created. These jobs pay an average of 15 percent more than non-trade related jobs. The President needs this renewed authority to keep America's economic expansion on the global "fast track."

- **"Fast Track" Will Create More Jobs and Improve Standard of Living.** We have created nearly 13 million new jobs and unemployment is as low as its been in 24 years. Exports are up more than \$300 billion and 1.7 million export-related jobs have been created. In order to continue this success, America needs to continue to be a leader in the global economy. More than one third of our economic growth over the last four and half years has come from overseas trade. Exports support over 11 million American jobs, including one in five manufacturing jobs. And while we produce 20 percent of the world's wealth, America has only four percent of the world's consumers. Fast track will allow President Clinton to negotiate fair new trade agreements that will create jobs and raise our standard of living.
- **"Fast Track" Will Maintain Our Position As A Global Leader.** The United States has been the world's most competitive economy for the last five years. America has a longer period of sustained growth than any other major economy in the world. We are once again world's largest total exporter, the largest producer of semi-conductors, and the largest producer of automobiles. However, if Congress fails to give the President "fast track," American workers will not be able to compete against the world on a level playing field and will miss out on high-paying jobs. America needs "fast track" to meet the challenges we face preparing for 21st century.

The Real World:

High Tech Company Gets Boon From International Trade

Susan Corales-Diaz, president and CEO of Orange, California's Systems Integrated, is a prime example of how real Americans -- particularly those in high tech industries -- can succeed in the global marketplace. Ten years ago, the company, a \$50 million manufacturer of automated control systems for the utility and telecommunications industries, shifted away from U.S. defense contract work and into the export market. As a result, they were able to continue to employ the company's nearly 100 highly skilled workers and support their families. Now Systems Integrated sees its revenues from international trade rising from 30 percent of its revenue currently to 50 percent within the next two years.

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

September 10, 1997

REMARKS BY THE PRESIDENT
ON FAST TRACK AUTHORITY

The East Room

2:28 P.M. EDT

THE PRESIDENT: Thank you very much. Mr. Vice President, members of the administration; Mr. Lang, thank you for coming all the way from Iowa; and, Susan, thank you for coming all the way from California. All else fails you can give speaking lessons. (Laughter.)

I also would like to thank the members of Congress who have come. I see Senator Moynihan and Senator Baucus and a significant delegation from the House, including Congressman Matsui and Fazio, who have often been on the forefront of our trade issues. It's nice to see former Chairman Gibbons out there, and former Congressman Carr and Anthony. There may be -- and former Congressman, our Ambassador to Mexico, Jim Jones. There are a lot of other former members perhaps here, but I appreciate all of you being here to support this endeavor today.

These stories that we have heard -- one from a farmer, one from a high-tech small business person -- make it clear that as we approach a new century and a new millennium, we live in a time of profound change and immense possibility. We have worked, as the Vice President said, to take our nation and to lead the world to the edge of this new era in this new economy; to build on a strategy of eliminating the deficit, increasing investments in our people, and expanding our exports -- and to do it in a way that would bolster America's world leadership for peace and freedom and prosperity around the world.

It is true that we have made significant progress with the balanced budget agreement in completing the business of balancing the budget, in making education our genuine top priority, and investing in our people. And it is a good thing that we are moving forward. But we must also recognize that for all the dramatic expansion of trade in the last four and a half years, for all the expansion in our economic opportunities and the enhancement of our world leadership, the world markets are changing so rapidly and growing so quickly; there, too, we must take new action to move forward.

I'm asking the Congress to renew the President's

traditional authority to negotiate trade deals, to open more American markets for goods and services from our country, and to restore the partnership between the Congress and the President in the trade arena necessary to keep our economy strong and our leadership strong.

The Vice President said this before, but I want to reemphasize this: We are enjoying now an unemployment rate in the nation of under 5 percent, with over 13 million new jobs in the last five years. We have stable inflation at the lowest level in 30 years. And it appears that after a very good year last year, our economy this year will also grow in excess of 3 percent.

Now, how do we intend to continue to do that if we have 4 percent of the world's people and we already have 20 percent of the world's income? We have to sell to the other 96 percent of the world's people, especially when we know that the developing economies are projected to grow in Latin America and Asia at almost three times the rate of the mature economies over the next 15 to 20 years. And if we do it right, by the way, it will make the world a much better place because 10 to 15 to 20 countries will move from the ranks of being very poor countries into being countries with sustainable incomes for their own people, making them better democratic partners, more likely to be positive contributors to the world of tomorrow, less likely to be trouble spots that will command America's attention to try to keep something bad from happening when we ought to be working with them to make good things happen.

So this is very much the way of the future that America must lead toward. We have worked for four and a half years — we had over 220 new trade agreements. I compliment our Trade Ambassador, Charlene Barshefsky, and her predecessor, Mickey Kantor. They have worked very hard. Most recently, we had an information technology agreement which will generate hundreds of billions of dollars in income.

We now estimate that of the important growth we've enjoyed in the last four and half years, almost a third of it came because of our expansion of trade. During this period America has once again become the world's number one exporter, our largest producer of automobiles, the world's largest agricultural exporter, the world's largest producer of semiconductors. From the farms of our heartland to the high-tech firms of the future, business is booming in this country. And from specialty steel to telecommunications, America leads the world in a very competitive global marketplace.

But I emphasize again, this is not a static situation. In order for us to continue to create jobs and opportunities for our own people and to maintain our world leadership, we have to continue to expand exports. We have to use every tool we can get to open foreign markets to our goods and services; we have to continue the fight for open, fair and reciprocal trade; we have to continue to stand against unfair trade practices; and we have to act now to continue this progress to make sure our economy will work for all the

American people.

Congress, therefore, must renew the President's traditional authority to negotiate trade agreements. That is what we are here to say to the United States and that is what we are here to ask you to help us to do.

Again, let me say this is something that I could not have appreciated the day I took the oath of office the first time back in 1993. This is about more than economics. It is very much about economics and it is very important, but it is about more than economics. It's about whether other countries will continue to look to the United States to lead to a future of peace and freedom and prosperity; about whether the world will be growing together instead of coming apart; about whether our economic ties will lead to cultural ties and ties of partnership, or whether we will be viewed as somehow withdrawn from the world, not interested in leading it, and therefore, not nearly as influential as we might otherwise be for the causes in which we so deeply believe.

Every President of either party has had this authority since 1974 for a very good reason. It strengthens our ability to bread down trade barriers and unfair trade restrictions in areas where we already lead and where our future lies, such as agriculture, telecommunications, medical equipment, environmental technology and the creative power of our entertainment and our software. Every single trade agreement we will reach will tear down barriers to our goods and services, and that is good for America. And I think it is worth emphasizing again.

Virtually without exception — as far as I know, without any meaningful exception — the nations with whom we will negotiate agreements have markets that are more open than ours. When we talk about sectoral agreements, in all these sectors our markets are more open — the markets are more closed than ours. And in these sectoral agreements, all these sectoral agreements involve areas where we are highly competitive, where other markets are more closed than ours. In all the global agreements we would negotiate, we will be dealing with areas where we are already highly competitive. This is a good thing for us economically. And it is absolutely critical for our world leadership.

Now, just look at this information technology agreement. It's a good, representative agreement, even though it's larger in its scope than some others we'll be able to negotiate. We reached it with 42 other nations last December to unshackle trade on \$500 billion in computers, semiconductors, and telecommunications equipment. It's the equivalent of a \$500-billion cut in tariffs on American products exported to other nations, and it will lead to thousands and thousands of new high-wage jobs in America. It will also bind us in one of the most critical areas of human endeavor more closely to other countries with whom we want to share a common future in a positive way.

The second thing I'd like to emphasize again is that we want to concentrate on the fastest growing markets in the world in

Latin America and Asia. These markets are going to go three times faster than our own and than Europe's in the next decade. They will become very important to our economic future, whether we do this or not. The question is, will it be a positive or a negative importance. Their economies are on a fast track. They are not waiting for us to pass a bill. And we have to face that.

The third point I'd like to make is that if we don't have this authority we will leave the field to our competitors to break down more trade barriers to their own products at our expense. Since 1992, in Latin America and Asia alone, our competitors have negotiated over 20 agreements that don't include the United States. For example, now that Canada has negotiated a trade agreement with Chile, every major economy in this hemisphere has duty-free access to Chilean markets – every major economy but one – ours. I don't think that's a very good deal for American business or American workers.

Finally, let me say again, if we want to spread prosperity and open trade to support peace and democracy and freedom and free markets, we must do this. Other countries look at this decision in the United States as a decision about whether we continue to lead the world toward freedom and openness and partnership. And make no mistake about it, it is about more than economics, but increasingly our foreign policy and our economic policy are merging. And what is good for us economically, when it is good for other countries economically, advances the cause of freedom and prosperity and free markets and stability and partnership.

It is a remarkable thing that for the first time in history more than half the world's people live under governments of their own choosing. When I was a boy growing up, I think most people could not have imagined that. Now, unfortunately, many of us take it for granted. I spend a great deal of time every day reviewing the situation in the world, as you might imagine. I can tell you, you cannot take it for granted. It is not certain that 10 years from now or 15 years from now or 20 years from now, more than half the world's people will still live under governments of their own choosing.

The governments have to be able to deliver the goods. They have to be able to show the benefits of freedom and democracy. And the partnerships we have, as I said again it is very much in our own interest, by helping them to elevate their countries will also stabilize freedom and secure a better future.

Now, let me also say that those of us who support open trade have to acknowledge that the benefits and burdens of the global economy, both in this country and in other countries, will not automatically fall equally upon all shoulders. They never have in any market and they never will. We must acknowledge that the possible effects of global trade on some communities or businesses or workers will not be positive in the short run, even though we know that this agreement will be overwhelmingly positive for the vast majority of Americans in the short run and in the long run.

But because of that, I have worked very hard for the last five years to give more and more Americans the tools to benefit from change, to take the changes that are going to occur anyway and make something good happen, especially giving Americans access to more and to better education.

We have to make sure that all Americans can reap the fruits of the economic growth we have enjoyed as a nation. But we cannot do that by stepping off the path of economic growth. We can only do it by giving all Americans the tools to participate in that growth.

And let me make one final point. As we continue to expand our economy here at home by expanding our leadership in the global economy, I do believe we have an obligation to support and to encourage labor standards and environmental protections abroad; indeed, around the world. Our commitment to workers' rights and environmental protection are, and have long been, reflections of our fundamental values. They also have been a benefit to our own economy, and they will become more a benefit to our economy as we move into the 21st century world where maintaining a clean environment will create more high-wage jobs for working people so that social responsibility and economic markets will merge in their common interests and objectives.

We will continue to seek even further adherence around the globe to fundamental worker rights and environmental protection, as we have for decades. We do not accept the fact that free trade should lower our standards to meet those of other countries'. Indeed, our goals should be to persuade other countries to build on the prosperity that comes with trade to lift their own labor standards, their own people up, and to make a commitment to economic growth with environmental protection — a commitment we must reaffirm this very year. Trade need not pull standards down; it must lift them up. And we can do that if we'll work at it.

Ladies and gentlemen, for more than 50 years now, we have had a bipartisan consensus on the importance of expanding trade for the American economy and creating a global trading system as a part of America's leadership for peace and freedom. Our prosperity, our leadership, our values, all have been richly rewarded by the efforts we have made. And whenever we have abandoned this course we have done so at our peril, and our interest and our values have paid for it. It is now clearly more important than ever that we get a new consensus on building a new global economy for the 21st century. I am committed to consulting with the Congress to make sure that this fast track legislation receives the full, bipartisan support it deserves and the American people expect.

If the historic budget agreement we reached in July taught us anything, it is that we actually can, and indeed, we must,

pull together for the good of the American people and the future of our country. Our trade policy should not be about politics, it ought to be about prosperity and building a new economy for the new

millennium. Our workers are the most productive in the world. They can out-compete anyone in the world, and we have to give them that opportunity. It's also about our leadership and the world we want for our children.

Finally, let me say this is very important, especially to the millions and millions of working families, because if we do not continue to expand markets for our country's products and services, there is no way in the world where other economies are growing faster than ours we can maintain our standard of living with 4 percent of the world's people and 20 percent of the world's wealth. The people with the biggest stake in this struggle are those who go to work every day at jobs all across America, jobs of all kind.

I know there are heartfelt concerns that expanding jobs and exports and trade could wind up hurting some Americans. That's why we're moving to shape the changes we face — change is certain, progress is not. But walking away from this opportunity will not create a single job. No one suggests we should throw up greater barriers in our own marketplace. Walking away from this opportunity will only leave the inequalities that are there now that do not work to the advantage of either American businesses or American workers. Backing away from this responsibility will not make the environment better, it won't clean up a single toxic waste site. Turning away from the effort will not expand our economy, enhance our competitiveness or empower our workers.

I say again, the global economy is on a very fast track to the 21st century. The question is whether we are going to lead the way or follow. Today, this country is at the pinnacle of its influence. Our economy is the strongest in the world. We have been very, very blessed. This is not the time to shrink from the future. This is the time to lead to the future.

We have a special responsibility because we are doing so well now — a responsibility to think of how our children will do, a responsibility to think of how others around the world will do, a responsibility to think of how this world ought to look like and ought to work like in 20 or 30 years. So I say, the future will not wait for us, but we can shape it. I do not intend to sit on the sidelines, and I'll bet you when the time for counting comes, that Congress won't either.

Thank you very much and God bless you.

END

2:57 P.M. EDT

VICE PRESIDENT GORE RECEIVES FOOD SAFETY REPORT

Monday, May 12, 1997
Old Executive Office Building Room 450

"We have built a solid foundation for the health of America's families. But clearly we must do more. No parent should have to think twice about the juice they pour their children at breakfast, or a hamburger ordered during dinner out."

- President Bill Clinton, Radio Address, January 25, 1997

Today, Vice President Al Gore accepted a major report -- **"Food Safety From Farm to Table"** -- on how to reduce the incidence of foodborne illnesses from Health and Human Services Secretary Donna E. Shalala, Department of Agriculture Secretary Dan Glickman, and Environmental Protection Agency Administrator Carol M. Browner. The report, requested by President Clinton in January, sets forth new steps the Administration will take this year to strengthen food safety and details how we will use \$43.2 million in new funds the President has requested in his fiscal year 1998 budget.

Working with consumers, producers, industry, states, universities, and the public, the Administration has developed measures to reduce foodborne illness from microbial contaminants; the Administration will:

- o **Improve inspections and expand preventive safety measures:** FDA will use \$8.5 million of the new funds, in part, to hire additional Food and Drug Administration (FDA) inspectors for seafood plants and to expand the Hazard Analysis and Critical Control Point (HACCP) approach to the fruit and vegetable juice industries. U.S. Department of Agriculture (USDA) will propose preventive measures, including HACCP, this year for egg products.
- o **Increase research to develop new tests to detect foodborne pathogens and to assess risks in the food supply:** The agencies will target \$16.5 million to critical research needs, such as giving federal, state and local food safety officials new tools to detect these pathogens, some of which -- like the Hepatitis A virus and cyclospora -- cannot now be detected in many foods.
- o **Build a national Early Warning System to detect and respond to outbreaks of foodborne illness earlier, and to give us the data we need to prevent future outbreaks:** With \$13.7 million of the new funds, USDA, FDA, and Centers for Disease Control and Prevention will increase the number of active "sentinel sites" across the country from 5 to 8 (current sites are in Northern California, Oregon, Minnesota, Georgia and Connecticut; new sites added this year are in New York and Maryland, and the eighth will open next year) and will equip these sites with new technology to identify the diseases and their sources and to communicate these findings nationwide rapidly.

The Economy Remains On The Right Track: Low Unemployment, Strong Job Growth, And Low Inflation

September 5, 1997

TODAY'S DATA SHOW CONTINUED JOB GROWTH WITH HISTORICALLY LOW UNEMPLOYMENT.

- **Unemployment is at 4.9 percent, as low as its been in 24 years.**

- The August unemployment rate was 4.9% -- its 36th consecutive month below 6% and as low as it's been since 1973. The unemployment rate has been at or below 5% for five months now with no signs of inflationary pressures. In 1992, the unemployment rate was 7.5%. [Source: BLS.]
- The combined rate of unemployment and inflation has been lower under President Clinton than any other Administration since Lyndon Johnson was President. [Source: Based on data from BLS.]

- **Nearly 13 Million New Jobs.**

- During the Clinton Administration, the economy has added nearly 13 million new jobs -- a faster annual rate of job growth (2.5 percent per year) than *any* Republican Administration since the Roaring 1920s. [Source: Based on data from the Bureau of Labor Statistics, Current Employment Statistics survey.]
- The economy has added 2.5 million jobs over the past year.

- **Strong Private-Sector Job Growth.**

- Over the past year, the private sector has added 2.2 million jobs -- much more than during the entire four-year period before President Clinton took office. [Source: Based on data from BLS.]
- 92 percent of the nearly 13 million new jobs under President Clinton have been in the private sector -- that's a higher percentage than any Administration since Truman. [Source: Based on data from BLS.]

- **Turning The Corner In Basic American Industries.**

- After losing 667,000 jobs in construction during the previous four years, 1.1 million new construction jobs have been added since January 1993 -- that's a faster annual rate than any other Administration since Harry S Truman was President. [Source: Bureau of Labor Statistics, Current Employment Statistics survey.]
- After losing 35,000 jobs in the auto industry during the Bush years, we have 136,000 new auto jobs since President Clinton took office. [Source: Bureau of Labor Statistics, Current Employment Statistics survey.]

LAST WEEK, WE LEARNED THAT THE ECONOMY GREW AT A 3.6 PERCENT ANNUAL RATE LAST QUARTER, WHILE INFLATIONARY PRESSURES REMAIN LOW. BUSINESS INVESTMENT HAS GROWN BY 11 PERCENT PER YEAR SINCE PRESIDENT CLINTON TOOK OFFICE -- THE FASTEST FOR ANY ADMINISTRATION SINCE JOHN F. KENNEDY WAS PRESIDENT. THE ECONOMY CONTINUES TO EXPERIENCE ROBUST GROWTH, STRONG INVESTMENT, AND

LOW INFLATION.

EXPERTS AGREE THAT THE AMERICAN ECONOMY IS STRONG:

- **Alan Greenspan, Chairman of the Federal Reserve, 7/22/97:** "The recent performance of the economy, characterized by strong growth and low inflation, has been exceptional--and better than most anticipated."
- **David Berson, chief economist, Fannie Mae, 6/14/97:** "What we have now is the best combination of sustained growth and low inflation that we have had in at least a decade."
- ***Fortune*, 6/9/97:** "Business is booming, inflation is falling, jobs are plentiful, and American industry is way out in front. The U.S. economy is stronger than it's ever been before."
- ***Business Week*, 5/19/97:** "Clinton's 1993 budget cuts, which reduced projected red ink by more than \$400 billion over five years, sparked a major drop in interest rates that helped boost investment in all the equipment and systems that brought forth the New Age economy of technological innovation and rising productivity."

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

July 24, 1997

OPENING REMARKS BY THE PRESIDENT
AND THE VICE PRESIDENT
AT DISCUSSION ON CLIMATE CHANGE

The East Room

1:57 P.M. EDT

THE VICE PRESIDENT: Please be seated ladies and gentlemen. On behalf of the President and the First Lady, it is my pleasure and honor to welcome all of you to the White House. I'm going to present the President in just a moment.

Before doing so, on his behalf, I would like to acknowledge the distinguished guests who are present. I will formally introduce our panel of Nobel laureates and university scientists in just a moment. I want to acknowledge members of the President's Cabinet who are here -- Administrator of the EPA Carol Browner; Secretary of Commerce Bill Daley; Secretary of Labor Alexis Herman; Secretary of Energy Federico Pena; Under Secretary of the Treasury Larry Summers; Director of the Federal Emergency Management Agency James Lee Witt; Chair of the Council on Environmental Quality Katie McGinty; the President's Science Advisor, Dr. Jack Gibbons, and other distinguished guests who are present. We meet today to discuss the future of our planet and the realities of global climate disruption.

I want to acknowledge one other person who is in the room somewhere and I haven't had a chance to see him yet, but Charles David Keeling is here. And, Dr. Keeling, thank you very much for joining us. And he was responsible, along with one other, in measuring carbon dioxide in the atmosphere for the very first time back in the last 1950s. And my own introduction to this issue came about as a direct result of the measurements which showed the annual cycle of carbon dioxide and the steadily increasing peaks of concentrations of carbon dioxide, and now, of course, we know other greenhouse gases, as well, that resulted from those measurements.

Later, when I came to the Congress quite a few years after that, in holding hearings I saw that those concentrations had increased dramatically and, of course, all around the world scientists were studying it intensively. And now we will soon hear from these scientists about what the world's scientific conclusion is about what this means for increased droughts and floods, dramatic changes in the distribution of forests and croplands. And all of this gives rise to great concern that we are committing future generations to a planet that is altered in profound ways that can cause great harm to future generations.

This administration has always worked on a simple principle when addressing problems of a scientific and technical nature, and that principle is: Science must inform policy decisions. Scientists are by nature a cautious group, but the world's scientific community is telling us in many ways that they believe that we as a civilization are disrupting the balance of the world's climate. In the words of the 2,000 scientists who participated in the intergovernmental panel on climate change -- and I quote -- "there is a discernable human influence on global climate."

More than 2,600 scientists have signed a letter about global climatic disruption, which we'll be hearing more about in just a few minutes. Today, we hear about the concerns of scientists. They speak as eminent experts and as U.S. citizens who care about the future of this planet. Each has a resume far too long to recount, but let me briefly introduce those who are with us today.

Dr. Sherry Rowland won the 1995 Nobel Prize for Chemistry for his pioneering research in atmospheric chemistry, explaining the destruction of the stratospheric ozone layer. He is also a professor at the University of California at Irvine and an official with the National Academy of Sciences.

Dr. Mario Molina shares the 1995 Nobel Prize with Sherry Rowland. He is the Lee and Geraldine Martin Professor of Environmental Science at MIT.

Dr. Jane Lubchenco is an eminent ecologist, past President of the American Association for the Advancement of Science, very active with the AAAS, and also past President of the Ecological Society of America. She is currently the Wayne and Gladys Valley Professor of Marine Biology and a distinguished Professor of Zoology at Oregon State University.

Dr. Stephen Schneider is a climate scientist and professor at Stanford University, recipient of a MacArthur Fellowship and winner of the American Association for the Advancement of Science's Westinghouse Award for Public Understanding of Science and Technology.

Dr. Bob Shope has devoted his professional life to the study of viruses carried by biting insects. He is currently a professor in the Departments of Pathology and Microbiology and Immunology at the University of Texas.

Dr. Henry Kendall won the Nobel Prize for physics in 1990. He is Chairman of the Board of the Union of Concerned Scientists and the J.A. Stratton Professor of Physics at the Massachusetts Institute of Technology.

And John Holdren is an expert on energy and environmental science and delivered the Nobel Peace Prize acceptance lecture on behalf of the Pugwash Conferences. He is currently the Director of the Program on Science, Technology and Public Policy at the John F. Kennedy School of Government and Professor of Environmental Science and Public Policy in the Department of Earth and Planetary Sciences at Harvard.

And now I would like to introduce the person who is leading our country and the world toward a recognition of what must be done to deal with this issue. It is my honor, ladies and gentlemen, to present the President of the United States, President Bill Clinton. (Applause.)

THE PRESIDENT: Thank you very much. Ladies and gentlemen, first let me thank you for being here – members of the administration and concerned members of the public, the scientists and other experts that are here.

I would also like to say a special word of thanks to the Vice President. In one of our earliest meetings together – we meet once a week and have lunch – he went over the whole history of greenhouse gas emissions and climatic change. And I became convinced first that he was convinced that something was wrong. (Laughter.) Then I became convinced something was wrong. And it's been a great help to me, and I believe, to the people of the United States to have him in the position that he's in not only with the convictions that he has, but with the knowledge that he has. And I'm very grateful to him for what he has done to help me come to grips with this issue.

To me, we have to see this whole issue of climate change in terms of our deepest obligations to future generations. I have spent most of my time in the last four and a half years trying to prepare the American people for a new century and a new millennium. It is also very important that we protect the Earth for that new millennium, to make sure that people will be able to take advantage of all the things we are trying to do, the opportunities we are trying to create, the problems we are trying to solve.

It is obvious that we cannot fulfill our responsibilities to future generations unless we deal responsibly with the challenge of climate change. Whenever the security of our country has been threatened, we have led the world to a better resolution. That is what is at stake here. And the scientists have come here to explain why.

As the Vice President said, the overwhelming balance of evidence and scientific opinion is that it is no longer a theory, but now a fact that global warming is for real. The world scientists believe that if we don't cut our emissions of greenhouse gases, we will disrupt the global climate. In fact, there is ample evidence that human activities are already disrupting the global climate, and that if we stay on our current course, the average global temperatures may rise 2 to 6 degrees Fahrenheit during the next century.

To put that in some context, the difference in average temperature between the last Ice Age, which was 10,000 to 12,000 years ago – 10,000 to 12,000 years ago – and today, is about 9 degrees Fahrenheit. So we could have two-thirds of that change in 100 years unless we do something.

If we fail to act, scientists expect that our seas will rise one to three feet, and thousands of square miles here in the United States, in Florida, Louisiana and other coastal areas will be flooded. Infectious diseases will spread to new regions. Severe heat waves will claim lives. Agriculture will suffer. Severe droughts and floods will be more common. These are the things that are reasonably predictable.

In the face of this, the United States must confront a challenge that in some ways is the most difficult of all democracy's challenges to face. That is, we have evidence, we see the train coming, but most ordinary Americans in their day-to-day lives can't hear the whistle blowing. They have no – unless they have lived in a place where they have experienced severe and unusual and completely atypical weather disruptions in the last five years or so, the degree of the challenge is inconsistent with the actual perceived experience of most ordinary Americans. And this is true, indeed, throughout the world. And that presents us our challenge.

A democracy is premised on the proposition that if the American people, or any people in any democracy, know what the facts are and believe them, way more than half the time they will do the right

thing. And so what we are doing today is beginning a process in which we ask the American people to listen to the evidence, to measure it against their own experience, but not to discount the weight of scientific authority if their own experience does not yet confirm what the overwhelming percentage of scientists believe to be fact today. This is a great exercise and a great test for our democracy.

I do want to say that I am convinced that when the nations of world meet in Kyoto, Japan, in December on this issue, the United States has got to be committed to realistic and binding limits on our emissions of greenhouse gases. Between now and then, we have to work with the American people to get them to share that commitment. We have to emphasize flexible market-based approaches. We have to embrace research and development efforts in technology that will help us to improve the economy – improve the environment while permitting our economy to grow. We have to ask all nations, both industrial and developing, to participate in this process.

But if we do this together, we can defuse this threat. And we can make the 21st century what it ought to be, not only for our children, but for all the children of the world. I believe the science demands that we face this challenge now. I'm positive that we owe it to our children. And I hope that we can find the wisdom and the skill to do democracy's work in the next few months, to build the consensus necessary to actually make action, as opposed to rhetoric, possible.

And for all of you for your commitment to that, I thank you.

And now I'd like to ask Dr. Rowland to be the first of our distinguished scientists to lead off. (Applause.)

* * * * *

WATER 2000

"Interestingly enough, the number one health problem in the developing world is still the absence of clean safe water. If we can just get clean water to everybody in these poor countries, we can save more childrens' lives than any other single thing we can do. And yet there are still places in the United States of America in rural areas, where people do not have access to safe drinking water. We're determined to correct that problem. So we will keep working on that as well. There's a lot more to do..." -- President Bill Clinton, Washington, D.C., July 16, 1996.

Water 2000 is the Clinton-Gore Administration's initiative to invest in bringing safe, abundant drinking water into the many rural American homes that lack it as soon as possible. To the surprise of most urban and suburban Americans, at least 2.5 million nonmetropolitan residents have critical drinking water availability, quality, and dependability problems.

President Clinton is committed to accelerating the targeting of federal resources to smaller communities most in need of basic safe water infrastructure improvements. The future state of public health and economic opportunity for thousands of rural communities and families is linked closely to his success in meeting this investment challenge.

Water 2000 is all about rural communities working together, and with public and private interests at all levels, for their common long term good -- and especially for the good of their economically most vulnerable citizens. An investment in dramatically improving a community's ability to deliver safe drinking water to its residents and workers is an investment in improving basic public health, enhancing fire protection, attracting new homes and businesses, and conserving natural resources.

Water 2000 was announced in August of 1994 and launched formally with the release of "Water 2000: A Plan for Action" in May of 1995. Since the beginning of Fiscal Year (FY) 1995 on October 1, 1994, the U.S. Department of Agriculture (USDA) -- the lead federal agency on the initiative -- has invested more than \$1 billion in loans and grants to high priority Water 2000 projects nationwide.

The \$112.4 million in USDA loans and grants that will be awarded to 84 projects in 43 states and Puerto Rico on Friday, June 27 -- the President's Fund for Water 2000 -- is by far the largest single pool of funds set aside to date exclusively for some of the nation's highest priority safe drinking water needs. Combined with an additional \$35.2 million in non-USDA capital, the total investment in those 84 projects is \$147.6 million.

This \$112.4 million in new federal investment and \$35.2 million in leveraged funds is a clear signal of the Clinton-Gore Administration's ongoing commitment to the people of rural America, even during tough budgetary times. Starting from his boyhood in small town Arkansas and through his twelve years as governor of that largely rural state, President Clinton developed a strong hands-on understanding of what safe, abundant drinking water means to rural people. Through Water 2000, the President is sharing a strong personal commitment to delivering a basic, precious commodity to the hundreds of rural communities that need it most.

Water 2000 is a public health and quality of life initiative

- Water 2000 brings improved health standards -- especially for the vulnerable very young and very old. Children living in homes without any drinking water, or with water that is inconsistent in quality or quantity, are likely to suffer from chronic intestinal diseases related to poor health and sanitary conditions.
- Federal investment in basic clean and safe water protects people from waterborne illnesses. The U.S. Centers for Disease Control and Prevention estimates that nearly one million Americans annually become sick from drinking contaminated water. Such illnesses are both dangerous and expensive to treat.
- Infants who are fed formula made with unsafe water are at great risk. Without access to safe drinking water, a "revolving door" continues to move affected children from expensive, cost ineffective medical treatment back to the unhealthy conditions that caused their illnesses in the first place. Biological contaminants like fecal coliform, giardia, and crypto sporidium -- which plague underdeveloped societies so severely -- threaten substandard drinking water systems of all sizes in all locations. They will only be controlled by continued investment in new and improved drinking water source protection, treatment, and distribution systems.

- Water 2000 is driven by the basic belief that, on the verge of the 21st century, no elderly citizen should need to haul heavy containers of water, or drink rainwater from cisterns, or spend a large percentage of limited personal income on water in plastic jugs. As safe drinking water investments continue to reach their targets, fewer and fewer rural Americans will need to rely on shallow wells contaminated by poor septic systems, and by the misuse and mishandling of a wide variety of organic, petroleum and chemical substances.

Water 2000 is a rural economic development initiative

- To reach homes targeted by Water 2000, existing rural water systems must expand their service areas to take in previously unserved areas. Where expanding existing systems is not possible, new systems are being created. New, expanded or improved safe drinking water services will invariably open the door for residential construction and business creation. Home builders and employers do not seek out rural locations with no, or substandard, public water service.
- The process of planning and constructing improved drinking water systems helps economically distressed rural communities develop the capacity to take on more ambitious, sophisticated job development, health care, telecommunications, and educational improvement projects. Good, safe water in abundant supply is a necessity for all such development.

Water 2000 is a rural fire protection initiative

- There are no bigger supporters of building and improving public water systems than rural fire departments. Undersized distribution lines, poor pressure, and incomplete coverage of growing communities are the enemies of the rural fire fighter -- and of the homeowner.
- Property insurance rates fall with the completion of adequate public water systems -- always good news for homeowners of modest incomes.

Water 2000 is an environmental justice and conservation initiative

- A significant number of the beneficiaries of Water 2000 investments are minority, low income communities which have experienced varying degrees of toxic dumping from public and private sources. These heavily burdened households -- many of them home to African American, Hispanic, Native American, and Native Alaskan families -- receive at least partial protection from continued environmental and public health degradation when public funds help them obtain new water sources, improved source protection, and expanded treatment and distribution.
- Many lower income communities in lake-, rivers, and bayside locations are polluting the natural environment with effluent from inadequate sewage disposal facilities. At the same time, they are compromising their own public health and that of their neighbors -- and their economic health as well. Clean waterways create and preserve jobs in tourism, sport and commercial fishing, shellfish harvesting, and other areas.
- The USDA, through its Water and Wastewater (WW) loan and grant programs, is the 'investor of last resort' for low income communities, including those with a history of environmental contamination that weighs most heavily on the most needy residents. When these communities cannot obtain water system financing from private lenders and state governments, the Water 2000 initiative is available to assist them.

Funding for Water 2000

- In FY 95, FY 96 and projected through the end of FY 97, USDA has invested more than \$1 billion in loans and grants in the highest priority safe drinking water projects under Water 2000. For FY 97, Congress provided a 7 percent increase in Budget Authority above the FY 96 level for rural safe and clean water projects.
- The Administration's FY 98 budget request to the Congress in this area will allow for a steady, modest expansion of Water 2000 in the coming year.
- USDA is actively seeking, with increasing success, to leverage additional funds for Water 2000 projects from a variety of sources -- other federal agencies, state programs and state bond banks, among others. Additionally, the USDA is working with local project sponsors to put into place cost-cutting measures, like self-help, to reduce the cost of these major infrastructure investments.

The future of Water 2000

- Starting with President Clinton, and prominently including Vice President Gore and Secretary of Agriculture Dan Glickman, this Administration remains committed to completing the basic job that the federal government started more than a half century ago -- investing in rural communities as they help themselves bring one of life's true basics to their citizens.

NPPC URGES PROMPT RENEWAL OF FAST-TRACK AUTHORITY

- The National Pork Producers Council (NPPC) is a national association representing 44 affiliated states who annually generate approximately \$11 billion in farm gate sales. According to a recent Iowa State study conducted by Otto and Lawrence, the U.S. pork industry supports an estimated 600,000 domestic jobs and generates more than \$64 billion annually in total economic activity. With 10,988,850 litters being fed out annually, 1.065 billion bushels of corn valued at \$2.558 billion are consumed by U.S. pork producers. Feed supplements and additives represent another \$2.522 billion of purchased inputs from U.S. suppliers which help support U.S. soybean prices, the U.S. soybean processing industry, local elevators and transportation services based in rural areas.
- U.S. pork producers were ardent proponents of the Uruguay Round Agreement and NAFTA. The industry urges the prompt renewal of fast-track negotiating authority so that further trade agreements may be executed. These trade agreements permit U.S. pork producers to exploit their comparative advantage in international markets.
- Since 1995, when the Uruguay Round Agreement went into effect, U.S. pork exports to the world have increased by approximately 45 percent in volume terms and 75 percent in value terms from 1994 levels. Indeed, the U.S. pork industry exported over one billion dollars of pork for the first time in 1996. U.S. pork exports to Mexico exploded in 1994 when NAFTA went into effect. Even with the devaluation of the peso U.S. pork increased market share in Mexico -- this never would have happened without NAFTA. U.S. pork now has over 95% of the Mexican pork import market. Mexico is now the pork industry's second most important market behind Japan in terms of value.
- Exports of U.S. pork generate considerable economic benefits. The Economic Research Service of USDA calculates that for each dollar of value-added agricultural exports such as pork, \$1.63 in additional U.S. economic activity is generated. Moreover, ERS calculates that every billion dollars in pork exports creates an additional 23,000 new jobs in the U.S. economy. The National Pork Producers Council estimates that pork exports added \$10 per head to cash hog prices in 1996.
- The United States is uniquely positioned to reap the benefits of liberalized world pork trade. U.S. pork producers are the lowest cost producers of the safest, highest quality pork in the world.
- The next round of global agricultural trade negotiations is scheduled to commence in 1999. The removal of tariff and non-tariff barriers to trade -- so that new markets are opened and access is increased to existing markets -- is of particular importance to pork producers. In order to adequately prepare for and participate in these negotiations, U.S. trade officials need fast-track authority now.
- Fast-track authority is also needed so that the U.S. can pursue trade liberalization with our western hemisphere neighbors and the 18 member countries of the Asia Pacific Economic Cooperation forum (APEC). The U.S. pork industry is disadvantaged by the failure of the United States to keep up with the pace of trade agreements in the western hemisphere. The rapidly expanding Brazilian pork industry -- a key competitor to the U.S. industry -- now has preferential access into many markets to the detriment of U.S. producers. Canada, another significant competitor, has gained preferential access into Chile through a free trade agreement. With respect to the APEC nations, these countries will experience the majority of the world's population and income growth in the next 8 to 10 years, passing through the middle ranges of per capita income where the shift in dietary patterns is particularly pronounced. Yet, it is precisely these same countries which lack surplus food producing resources. The Food and Agricultural Policy Research Institute (FAPRI) projects that Chinese pork consumption will increase by over 23 percent, approximately 8 million metric tons, in the next ten years. Pork consumption is forecast to increase rapidly in many of the other APEC nations but, like China, most of these countries place significant restrictions on pork imports.

**COSTS OF INACTION: WHY AMERICA WILL NOT GET
A FAIR SHARE OF JOBS WITHOUT FAST TRACK?**

IF CONGRESS FAILS TO GIVE THE PRESIDENT FAST-TRACK AUTHORITY -- THE SAME POWER EVERY PRESIDENT HAS HAD FOR 20 YEARS -- AMERICA WILL NOT GET HER FAIR SHARE OF JOBS. Congress' failure to grant fast-track authority will leave America sitting on the sidelines as trade agreements are negotiated without our participation. This will cost America high-paying jobs, while blocking American workers from competing against the world on a level playing field.

- **Lost Jobs in Telecommunications Industry.** In November 1996, Canada and Chile reached a comprehensive trade agreement that eliminated Chile's 11 percent across-the-board tariff starting this year. As a result, American telecommunications companies competing for contracts in Chile will do so at a significant competitive disadvantage.

Lost Jobs In Fresh Fruit Industry. Chilean fresh fruit pays a 2-percent duty when entering Venezuela (due to the Chile-Venezuela FTA), whereas American producers pay a 15-percent tariff. The U.S. Embassy estimates that the U.S. market share would grow from its current 39 percent to 67 percent if US producers had equivalent access to the Venezuelan market.

- **Lost Job Opportunities In South Asia Without Fast Track.** The South Asian countries -- India, Pakistan, Bangladesh, Nepal, Bhutan, Sri Lanka, and the Maldives -- are creating a free trade zone. Without fast-track authority, America will not be able to make fair trade agreements with this region and will American workers will not have a fair chance to sell their goods to roughly 20 percent of the world's population.
- **Lost Job Opportunities In Textile Industry Without Fast-Track Authority.** Venezuela, Colombia, Ecuador, Peru, and Bolivia comprise a market of 100 million people and a GDP of over \$260 billion. As part of the effort to develop a common external tariff, the import tariff on textile goods, for example, was raised from 5 to 15 percent. Without fast track authority, America will be unable to knock down this barrier to goods made by American workers -- thus costing the United States jobs.
- **Lost Job Opportunities In Latin America Without Fast Track.** Brazil, Argentina, Paraguay, and Uruguay comprise the largest market in Latin America: 200 million people and a GDP of nearly \$1 trillion. These four countries have entered into free trade agreements raising tariffs on most items imported from outside their boundaries. Thus, American firms *not located and producing within* these countries face a competitive disadvantage; this disadvantage will only grow as these countries expand the free-trade zone. Fast-track authority will give the President the chance to pry open this market and allow America to have her fair share of the jobs.

**EXAMPLE: 1.8 MILLION REASONS WHY THE PRESIDENT
SHOULD HAVE FAST-TRACK TRADE AUTHORITY**

- **Quaker Fabric Company Lost Bid For A \$1.8 Million Contract Because They Had To Pay High Tariffs.** Quaker Fabric Company -- located in Fall River, Massachusetts -- is a \$200 million a year corporation with 1,750 employees. Recently, Quaker was informed by its Sales Representative in Chile that it had lost a bid for a \$1.8 million a year account to a competitor from Mexico, solely because of the 11-percent tariff that Quaker must pay, while its competitors can import tariff free.

our business up and running very quickly," but he added that "conceivably" up to 15,000 jobs might be lost. Carey agreed there might be some short-term job losses, but he called the 15,000 estimate a "scare tactic."

Labor Secretary Alexis Herman, who brought the two sides together this week, made the rounds of morning TV news programs today. On NBC, Herman described her role, saying: "I served as a catalyst to get both parties back to the table. I believed if we were able to get them to the table, we could find common ground. I think what's important here is that, for the first time in a long time, we've seen the collective bargaining process work. And what I feel good about is that through this hard work, both parties were able to reach an agreement. After all, strikes are a part of the rights of unions in our country today." On ABC, Herman said the agreement "becomes a deal for other companies today to consider as we look at the question of not only good wages but also health benefits and retirement security for workers." Asked if she saw the agreement as significant for the labor movement in general, Herman responded, "Of course it's significant, because when we recognize that we're honoring the collective bargaining process here, that is very significant for the labor movement."

Meanwhile, UPS still faces discontent in the ranks of its 2,000 airplane pilots. In a statement released today, the Independent Pilots Association said, "We hope that this apparent change in the company's attitude prevails when we return to the negotiating table." If the pilots walk out, the Teamsters have said they would honor the strike.

- o Congressional Republicans Tab Labor Issues As Key To Fast-Track. President Clinton has indicated that fast-track trade negotiating authority will be a priority this fall, and congressional Republicans indicate this morning that labor issues will determine the fate of that legislation. Republicans will be watching Clinton with interest in the wake of the UPS strike settlement. Many Republicans were privately critical of Clinton's role, contending he would not intervene in the strike because organized labor had contributed so heavily to his and other Democrats' 1996 political campaigns.

A House Republican source said, "Fast-track is at risk of coming down to a matter of how much and how deep does the President and his party owe labor. The President needs and wants fast-track negotiating authority. ... So the question is how many pay-offs will labor receive in the President's proposal." Asked if there isn't also a "Buchananite" factor at work in the GOP that might prevent fast track moving forward, the GOP source said, "The issue will not be free trade. The issue will be big labor." The source added, "We've done some careful look at this and there have been four votes since '93 that are arguably free trade tests -- '93 NAFTA, '94 GATT, '96 MFN China extension and '97 MFN China extension. There are a total of 188 members of Congress who are currently in the Congress who voted for all four. ... 119 of those are Republicans, 69 are Democrats." The source concluded, "It really is a misnomer to think that Republicans are not a free trade

group because of all the freshmen and sophomores. We remain overwhelmingly a free trade group. After all, we are the ones who delivered NAFTA to the President." Asked how congressional Republicans will respond if Clinton produces a proposal that favors labor, the GOP source said, "Congress studies the issue." Asked if that meant it would get very long-term study, the source responded, "Congress will study it for as long as it takes to do the right thing for the nation to promote free trade policy that isn't a payoff to any one powerful political constituency in either party." The source added, "Free trade should be based on trade principles. It should not be bogged down in ancillary political concerns that are litmus tests for one party or the other. Why environment? Why labor? Why not human rights? Why not export of arms? All of these are important factors."

A Senate GOP leadership source said the same sentiment holds among Senate Republicans as well. According to the leadership source, "Ultimately, the President has to make a call. I don't know how the current environment in terms of the UPS and Teamsters plays into this and how the '98 cycle plays into this, but clearly fast track presents a fissure for Democrats." Noting that "the Clinton definition of a new Democrat equals a balanced budget and free trade," the leadership source said the GOP is content to wait to see what Clinton proposes. According to the leadership source, "Why should we make this easy for Clinton? We're not looking for an opportunity to bail him out of a problem. Here he finally has to test the outer reaches of the tension within his party. Why don't we let him test it."

A House GOP leadership source also noted this morning that labor is the key issue, and that environmental concerns have faded somewhat on fast track. The leadership source asked, "Where has the Administration been?" on environmental issues in the second term, noting the one major environmental initiative -- the EPA Clean Air regs -- deeply divided the Administration.

- o Bennett Chosen For Burton Probe. House Government Reform and Oversight Committee Chairman Dan Burton today appointed Richard Bennett as the committee's Chief Counsel. Bennett, a partner in the law firm of Miles and Stockbridge, previously served as US Attorney for Maryland during the Bush Administration. In a statement today, Burton said, "The committee, the Congress and the country are fortunate that Dick Bennett has accepted my invitation to become our Chief Counsel. His reputation as a legal scholar and a zealous advocate precede him."

The position being filled by Bennett today opened six weeks ago, when John Rowley resigned after complaining he had not been given authority to run a "professional, credible investigation." Rowley's decision reportedly came after Burton overruled his attempt to fire David Bossie, the chief investigator, whom Rowley later accused of self-promotion.

According to a source close to the investigation, Bennett will be provided with more authority than Rowley was given. "It's complete in all essential regards," the source told the Bulletin, adding that Burton intends "that as Chief Counsel he will be in charge of this investigation." As for Bennett's relationship with

FAST TRACK FACT SHEET

FAST TRACK: IN AMERICA'S NATIONAL INTEREST

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

- Keeping the Economy on the Fast Track. The President will use Fast Track authority to continue breaking down trade barriers and creating new jobs -- keeping America's economic expansion on the global fast track.
- The Economy Is Strong. The President's 3-part economic strategy of cutting the deficit, investing in education and training, and opening markets abroad is working. America has enjoyed the longest period of sustained growth in a generation— one-third from overseas trade. The result: Nearly 13 million new jobs, unemployment below 5%, inflation the lowest in a generation.
- Our Future Prosperity Depends on Trade. More than 95% of the world's consumers live outside the US. Many emerging economies in Asia and Latin America will grow at three times the rate of the US economy. America needs fast track to negotiate fair new trade agreements that will keep us competitive, expand our exports, create more jobs, and raise our standard of living.

FAST TRACK MEANS: **CREATING MORE JOBS**

- Breaking Down Barriers. The President, in consultation with Congress, will keep breaking down barriers to our products and services. That strategy is paying off for companies and workers. America is once again the world's largest total exporter, the largest producer of semiconductors, the largest producer of automobiles. Exports support over 11 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.
- Sectoral Agreements. The President needs the flexibility to negotiate agreements and increase exports in sectors where the United States is most competitive: such as agriculture, medical equipment, telecommunications, and environmental technology.
- Regional Free Trade Agreements. America will also benefit from opening markets in Asia, Latin America, and Africa to US goods and services.
- Free and Fair Trade. The President supports raising labor standards, protecting the environment and expanding worker retraining and educational opportunities to ensure that no American is left out of the global economy.

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

- Compete or Retreat. As the American people prepare to meet the challenges of the 21st century, we face a critical choice: Shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts, and new jobs.
- Credibility. Fast track gives the US credibility to negotiate tough trade deals. It preserves for Congress the ultimate decision to vote an agreement up or down, but without reopening it provision-by-provision and causing gridlock. That puts America in a strong position to negotiate trade agreements and maintains a partnership between the President and Congress that has worked for over 20 years.
- Continued Bipartisanship. Every President since 1974--Republican and Democratic--has had fast track authority. Congress has consistently recognized that the President must have the authority to break down foreign trade barriers, and a bipartisan majority of the United States Congress has consistently supported American leadership in opening markets and creating jobs.

FAST TRACK FACT SHEET

BASIC FACTS ABOUT FAST TRACK NEGOTIATING AUTHORITY

What is Fast Track?

- Expedited Procedure: Fast track is an expedited procedure for Congressional consideration of trade agreements. The three essential features of any fast track authority are: (1) extensive consultations and coordination with Congress throughout the process; (2) a vote on implementing legislation within a fixed period of time, and (2) an up or down vote, with no amendments. Congress is ensured a central role before, during and after negotiations.
- Credibility to Negotiate Tough Trade Deals: Fast Track gives the President credibility to negotiate tough trade deals. Congress is required to vote on an agreement without reopening any of its provisions, while retaining the ultimate power of voting it up or down. Fast Track puts America in a strong position to negotiate major trade agreements while maintaining a partnership between the President and Congress that has worked for over 20 years.

How will the President Use Fast Track?

The President has identified three main areas in which new trade agreements would greatly benefit the United States.

- The WTO Agenda: The “built-in” agenda of the World Trade Organization calls for negotiations on government procurement in 1997; intellectual property in 1998; agriculture in 1999; and trade in services in 2000. In each of these areas, the United States is the most competitive nation in the world and stands to benefit the most from writing the rules of trade.
- Key Sectors of the Future: The President also wants to build on the success of the Information Technology Agreement (ITA). This \$5 billion tariff cut on products for which the United States is the world’s leading producer was achieved by the use of residual tariff cutting authority. The Administration has identified 8 additional sectors for future negotiations: ITA II, chemicals, automotive, oilseeds, energy equipment and services, environmental technology and services, medical equipment and services, and wood and paper products. Other APEC members have submitted their “wish lists” and there is overlapping support for many of the US suggestions. Without fast track, it is very unlikely that this process will go forward.
- Emerging Economies: The President hopes to move forward in the Asia Pacific Economic Cooperation Forum (APEC) toward the goal of open trade by the year 2010 and with a Free Trade Agreement for the Americas (FTAA) by the year 2005. In both regions, economic growth rates are among the highest in the world and barriers to US exports remain high. Tariff reductions and greater market access will have a very positive effect on our exports. Without the active participation of the United States, both of these processes will slow considerably.

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Fast Track: Renewal of Traditional Trading Authority

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